

Welcome!

Seven months ago the new IFES Management Office started and since then a lot has happened. New website, new brochure with latest design, successful Convention in Berlin, more communication, more information, closer collaboration with UFI – only to name a few. The newsletter has a new layout and will be sent for the first time to all member-companies of the IFES-associations as well (in case the addresses have been provided by the association-offices).

This newsletter will inform you about:

- News
- News of the IFES member-associations
- Convention
- New IFES Statutes
- New IFES sub line: IFES now open for event-associations
- UFI Waste Management Seminar
- Publications
- Next newsletter

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News

New IFES-website

Since April 2003 IFES has got a new web address www.ifesnet.com. The website was updated with new content, more information and all IFES events.

UFI-seminar about waste management

From 11th until 12th of June UFI held a waste-management-seminar in Gothenburg, Sweden. IFES-Vice-President Jose Maria Perez de

Olocaecha represented IFES and held a fascinating speech about the necessity of waste management. Waste management becomes more important in the exhibition centres worldwide and it is necessary to work on this subject.

➤ see report page 3 of the newsletter

Successful IFES Convention 2003

The International Federation of Exhibition Services met on June 25-27 in Berlin to conduct the Annual General Meeting of its members. Fourteen country representatives joined to share ideas and common interests regarding the global exhibition market. The IFES Convention was a big success. Interesting conversations, valuable information, good networking-possibilities and future-oriented decisions during the AGM – this is the result of this year's convention.

Next year the IFES Convention will be held in **Vilnius, Lithuania from 24th until 26th of June 2004**. A very good opportunity for all IFES-members to get more information about the high potential and therefore very interesting eastern European market and to get in contact to other eastern European associations.

➤ see report page 2 of the newsletter

Co-operation with UFI and AUMA

During the first half of this year 2003 IFES succeeded in co-operating closer with UFI and AUMA. The IFES Convention 2003 was honoured by Dr. Hermann Kresse, Managing Director of AUMA and Ruud van Ingen, Vice-President of UFI. They shared their thoughts and listened with interest as each country presented facts and figures on their country exhibition industry statistics. This was an excellent example of "Sharing Knowledge" at its best. From 11th until 12th of June 2003 UFI held a waste-management-seminar in Gothenburg, Sweden in which IFES participated as well and shared information and experiences about this subject and represented the interests of the IFES members. (see report page 3)

IFES works on the planned rules and regulations for security of the EU

IFES has the information that the EU prepares a new security regulation for all exhibition centres in Europe at the moment.

IFES will work on the new regulation, contact the responsible persons and will, if necessary, be part of the EU-committee. In case of interest please contact Koen Bogaert, IFES Presidium member kb@publiganda.be.

More communication with the members: newsletter and homepage

More benefit to all member-companies of the IFES-associations – that is one of the most important objective of IFES. Therefore the IFES-website was updated and the IFES newsletter was established. Information are continuously send e.g. technical information (new rules and regulation e.g.), UFI-information and -events, available publications etc.. The IFES-website was just updated with all the information about the Convention 2003 and the Convention next year in Lithuania.

Co-operation with IFES-member-countries: planned meeting of the General Secretaries of each IFES-country

“Sharing Knowledge” is the motto of IFES. The strategy and projects of IFES have been determined and discussed during the meetings of the Board of Representatives and the Annual General Meeting. To share knowledge shall be possible for every member-company of the IFES-member-associations. In order to promote this communication with the member-companies IFES plans a meeting of all General Secretaries of the IFES-associations. More information soon on the IFES-website.

News of our member-associations

FAMAB – Germany

This year's Annual General Meeting of the German association FAMAB will be held from 6th – 7th of November 2003 in Cologne. On the 7th of November the German Eventday will take place – the FAMAB-congress with valuable information and speakers to the topic “How can the success of exhibition-participations and marketing-events be measured?”. The Annual General Meeting is accompanied by an exhibition of suppliers of the exhibition- and event-industry. In the evening of the German Eventday extraordinary exhibition-participations and marketing-events will be awarded with the ADAM- and EVA-award. 1.300 participants are expected. All IFES-members are invited to participate in the AGM, the congress and the award-ceremony (in German only)

(www.famab.de, www.adam-award.de,
www.eva-award.de; contact: info@famab.de).

If you want to announce news of your association in the next IFES-newsletter and on the IFES-website please contact the IFES Office and send the information to info@ifesnet.com.

IFES Convention 2003

“Networking for mutual benefit”

The International Federation of Exhibition Services met on June 25-27 in the vibrant city of Berlin to conduct the annual meeting of its members. Fourteen country representatives joined to share ideas and common interests regarding the global exposition market.

IFES President, Holger Nicolaysen, opened the meeting and introduced the new Board of Directors until 2005. Elected Directors are President - Holger Nicolaysen - Denmark, President Elect -Larry Kulchawik - USA, President Select - Jose Maria Perez de Olacochea-Spain, Treasurer - Koen Bogaert - Belgium, Past President- Leslie Zech - Austria, and Marketing-Chairman Bruno Meissner - Germany.

The IFES Board of Representatives feels strongly that the value of membership be communicated on a regular basis. A new promotional brochure and website design was presented to achieve and improve the value of the “IFES” brand in the eyes of its members.

In an attempt to grow membership and strengthen the organization, IFES re-wrote its Statutes (> see report page 3 of the newsletter)



Photo: IFES-Presidium at AGM on 26th of June 2003

The meeting was honoured with several guests - Ruud van Ingen, Incoming President of UFI and Dr. Hermann Kresse, Managing Director of AUMA. They shared their thoughts and listened with interest as each country presented facts and figures on their country exposition industry statistics. This was an excellent example of "Sharing Knowledge" at its best.

Roger Taurant (FFMEE and first President of IFES) was honoured as first member of the new "ROGER TAURANT FELLOWSHIP CLUB". As well **Rainer Winnen**, FAMAB and Past President of IFES was honoured as new member of this club. The "ROGER TAURANT FELLOWSHIP CLUB" honours persons for their extraordinary effort and personal engagement for IFES.

A big thanks goes to Ray Verhelst, Expo2.net, USA and Claus Holtmann, Holtmann Messe and Event, Germany for their lecture and presentation during the workshop. During the convention the IFES-countries presented as well their facts + figures (> see as well "Publications" page 5). This was a very interesting presentation. In addition each country presented its association on displays in the networking-forum.



Photo: Honour of Roger Taurant for the "ROGER TAURANT FELLOWSHIP CLUB" – Koen Bogaert, Roger Taurant, Holger Nicolaysen in front of the IFES-association-displays

Of course there were a lot of possibilities for communication. In the evening of the AGM all participants visited the roofgarden restaurant of the German Bundestag – only to name one highlight of the program.

"Warm and business oriented atmosphere" – that was a feedback of a participant

summarizing the success of the Convention. IFES is looking forward to the Convention 2004 which will be held in Vilnius, Lithuania, from 24th until 26th of June – an excellent destination in the very interesting eastern European market.

We thank our sponsors and exhibitors!

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New IFES Statutes

New Statutes for IFES were passed during the AGM in Berlin. In an attempt to grow membership and strengthen the organization, IFES re-wrote its Statutes to allow the following:

- Each country may have two delegates on the Board of Representatives, but has one vote per country only.
- Three new board committees were formed: Arbitration Board, Membership Board and Financial Board.
- A new category of membership has been created called **Observatory Member**. Countries without a formal association will be allowed to permit individual companies from their country to join until the association is formed, or interested to join as a country. In addition, countries with an association who choose not to join at this time, will be permitted to allow individual companies from their country to join as Observatory Members.
- Country associations who choose not to join as full members will be permitted to join as Observatory Members for a period of two years to “test drive” the value and benefits.
- Secondary Associations from the same country are allowed to be full members if the Primary country Association grants permission. Until then, they can join as Observatory Members.
- Event marketing companies have been included to qualify for membership under the same provisions as stated above.

**New IFES sub line:
IFES now open for event-associations**

According to the new Statutes and the opening of IFES for event-associations the AGM decided to change the IFES sub line. From now on IFES will be named International Federation of Exhibition and Event Services.

With this addition IFES demonstrates as well in the name the opening of the federation and the new future-oriented direction.

UFI Waste Management Seminar in Gothenburg

IFES was recently asked to speak on the subject “The Benefits of Efficient Waste Management- Best Practices for Cost Effective Environmental Protection” at UFI’s annual meeting, this year in Gothenburg, Sweden on June 11-12, 2003.

IFES Vice President and General Manager of Massa, Spain, Jose Maria Perez de Olacochea, presented an extensive report on how exhibit manufacturers can think differently when building an exhibit. “Waste management requirements can be an opportunity for innovation”, says Jose Maria Perez de Olacochea. His presentation was most welcomed by the group. Slides on his report, as well as a copy of an interesting short video can be available through the IFES office upon request.



Photo: Jose Maria Perez de Olacochea, Vice-President IFES

The waste created from non-recyclable materials have contributed to cause large amounts of liquids, gases, and waste materials to enter the world at a faster rate than the ecosystem can return them to its original state, if at all. The exposition industry must come to terms with the reality that waste resulting from exposition activities must be monitored. We need to do our small part and act responsibly to creating a clean environment, now and into the future.

All expositions, worldwide, create an enormous amount of waste at the conclusion of each event.

Removing waste after each show has been the responsibility of the show organizer and the exposition hall or hotel. Most fairground owners provide waste containers or bins to remove or recycle trash.

The cost to do this is most often built into the price of renting the space, or a fee is charged to the exhibitor from the show organizer. The fairground owner relies on the show organizer/contractor, or a private outside disposal company, to deal with the trash afterwards. The type of materials used for expositions can be controlled. Exposition designers and producers can contribute by using materials and design styles that reduce waste at the conclusion of an event. Exhibit designs can be fabricated as systems, modular, or custom. Each has a different impact on the issue of waste management.

Although exhibitors make the ultimate decision with design style, exhibit designers play a strong role as expert consultants in the process. Today's economic pressures are demanding that exhibit managers do more for less. All costs are of concern. If exhibitors are charged more for waste removal due to design, than they will demand less waste, thus lowering their cost. Exhibitor pressures regarding exhibition waste have not reached this point yet.

The issue of responsible waste management in Europe is not a new issue. The subject was strongly approached in the late 90's, and continues to be of concern today. Three major industry leaders, AUMA (Confederation of German Tradefair and Exposition Industries), MEBC (UK's Exposition Industry), and UFI (World Union of International Fairs) published extensive study reports on the subject of "waste management".

> see "Publications": booklet of AUMA "The ecological way to appear at a trade fair"

Publications

Several publications are available at the moment in the IFES Office upon request. Please contact info@ifesnet.com

- IFES-brochure with information about the IFES-mission
- IFES-country-information (PDF-file)
- AUMA-CD "Messe fit - Ready for Trade Fairs" (available in English by December; see as well www.auma.de for more information and booklets in English e.g. "The ecological way to appear at a trade fair")
- Booklet "Secrets to successful exhibiting in the U.S." by Ray Verhelst, EDPA, USA, price 29,- €
- Booklet "Versammlungsstättenverordnung" – a new regulation in Germany
- IFES Press Releases:
 - IFES Convention 2003
 - UFI waste management seminar

Next Newsletter

The next IFES Newsletter will be published in October/November 2003.

We kindly ask all IFES-members to send their national association-news and interesting meeting-dates to the IFES-office for publishing them in the next newsletter and on the IFES Website.

If you have questions to the newsletter or comments do not hesitate to contact the IFES-office info@ifesnet.com.

We wish you a nice summer and happy holidays!

Your IFES-Team