

The first six months of FEDEMAC Presidency Letter from the President

Dear friends and colleagues.

After six months of being President of your organization, I want to share my first experiences with you.

As mentioned earlier it wouldn't be easy to follow up your former President, but I must say it all went very well. With the full support of the FEDEMAC Board we managed already a lot in the first half year.

I was kindly invited by the FIDI to take part in their Conference, which was held in Budapest. It was a nice event, where I made some nice contacts with the FIDI President and the FIDI officers from Brussels.

I had also the opportunity to be a guest of the BAR Conference in London, that same week. With the annual change of presidency in the BAR from Sylvia Lane to Jonathan Hood the BAR will continue to be a very well appreciated member of FEDEMAC. Because BAR had many international guests I made use of the opportunity to talk about FEDEMAC interests with people from the new EU countries like Bulgaria, and I hope that we will have soon some new members over there.

Speaking about FEDEMAC members, whilst writing this after our Board Meeting in Lisbon, Portugal, we took the chance to meet with some representatives from Portuguese removal companies and to talk about FEDEMAC and forming a national Portuguese Removal Association, to become a member of FEDEMAC. The people showed real interest and we will certainly follow up on this Meeting.

Within your Board of FEDEMAC we formed some active working groups. I want to point out the working groups for enlargement of FEDEMAC Membership and Organization of the FEDEMAC Conference 2007. Many other topics are setup, in order

to progress quickly on these matters.

Keep an eye on your FEDEMAC Newsletter, the website and of course the E-news. With these media we will keep you informed about the work we're doing. On page 4 of this Newsletter you will also find a nice article, about the FEDEMAC Business and Action Plan. For the future this will be a fixed item of the Newsletter and we will keep you informed about progress on certain issues.

Lobbying is as always a very important and continuing item on our agenda. Together with our own professional Lobbyist, Tony Richman, we are well known in the Brussels area and are seen as THE qualified specialist for the Removers industry. We regularly are consulted by the EU Commission Officers of TAXUD (Taxation and Customs) and TREN (Transport and Energy) to give them advice on certain topics. Lately we had a meeting regarding the VAT dossier with TAXUD, in order to help them to formulate the correct proposal for legislation.

So as you might probably understand, the FEDEMAC Board is very hard working



for the interest of our industry. We're proud and happy to do this and I want to use this occasion to thank my Board Members for their valuable time and input to guide this industry through the sometimes tough period. Also my "Director" Ellen Troska, who runs the back office of the organization, I would also like to thank her for the great support. And last but certainly not least, I would like to thank our families, spouses, and relatives etc. for their support to allow us to do our duties for the industry.

Enjoy reading this Newsletter and I wish everyone a very nice summer and holiday time.

Lucien Pot
FEDEMAC President

**Did you already registered for this year's
FEDEMAC Conference
from 1st - 4th November in Florence, Italy ?**

**Find further information on page 5 of this newsletter.
Registration form available for download on www.fedemac.eu.**

Young Movers Conference 2007 in Greece: A successful event

More than 120 Young Movers from 27 different Countries met near Athens from 17th to 20th May 2007.

This year's Young Movers Conference once more gave the young movers plenty of opportunities to get to know each other, to expand their networks, to discuss removal and business matters and to strengthen their language skills. The business meetings dealt with aspects and problems of removal companies using airfreight, and sea, as well as the combined transport by truck and rail. Insurance problems and special requirements of the anti-terrorism acts were also discussed.

Hans-Jürgen Karpa, SCHUNCK GROUP, Hamburg gave a presentation of the new bilingual portal www.mover-web.com. Moving companies can make use of the portal to communicate transport insurances and to deal electronically with all the correspondence related to insurances of a move. SCHUNCK, Hamburg covers all the special needs of moving companies with this internet portal. Our commercial affiliate, Roldo Rent informed us about cost and time saving material for office moves. European Container Beheer (ECB) presented information on containers specially developed for self-storage.

Speakers and attendees had lively discussions about the future of the moving industry in Europe, requirements for special training and education, quality policy of moving companies and the use of different PR means and documentation.

FEDEMAC Past-President Denis Caulfield had the honourable duty to present the first

FEDEMAC Young Movers Award. Frederic Delahaye (Delahaye Moving SARRL, France) was awarded the first prize for his special achievements and efforts and his extensive knowledge of the national and internal removal market. Songül Karaboga (Hertling, Frankfurt/Main) and Zoltán Fodor (Euromove, Budapest) were not far behind and were specially mentioned by the FEDEMAC Past-President. FEDEMAC is proud to show its acknowledgement of the importance of the young generation in the moving business by granting the Young Movers Award.

The business meetings and specially the social program and visits offered a good opportunity to exchange views, experiences and to make contact with the young movers from other countries.

The participants made use of the chance to visit the Acropolis as part of the sight seeing program in the city of Athens. At the very tip of Cape Sounio the Temple of Poseidon could be visited. Further more the participants went to the traditional area of Piraeus.

The closing dinner was held in Lavrio. Historical machines of the silver mine Laudrium formed a wonderful background



Could a discussion be more international? Amelia Gil (Spain), Jean-Michel Telle (Luxembourg), Murat Tas (Turkey) and Tatjana Alourdass (Greece) exchanging views and opinions.

to celebrate the farewell party before it was time to say goodbye to the old and new friends from all over Europe.

The German Young Movers are looking forward to hosting next years YMC. The European Young Movers will meet from 1st to 4th May 2008 in Hamburg.

Italy and Romania already announced their willingness to invite their colleagues from all over Europe for future conferences.

FEDEMAC wants to say "Thank you" to the organisation committee of the YMC 2007 in particular to the Greek committee for their successful work and the wonderful conference in idyllic surroundings.

Ellen Troska
FEDEMAC Secretary



Frederic Delahaye, winner of the first FEDEMAC Young Movers Award, and FEDEMAC Immediate Past-President Denis Caulfield.



Greek culture in practice was part of the social program.

I was of course delighted when Denis Caulfield asked me to write a few words for the Newsletter, ...

... and even more delighted when his original request for 200 words increased at the second time of asking to 300, and then when he was really pressing me, to 500 words. I decided to accept his offer before his demands escalated any further - Denis can, as we all know, be very persuasive!

So, I started to think about what might be of interest to our European colleagues - question such as: What are the issues facing our members? How is BAR helping members to improve their businesses? And most importantly, how is BAR maintaining its relevance to members - why should they want to remain members?

While pondering these matters, it occurred to me that most FEDEMAC members are probably not fully aware of how the different associations operate. So, for the benefit of those, who like me, have only a sketchy knowledge of the workings of other FEDEMAC members, is a brief outline of BAR.

BAR represents about 500 of the leading professional removal companies in the UK who between them operate out of about 700 operational depots. The membership ranges from small family owned businesses (about 80%), up to large, multi-branch companies, including our largest member, Pickfords. All BAR members have to meet strict criteria for membership which relate to their facilities, vehicles, staff and operational procedures. All are inspected by our Field Officer before entry, and then regularly throughout their membership. This has the dual advantage of ensuring the standards are maintained, and of keeping open a channel of communication between members and the Association itself. In addition to the basic or National Group to which all members belong, BAR has two specialist functional groups which members may choose to join - the Overseas Group (which until 1972 was a completely separate association) and the Commercial Moving Group. Many of our larger members belong to all three groups - and of course pay additional subscription fees.

The Commercial Moving Group has started the process of developing a British standard for commercial moving - who knows it may be the forerunner for a European Standard in this field?

One of the challenges facing BAR is to keep all these disparate groups together, and to maintain the corporate identity of the Association - hence the range of logos, which also includes one for International Associates - companies based outside the UK but who see advantages from belonging to a recognised industry body. There are currently 193 international associates in BAR.

All of this information and more can be found on our website www.bar.co.uk which has recently undergone a facelift. In particular, we invite readers to look at the report on the highly successful conference held in London earlier this year. Some of the pictures may not be quite what you expect of staid British movers!

One of the most successful aspects of the conference was the exhibition - twenty trade exhibitors lent the conference great prestige and colour as well as providing a valuable additional income. As always, the conference saw the installation of our new president, Jonathan Hood of Cadogan Tate Group who took over from Sylvia Lane. The BAR annual conference is not always held in the same place - indeed not always in the UK. Last year we took delegates off to Spain for the first time, and there are those who would like BAR to continue this adventurous spirit in the future.

I now find that having exceeded my allotted space it would require a small book to cover all that BAR is doing (please don't tell Denis!), but the rarer one or two matters which might be of interest to readers.

The consumer affairs department of BAR, while always busy advising the public and attempting to defuse conflict between members and their customers, has had to become even more rigorous now that the BAR Code of Practice is in operation. The full Code may also be viewed on our website, and that may be one reason why more



and more customers are looking to BAR to uphold the standards of its members. We are still in the process of proving sufficient evidence for the government department Office of Fair Trading (OFT) to officially approve the Code, at which time members will be able to display the OFT logo alongside the BAR badge thereby gaining a positive sales advantage in the removals market place.

BAR has always been involved and supportive of training, both to meet the needs of members and as part of the drive to raise standards. We are currently reviewing the way training is developed and delivered and we are in the process of recruiting a training director to take this forward.

Our subsidiary packaging company BAR Services Ltd goes from strength to strength. Now under new management following Tony Allen's retirement, it recently broke the £5M (+7M) turnover mark. The company is run as a co-operative, and members receive rebates according to how much business they place each year.

There is much more I could write about - just think of all the lobbying work carried out by Tony Richman - but which time and space precludes. Perhaps the subject of another article the next time Denis gets desperate!

Robert Syers
General Secretary
British Association of Removers

The logos of BAR refer also to the different activities of BAR member companies:



The FEDEMAC Business and Action Plan 2006-2009 contains the guidelines and actions planned for the current term of the FEDEMAC Board.

As announced, we will, from time to time inform you about the work of FEDEMAC and our progress on the items listed in the Business and Action Plan.

Every three years the FEDEMAC Board presents the Business and Action Plan for the next term of the Board. In this document the Board presents the projects and planned actions for the following period. The FEDEMAC Council comments on the document and then approves the Business and Action Plan.

The FEDEMAC Council checks the work of the Board, annually. The Council examines the lobbying and political work in line with the Business and Action Plan and the progress of the projects listed there. But the Council also checks FEDEMAC's balance sheets and overall finances. If the situation is satisfactory (which is normally so) the Council will then discharge the Board for the past year. Further more the Council votes at the end of the term the FEDEMAC Board and the Internal Auditor for the next three year.

During the last two Board Meetings, your Board assigned responsible Board Members for every item on the project list of the Business and Action Plan. In future Newsletters the Board Members will present information on certain topics and will inform you where we are standing, what we have done and what the coming actions are.

I would like to start here with the items "Commercial Affiliates", "FEDEMAC website" and "FEDEMAC Conference 2007", which I'm assigned to.

Commercial Affiliates are suppliers of the moving industry. These companies support FEDEMAC continuously and are therefore allowed to make use of the FEDEMAC logo and get detailed information about the work of FEDEMAC. The Commercial Affiliates can participate in the FEDEMAC Council meetings and Conferences. The first Commercial Affiliate was DEMAG Cranes and Components. The company began to support FEDEMAC as a Commercial Affiliate in 2002.

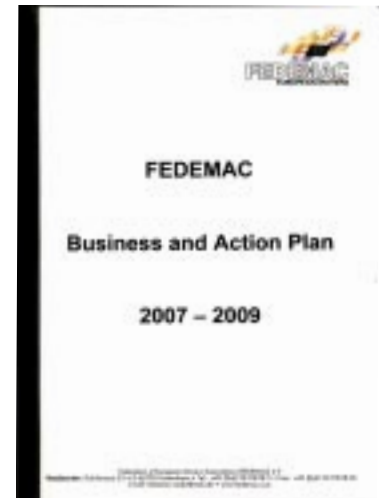
The number of Commercial Affiliates in FEDEMAC has increased the latest years. This is also due to the fact that we made

special agreements with the Sponsors for the sponsoring the FEDEMAC Conference. Part of some sponsoring agreement is a time limited commercial affiliation. I am pleased to inform you that after that our Conference, the Commercial Affiliates usually see the benefit of our European organization and remain Commercial Affiliates of FEDEMAC. On the back of our newsletter you'll find the logos of our seven Commercial Affiliates and short introductions of our four new Commercial Affiliates Roldo Rent, Boecker, Sycada, and BST.

The website of FEDEMAC (<http://www.fedemac.eu>) is a very important communication tool to our members and also to the public. The working group for the website consists of Ellen Troska, Tony Richman and Lucien Pot. The Board decided that we will upgrade our website and modernize it to a more professional one. At this moment we worked out a Request for Information, which will be sent out to several IT suppliers. Hopefully the updated website will be effective in the second part of this year.

For internal Board communication and soon also for our General Secretaries a FEDEMAC Discussion Forum had been set up on internet. Here we discuss on beforehand a lot of topics, so we can stick in our meetings to the main issues and decisions. The forum helps a lot to strengthen our internal communication and is also useful for storage of the documents.

You will find an announcement of our next conference to be held in Florence, Italy in this newsletter. This will provide you with all the most important information and dates of the conference. Further



information can be found on our webpage <http://www.fedemac.com>. The Conference Organization Committee consists of our Italian Board Member Arnaldo Righetti, Ellen Troska and Lucien Pot. We expect that more than 150 representatives of the European moving industry will come to Florence. Our most important sponsors will take the chance to show their products in a small exhibition of the conference hotel. We are delighted to organize this event and hope to see a lot of our readers in Italy beginning of November. Have a look on the invitation that you have already received and register as soon as possible for the conference!

This is some input from your President regarding the FEDEMAC work. Please feel free also to contribute if you feel it's useful or necessary contact us directly. You can reach me personally by E-mail: lucien.pot@fedemac.com or you can contact our head office at headquarters@fedemac.com.

Lucien Pot
FEDEMAC President

Passing of Dolf Gosselin

Adolf L. Gosselin
1932 - 2007

Dolf was born on November 11, 1932. At the age of 18 he joined his uncle Mr. Lambert Vivet in his local moving company.

Dolf was the Honorary President of the Belgian Chamber of Moving Companies BKV-CBD.

Dolf will be greatly missed by his partner, his family and many colleagues all over the world.

FEDEMAC invites you to wonderful, historic, romantic, cultural Florence to participate in our 3rd European Conference from the 1st to the 4th November.

Florence is the capital of the Italian region Tuscany. It is well known for its great architecture and the famous Uffizi Gallery as well as the Basilica, the Battistero die San Giovanni and Giotto's bell tower. But there are much more Museums and Galleries worthwhile being visited in Florence.

Enjoy the warm welcome of our Italian colleagues who are proud to receive us as guests in their home country. With our Board Member Arnaldo Righetti as one of our hosts we are assured of a typical Italian welcome and a conference to remember.

The Italians, as well as all other conference participants want to reinforce and extend their business networks and discuss the common political problems, which we encounter and to find common solutions for the future.

You will have received our invitation brochure outlining the interesting social and business programme which we have put together for you. The Business Meetings and Workshops offer the chance to focus also on daily business matters and to see them from a different perspective. For example: the Session "How to make effective use of your company's human resource" will open our eyes to different personal characteristics and skills of the company's personnel and will advice us how to make better use of them.

The social program offers the chance to come together, to make new contacts, to strengthen the existing business contact and to learn from each other. We have sourced wonderful surroundings to offer us the framework to do this in a relaxed atmosphere.

The Conference Hotel is a sophisticated place to be. The Grand Hotel Baglioni is an integral part of the cultural identity of Florence. It is an excellent starting point for any tourist activity. A variety of monuments and cultural symbols of Florence are located in walking distance, like the Gate of Paradise at the Baptistry and the Church of Orsanmichele. Our Conference Hotel combines the sophistication of yesteryears with the modern comforts and conveniences in the 21st century.

The Conference will be held in conjunction with the annual FEDEMAC Council Meeting 2007, where the political guidelines of our European Umbrella Association are decided. This offers the opportunity to follow up what FEDEMAC has been doing during this last year. Your comments, suggestions and decisions will be invaluable to the Board to assist us to expose the problems and worries of your National Associations.

The Italian Removal Association A.I.T.I. will hold its Extraordinary General Assembly right after the end of the FEDEMAC Conference on 4th November. The Italian Association is delighted to invite interested colleagues from all over Europe.

Make sure that you are there and book early as we anticipate an impressive participation in Florence in November.

Consult the FEDEMAC Webpage <http://www.fedemac.eu> for more information and also for the registration documents should you have not yet received them.

Denis Caulfield
FEDEMAC Immediate Past-President



News on FEDEMAC Membership

It is a great pleasure for FEDEMAC to welcome four suppliers of the moving industry as Commercial Affiliates in the FEDEMAC Family!

Roldo Rent B.V. is specialist in the hire of high quality removal materials. The roll containers and boxes are specially designed for the needs of business and library removals as well as store and shop removals. Please find details on the products offered, the branches and depots on www.roldorent.com.



Boecker Kran- und Aufzugstechnik GmbH & Co. KG is a well known and international acting supplier of crane and lift technology. The products have been designed particularly for the transport of furniture and construction sites. Find details on the products and branches on their homepage www.boecker.de.



Sycada takes responsibility for the entire mobile solution and provides the necessary software, hardware and, if so desired, SIM card and subscription. The telemetric solutions have been accompanied by GPS tracking & tracing systems, fleet management systems as well as mobile solutions for field services and sales force operations. Find further details on the products and the branches on their homepage www.sycada.com.



AGP Group/BST bvba offers special software for hauliers, transport, removal, warehousing and distribution. Furthermore the company is specialized in delivery and installation of the complete hardware needed for business as well as the service in conjunction with the IT solution. Please contact the homepage www.bst-software.com to get further information.




International Diary 2007/2008 of the Moving Industry

September	8 General Assembly of DMF, Roskilde, Denmark	November	TBD Fall Meeting of SMF, Stockholm, Sweden
	28 - 29 General Assembly of ÖMTV, Pöllauberg, Steiermark, Austria		
October	4 - 6 Congress and General Assembly of FEDEM, Córdoba, Spain		2008
	14 - 17 HHGFAA 45 th Annual Meeting, New York City, USA	March	9 - 13 FIDI Congress, New Delhi, India
	24 - 26 Worldwide ERC Summit, Denver (Colorado)		18 General Assembly of BKV-CBD, Belgium
	TBD OMNI Members Meeting, New York City, USA	April	TBD Annual OMNI Conference, Mexico
November	1 - 4 FEDEMAC Conference, Florence, Italy		TBD LACMA Annual Convention, Playa del Carmen, Mexico
	3 FEDEMAC Council Meeting, Florence, Italy	May	1 - 4 Young Movers Conference, Hamburg, Germany
	4 Extraordinary General Assembly of A.I.T.I., Florence, Italy		TBD Annual BAR Conference, United Kingdom
		October	4 - 8 HHGFAA 46 th Annual Meeting, Honolulu, Hawaii, USA
			TBD OMNI Members Meeting, Honolulu, Hawaii, USA



Cyprus, France, Iceland, Latvia, Luxembourg, Malta, Poland, Slovakia and Slovenia represented by Direct Affiliates. Commercial Affiliates:





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