

# UFI

# info

6/2002

## The Worldwide Organization Serving the Exhibition Industry

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Union des Foires Internationales  
Union of International Fairs  
Verband internationaler Messen

*YOUR 2002 CALENDAR  
OF UFI EVENTS*

**Coming Up Soon!**

UFI Marketing Committee	Leipzig	June 5
UFI Executive Committee	Geneva	July 1
UFI Steering Committee	Geneva	July 1
UFI-XM Pre-Seminar Activities	Geneva	July 1
UFI-XM Summer Seminar Geneva	Geneva	July 2-3
UFI Exhibition Halls & Fairgrounds Committee	Lisbon	Sept. (tbd)
UFI ICT Committee	Amsterdam	Sept. 16

**Note It on Your Agenda Now!**

**\*\*69th UFI Congress  
& General Assembly**

**Munich Oct. 23-25\*\***

**Participate in UFI Activities!  
Share your experience -  
Learn from others**

## MESSAGE FROM UFI's MANAGING DIRECTOR



### **Dear UFI Members and Readers,**

This edition of UFI INFO is an excellent occasion to focus on the results of our first Asia Seminar and our collaboration with XM Group. It is also an opportunity for me to present several of the ongoing changes which are taking place at UFI Headquarters in Paris.

The first UFI-XM Seminar, which took place at Suntec, Singapore on May 7& 8, was a real success. From the warm welcome to the smooth seminar organization, from program content to attendance (128 persons from 15 nations including Europe and Australia), this first UFI-XM cooperative effort was outstanding. Real proof of this is the desire expressed by many participants that the Asia Seminar be repeated again soon.

The results of this first partnership effort between UFI and XM give us confidence that future program collaboration will be equally successful.

In other Asia matters, the UFI Asia/Australasia/Middle East Chapter brought twenty members together in Singapore on May 9. Further along in this edition of UFI INFO you will find an article on this subject.

The fact that we have so much information on Asia in this edition is certainly not a coincidence. It clearly reflects the rapid growth and development of our industry in this part of the world.

Looking ahead to the Summer Seminar in Geneva on 2-3 July, we are confident that our combined efforts with XM will be as successful in Europe as was recently proven in Asia. The program is particularly attractive. The joining of our two respective seminars will allow us to bring together more participants in one event than in the past. Greater networking opportunities will benefit us all!

.../...

## MESSAGE (continued)

At the Headquarters level, some of you may have noticed certain confusion in our request for membership dues payments. Occasionally our calls for “late payments” were unnecessary. Clearly our information base was sorely at fault. We have now completely reviewed the entire accounting system and outsourced the legal and technical accounting aspects to SOFIDEEC in Paris. We’ve also added Virginie Patil to our UFI team as administrative and accounting assistant. Don’t hesitate to contact Virginie should you have any questions related to your financial position.

Another change at the communications level brings Lili Eigl on board as Press Officer. Lili has been passed this role at UFI Headquarters by Inna-Pirjetta Lahti who returns to Helsinki following her husband’s recent transfer back to his corporate headquarters. Our thanks to Inna for advancing our communications efforts and welcome to Lili, whose communications experience can already be appreciated in this current edition of UFI INFO.

And in several weeks, all of us will be able to appreciate and use the new, interactive, UFI website which will be going actively online. These actions and changes reflect the new plans which slowly but surely are being implemented as we’d announced.

Thank you for your continuing support.



Vincent Gérard  
Managing Director

## AAME CHAPTER MEETING

### UFI-ASIA SEMINAR

## RECENT UFI ASIA/AUSTRALASIA/MIDDLE EAST CHAPTER MEETING TARGETS MORE ACTIVE MEMBER PARTICIPATION

Under the Chairmanship of Michael Duck and in the presence of UFI President Sandy Angus and UFI Managing Director Vincent Gérard, the May 9th meeting of the UFI Asia/Australasia/Middle East (AAME) Chapter in Singapore brought together 18 participants. Sandy Angus reviewed the objectives being evaluated at the UFI HQ level and put these into the perspective of an eventual regional restructuring. However, it was recognized that greater participation by regional chapter members would be necessary to effect the longer term changes desired by the group.

After an interesting presentation by Dr. Hermann Kresse, CEO of AUMA, the group went on to discuss the issue of standardisation: Nobuo Ogawa advised that the Standardisation Committee will send out a questionnaire on this subject shortly. Claus Ilg, Penwood Ltd., concluded the program by presenting plans for the new UFI initiative for professional training programs in the region.

The next AAME Chapter meeting will coincide with the UFI Annual Congress in Munich on October 23, 2002.



## POSITIVE RESULTS FOR FIRST UFI-XM ASIA SEMINAR

The UFI-XM Asia meeting held on May 7-8, 2002, in Suntec, Singapore is certainly considered a great success by all concerned. Even before the event began, the projected number of delegates had been exceeded by registrations. The final tally shows that 128 people from 15 nations attended the sessions, walked the exhibition, strengthened their networks and made contact with new people from the Asian exhibition industry.

The conference sessions were thought provoking, dynamic, educational and very well received. The exhibition and social opportunities provided everyone with excellent opportunities for professional networking. "The joint UFI-XM partnership was designed to provide the exhibition industry with fewer events but of higher quality and to make meetings for the industry more efficient and effective by providing a rationalized schedule of events," said Eef de Ferrante, Founder and President of XM.

The positive feedback received from attendees strongly confirms that the Asian exhibition industry recognizes and appreciates the development of this new event platform. The success of this first UFI and XM Asia Seminar reflects the professional participation of all those who attended and supported this meeting. "This first partnered event has been a solid effort by both UFI and XM to respond to the requests of our members," said UFI Managing Director Vincent Gérard. "We will continue to incorporate participant's suggestions and recommendations as we create new Seminar programs."

## UFI COMMITTEE MEETINGS

### UFI ICT Committee Meeting Paris, May 21

UFI'S ICT Committee, under the leadership of Chairman Luis-Alberto Petit Herrera, completed a full agenda's work program during their recent Paris meeting.

#### ICT Committee members present:

Ids Boersma	Amsterdam RAI
Arie Brienen	Utrecht
Giovanni Colombo	Verona
Werner Krabec	Messe Düsseldorf
Luis-Alberto Petit Herrera	Madrid/Quito
Nikola Vujanic	Belgrade

#### Also attending:

Francesco Peruch	Verona
Lili Eigl	UFI, HQ
Briac Le Mouël	UFI, HQ

Members reviewed the results of the 2002 ICT Questionnaire on the Use of New Technologies. For the past four years (1998-2001), UFI members have received a questionnaire concerning the use of IT, and in particular of the Internet.

This year 52 replies were received representing a return rate of 28.2%. The geographic breakdown of these replies by UFI chapter is: Europe (40), Asia/Austral-Asia/Middle East (11), Africa (1). While the committee's objective is to produce a survey based on solid qualitative data, it was strongly felt that additional replies from UFI members would be necessary in order to ensure that data interpretation is correct. After discussion, the committee decided that the next survey would continue to include the same items as in the past in order to provide a historical perspective to IT development. However, the group will add an additional sector of questions focussing on information of a benchmarking nature. All UFI members who replied to the questionnaire will directly receive a copy of the survey results by e-mail.

The committee expressed a strong desire that UFI members increase their response participation significantly in the future.

The ICT Committee initiated a new Round-Table Discussion format, which called on all participants to provide a status report on their current ICT programs. Covering topics as varied as Enterprise Resource Planning (ERP), e-business applications, virtual exhibitor manuals and web portals.

All participants considered this exchange invaluable and the round-table format, focussing on a specific topic, will be made a regular meeting feature.

Amsterdam RAI will host the next ICT Committee meeting on September 16, 2002. The topic for the next meeting's round-table discussion will be "Visitors and ICT", including registration and e-ticketing.

### Exhibition Halls & Fairgrounds Committee, Munich, May 17

The Exhibition Halls & Fairground Committee meeting was hosted by Messe Munich GmbH on May 17, in Munich.

#### Committee participants:

Fernando Caldeira Santos	Lisbon
Annette Slotty	Messe Munich
David Boon	Brussels
Juan Carlos Gomez	IFEMA Madrid
Enrico Martin	Padua
Frédéric Pitrou	FSCF Paris
Ales Pohl	Brno

#### Also attending:

Jan de Ceuster	IFES Brussels
Augusto Luzia Gonçalves	Lisbon
Briac Le Mouël	UFI, HQ
Eugen Egetenmeir	Messe Munich

Committee Chairman Fernando Caldeira Santos and the 9 participants appreciated the thorough visit of the Messe Munich facilities led by Co-Chairman Annette Slotty. The visit focussed on the techniques devoted to waste management employed by Messe Munich.

Members reviewed the initial results of the first UFI Waste Management Survey. The survey was sent to 126 UFI members who are fairground owners/managers. After additional analysis the results are expected to be made available by November 2002.

Additional meeting topics included preliminary preparations for the forthcoming UFI-XM Seminar on techniques to improve your venue's attractiveness and profitability. The final dates for this Seminar will be announced to all UFI Members shortly.

*Please note that it has been reconfirmed that UFI committee members who do not attend 3 consecutive committee meetings will be required to withdraw from their respective committees.*

## INTERVIEW



### **INTERVIEW WITH MICHAEL DUCK**

*By Lili Eigl,  
UFI Press Officer*

**EIGL:** *Recently UFI has initiated a number of new programs in the AAME region. These have clearly met with enthusiasm from UFI members. Could you tell us something about these initiatives?*

**DUCK:** At present most are in discussion phase, as Vincent Gerard is doing a sterling job in reorganising the marketing of UFI for the future.

One notable forum has just taken place and that is the joint UFI/XM Asia meeting in Singapore, May 7-8, 2002. This was called "Business Strategies for Exhibition Organisers - Tips and Techniques for Future Growth." It was well attended by many from around the region who all joined in a very healthy discussion on the 'Hot Topic' of the moment, which is the industry status in China.

The UFI AAME Chapter also took the opportunity to hold its mid-year meeting on May 9th, and we were honoured to have with us UFI's President, Sandy Angus, and Managing Director, Vincent Gérard. We also had the honour to have Dr. Hermann Kresse, the CEO of AUMA, give us a presentation on "AUMA and the German Exhibition Industry".

A new UFI educational initiative has been launched by Claus Ilg and the Penwood Group. This is the result of an ongoing effort on this project that has been strongly supported by UFI Members Mathias Treinen and Adolf Tauberger, respectively Chairman and Vice-Chairman of the UFI Cooperation Committee.

We look forward to the next UFI/XM Asia meeting, which most probably will be scheduled in May 2003 in another Asian city (TBD).

**EIGL:** *UFI is striving to reach potential new members and the Asia/Australasia/Middle East region is fertile ground as the trade fair sector there continues to develop. How do you foresee UFI's role in supporting the industry in the region?*

**DUCK:** Well this really is a very big question, and like the management books say, "When you have an elephant to eat you must do it bite by bite!"

A lot has to do with the actions that are taking place back at UFI Headquarters in Paris and how we refresh the UFI brand to really mean something for exhibition companies, venues and associated industries to join. UFI. There has to be a sustained international marketing effort, which will promote both the incredible opportunities UFI offers for professional networking with industry professionals and awareness of the value-added benefits inherent to UFI branded events.

I am pleased to advise that I already know of one important Asian government trade body that is seriously considering only exhibiting in the future at UFI approved events. I hope to be able to announce who this is soon. Certainly this will be a major advance and others may well follow suit.

As to the membership in the chapter, we are currently the second largest chapter within UFI. The details are that we have 36 organisers, 3 hall owners, 7 associate members and 88 events. I know that we can, and should, easily double this number with the right marketing within the next few years.

One consideration we are discussing, and when the finances will allow, would be for a permanent representative to be based within the chapter's geographic area. All chapter officers are as you know 'volunteers' and they use their own - and their company's - time to give to UFI.

**EIGL:** *Your region covers a vast geographic sector, Mr. Duck. How do you envisage coordinating and supporting the activities of this UFI chapter in the future?*

**DUCK:** Yes, certainly it's large, but as the AAME Chapter gets bigger, I would see the continents within it breaking into their respective geographies. With e-mail, it's easy to communicate, so time zones disappear. We are at the beginning of a growth phase at the moment, so we need to coordinate the marketing and membership issues for the future development of the chapter. At present I could foresee a next phase of 3 Deputy Chairmen covering each of the continents in the chapter.

I look forward to discussing this with other members in November at our next UFI General Assembly in Munich.

# 2001-2002 TRENDS FOR THE UFI ASIA/AUSTRALASIA/MIDDLE EAST REGION

## OVERVIEW

The global economic depression and in many cases actual recession, combined with the events of 9/11 in New York and the subsequent military action in Afghanistan, has had a profound effect on most of the members of this chapter, some worse than others. However, as exhibition organizers and managers of venues are by their nature “optimists” it is felt that the medium to long-term prospects for business in this region remains positive.

## ASIA

*Japan* is the chapter’s largest economy, and also the one many fear will falter. The recession in Japan has gone on for 10+ years now and the Japanese Yen/US\$ rate continues to fall. The ramifications of a large business defaulting or of banks “going bust” is foremost in global leader’s minds. While the weakening of the Yen means more competitive exports, it also means more expensive imports of raw materials and finished goods. For the trade fair industry this makes it difficult for those fairs involved in imported goods. Conversely the situation is slightly better for those fairs focussing on exported goods. However these are in a minority, as exporters will generally go directly to the market concerned.

**China Mainland, Hong Kong SAR and Taiwan**

*China* is seeing an unprecedented growth in the number of large venues being built, particularly in South China, but also in coastal areas such as Xiamen, Shanghai and Nanjing. There are a lot of industry discussions in regards to the proliferation of venues, fairs and the need for licensing of trade fairs by China associations or government bodies.

In *Hong Kong*, the market has been reasonably resilient as it focused into a regional role. Much discussion has been made in regards to building a second exhibition centre to take in perceived future growth.

In *Taiwan*, the shows still are very much “Taiwan-centric”, but new halls have been added in Taipei.

*Korea* – New exhibition space has been added in Seoul and Busan and plans for massive new exhibition

centres are being made if bids for the world fair are to be won.

*Australia* has been hurt somewhat by the collapse of Ansett Airlines which was the preferred MICE (Meetings, Incentives, Conferences and Exhibitions) carrier, this meant other carriers put up prices for major inter-inter city destinations. However the economy remains healthy and brisk and is a “star” in an otherwise “cloudy” chapter region. New Zealand remains a very small market and only for domestic shows.

## ASEAN REGION

*Singapore* remains the region’s most important MICE destination, and although some major shows still take place, it has been affected by the “shadows” of neighbouring countries that have difficult political and economic problems, namely Indonesia and Malaysia.

The *Philippines* also unfortunately come into this latter category as well even though a year ago the forecasts looked brighter.

*Thailand and Indonesia* – Bangkok is taking a leading role in this “mini-region”, and has now three centres, two of which are of important size. However the economy in Thailand and the region is still weak.

## INDIAN SUB-CONTINENT

This includes Pakistan, India, Bangladesh and has been badly affected by 9/11 and the subsequent actions, and large shows particularly in New Delhi have been badly hit. At a recent fair in February 2002 in Chennai some semblance of normality seems to be recurring.

## MIDDLE EAST

The major centres of Dubai, Bahrain and Cairo were all badly hit at the end of last year. Credit has to be given to those venues and organizers throughout the region who continued with their shows, many of who had credible results although reduced actual business. The region looks forward to an improved situation in 2002.

*Submitted by:*  
*Michael Duck, Chairman*  
*UFI AAME Chapter*

## **TAKING INTERNET A STEP FURTHER...**

By Maxim Van Gisbergen - Amsterdam RAI

The Internet is having a major impact on the trade fair industry. Virtually every event now has its own website, with email facilities keeping visitors and exhibitors alike updated on developments surrounding the fair. Many sites also enable exhibitors to order products and services online in preparation for their participation at a fair.

The digitalisation of the trade fair industry is an irreversible trend, one that can only continue to increase in importance. A key to success is to recognise that the Internet offers much more than savings in logistics or marketing costs alone.

The Internet is an exceptionally suitable medium for matching supply and demand in a given area of business. In this sense, it can serve an extra, supplementary function for the trade fair industry. Research carried out among exhibition visitors has proven that they are increasingly using the Internet when looking for a new supplier or product. The result is that the Internet is taking on a prominent role as a matchmaker, something that has long been the prerogative of trade fair organisers. Recognising this trend, the Amsterdam RAI decided several years back to embrace the Internet as a new medium for doing what we do best: bringing together buyers and sellers in the same place.

We have translated various successful international trade fairs into virtual marketplaces. Each is already recognised by the global business community as leaders in this exciting new field: METS (leisure marine), Intertraffic (traffic and transport), Interclean (cleaning and maintenance) and Aquatech (water).

The associated portals can be found at the following addresses:

<http://www.metstrade.com>  
<http://www.intertraffic.com>  
<http://www.intercleantrade.com>  
<http://www.aquatechtrade.com>

In creating these websites, the Amsterdam RAI has chosen to exploit the benefits of the Internet in addition to the other published forms of media in which we remain fully active. Translating the floor to an Internet environment has been an entirely new challenge in some ways. Yet there are also similarities. Just as with our fairs, we have to attract visitors to the Internet and 'sell' a certain amount of virtual square metres to participants. And we quickly recognised that the 'old' rules learnt in decades of fair organisation hold equally true in the 'new' medium. Customer service and an ability to innovate, for example, remain crucial attributes.

In conclusion, this strategy has proven to be an excellent way to both generate extra income and attract new visitors to the fairs that we were not able to reach via conventional forms of media.

For questions or comments, please contact  
Maxim van Gisbergen ([m.v.gisbergen@rai.nl](mailto:m.v.gisbergen@rai.nl))  
Tel +31 (0)20 549 1964

*Amsterdam RAI is happy to share its know-how and technology with other fair organisations. If you are owners of a trade fair and would like to translate this into an Internet portal, our advice is always available. We can also offer support in terms of the required web software.*

## NEWS FROM UFI HQ

### **“Fairs & Exhibitions: The Unique Way to Reach your Business Goals All at Once!”**

Since its publication earlier this year, many of you have put the UFI/IAEM 4-page colour brochure to work as part of your marketing promotion package. The document has been enthusiastically received by UFI members around the globe as you each seek to promote the value of trade fairs and exhibitions to contacts and clients alike.

UFI Member's may order this English-language document directly from UFI Headquarters. As a flexible alternative we can provide you with brochure data files adaptable to your own translation and specific information content and eventual in-house production.

### **Promotional Opportunity**

Once again UFI members will have an excellent opportunity to promote their organizations in the Business Week edition distributed October 18, 2002 - just prior to the UFI Annual Congress in Munich.

UFI and Business Week will be cooperating on a special section entitled “Global Meeting Strategies” which will include topics such as.

- the role of exhibitions in the marketing mix
- the role of exhibitions in customer relationship management
- the importance of exhibitions and direct interaction following the market correction.

In addition to the editorial content of this section, UFI members may wish to use this as an advertising opportunity to promote their individual objectives.

Please contact Nina Fuerst, Account Manager, Business Week, (Tel: +49 69 33 999 267) for additional information.

### **Global Candidates Compete for The UFI 2002 Marketing Award**

The second annual UFI Marketing Competition focussing on the theme “Best Visitor Winning Programme” has drawn submissions from UFI members from around the world. Entries have been received from Europe, Asia and the Middle East. Candidates clearly recognize the value-added benefits to be derived from eventually winning this prestigious award.

UFI's Marketing Committee will evaluate the proposals at their upcoming meeting in Leipzig on June 5.

Registration applications for the competition have been received from:

- ❖ China International Exhibition Centre, Beijing
- ❖ CMP Asia Ltd, Hong Kong
- ❖ Ecuasistem S.A., Quito
- ❖ Iran International Exhibitions Company, Tehran
- ❖ KölnMesse GmbH, Cologne
- ❖ MIFF Sdn Bhd, Kuala Lumpur
- ❖ Reed Messe Salzburg Ges.m.b.H, Salzburg
- ❖ Royal Dutch Jaarbeurs, Utrecht
- ❖ Singapore Furniture Industries Council, Singapore

The winner of the 2002 UFI Marketing Award will be invited to present his award-winning program to exhibition industry professionals participating at the UFI-XM Summer Seminar in Geneva in July.

**UFI-XM**

**SUMMER SEMINAR**

## **SUMMER SEMINAR IN GENEVA REGISTRATION IS NOW OPEN**

In January, UFI and XM Europe signed a cooperation agreement for the joint organization of three seminars in 2002. The first of these was held recently in Singapore, the second will be in Geneva on 2 & 3 July, and the third later in Madrid.

The terms of this accord call for the operations and logistical management of the "UFI-XM Seminars" to be the responsibility of the Netherlands based firm, XM Associated Exhibition Organisers. For this reason all registration for the Geneva UFI-XM 2002 Summer Seminar must be made through XM' web site directly at [www.xmeurope.com](http://www.xmeurope.com).

But be careful! This relates only to registration for the two-day joint UFI-XM Seminar. To register for the UFI Executive and Steering Committee meetings on Monday, July 1, registration must still be completed directly with UFI. Please address your registration for UFI activities directly to Monika Sonnenstuhl ([monika@ufinet.org](mailto:monika@ufinet.org)) or Fax: (+33) 1 42 27 19 29.

The new UFI web site will be online shortly. At that time you will find information related to UFI and UFI-XM events. You will also be able to register for the UFI-XM joint events via a hyperlink, which will take you directly to the XM registration page for the specific event concerned.



### **UFI-XM Summer Seminar**

**Dynamic Business Solutions for  
Exhibition Organisers  
Latest Trends in Marketing,  
Sales, and Operations**

**2<sup>nd</sup> and 3<sup>rd</sup> July 2002  
Palexpo, Geneva**

- Marketing**       **Sales**  
 **Operations**

### **Keynote Speakers**

**Michael von Zitzewitz,**  
CEO, Messe Frankfurt, Germany

**Mike Cooke,**  
CEO, dmg Exhibition Group, United Kingdom

**Ruud Bakker,**  
Chairman and CEO, VNU Business Media Europe and  
VNU Business On-Line Europe, United Kingdom

Register on-line via our website  
[www.xmeurope.com](http://www.xmeurope.com)

Here you can also find the complete programme,  
the attendees list, the exhibitors list and the  
activities for networking and match making.

### **The European Exhibition Industry Networking Meeting**

Match making at the UFI-XM Summer Seminar  
allows you to schedule appointments prior  
to and during the event in order to not miss  
a person!!

**Sponsors:**

**Palexpo, m+a Verlag**

For more information please contact us at  
+31 30 662 1838 or by e-mail  
[info@xmeurope.com](mailto:info@xmeurope.com)

### **UFI Appoints New Press Officer**

**Paris, France:** Vincent Gérard, UFI Managing Director recently announced the appointment of Ms Lili Eigl to the position of UFI Press Officer based at the organization's Headquarters office.

Ms Eigl, a Franco-American, brings over twenty years of communications experience to UFI. Her international career spans exhibition management, marketing communications and promotion, public relations and public affairs. Her hands-on professional experience covers a full range of sectors: vendors, advertising agencies, industry associations, government and industry advisors. Ms Eigl has exhibition experience on all continents, covering industries ranging from aerospace to environmental equipment to consumer goods.

UFI's continuing emphasis on communications is reflective of the organization's objective to provide both members and the media with timely and relevant information concerning UFI activities. The addition of Ms Eigl to the UFI headquarters team of professionals confirms its recognition of the strategic importance of communications as the organization continues to develop its programs for the future.

Ms Eigl replaces Inna-Pirjetta Lahti who returns to Finland with her husband as he takes on a new position in Scandinavia's telecommunication industry. You may have occasion to meet Ms Lahti in Helsinki as she resumes work with the Finnish Fair Corporation.

### **Harald Lang Bows Out - Hans Standar Takes Over**

**Jönköping, Sweden:** After 34 years at Elmia AB, 16 of which were as Managing Director, Harald Lang has retired. The helm has officially been handed over to Hans Standar, who joins Elmia from SAAB Training Systems where he was Head of Marketing.

**Lang (continued)** "It feels like the right time to go," says Lang. "Growth has been strong over the past ten years and the company's financial position is healthy. Elmia has undergone a process of rejuvenation. The organization is modern and professional, and the business is well equipped to succeed in the face of challenges to come." The new Managing Director, Hans Standar, is looking forward to this new challenge.

### **Changes at SOFEX Strasbourg**

**Strasbourg, France:** SOFEX has announced the appointment of Claude Feurer as President of its Board of Directors, replacing departing Alain Weber. On the same occasion, Claude Seyller has been named to the Board of Directors. Sofex and the Strasbourg Convention Center are subsidiaries of Strasbourg Development, a group headed by Jerome Lebec, Managing Director, and Robert Grossmann, President and CEO of Strasbourg Development and Mayor of the city of Strasbourg.

### **Alain Weber will also be missed at FSCF and UFI:**

In addition to retiring from his position as Chairman of SOFEX, Alain Weber leaves his positions as President of the French Association FSCF. In addition, as Chairman of the Associations' Committee, Mr. Weber was a member of the UFI Steering Committee. Alain Weber has been requested to extend his UFI mandate until the next UFI General Assembly in Munich in October 2002. This will give us all an opportunity to see him once again on that occasion and to thank him for his ongoing support and participation.

#### **UFI Language Policy**

At the UFI Steering Committee in March 2002, the decision was taken to provide all member communications in English only: This decision applies to UFI documentation, UFI INFO, seminars and committee meetings. An exception is made for the UFI Annual Congress which will continue to use English, French and German as the Assembly's working languages. We would however like to underline that the multilingual team at the UFI Headquarters remains at your disposition for oral and written dialogues in the various languages.