

Vught, 13 sept 2010.

to: National Associations, members of ECSLA

please discuss this Memorandum with your BoD resp. your members

Dear members,

Last week the ECSLA Fall Conference took place in Brussels on September 6-7. This was the first event after ECSLA and GCCA-Europe (previously WFLO/IARW-Europe) joined forces and created **one European Association**

There was of course a BoD Meeting out of which resulted a question for all of you which has been phrased in the text of the email with which this memorandum has been sent to you.

(New) ECSLA now has (apart from Associated Members/sponsors) 2 member categories:

- **The National Associations**, which jointly have within ECSLA the Council of Associations
- and
- **Individual Companies** (Cold Stores/Logistics) which jointly have within ECSLA the Business Council of **Corporate Members**

ECSLA will continue to be responsible for the representation of the European Cold Storage and Cold Logistics Industry (National Associations and Corporate Members) in Brussels and before the appropriate government bodies.

This new ECSLA will be an Affiliate Partner of the Global Cold Chain Alliance (GCCA). ECSLA is associate-member of UEAPME (the EU Association of small and medium size companies), and based in their offices in Rue Jacques de Lalaing 4, 1040 Bruxelles. The Secretary General (at present Valerie Hammer –on interim-base) is based there. The Back Office activities are coordinated from out of The Netherlands by Theo Van Sambeeck, Managing Director and his assistant Mrs Alien Wolbink.

What can all your members expect of (new) ECSLA as from now, more than in the past ?

In the Conference was an introduction of this New ECSLA structure and the benefits/services. Most importantly: **As of now GCCA will make available to National Associations the global resources of GCCA HQ including scientists, experts, research, operations information and other assistance.** Of course New ECSLA will continue doing this to direct corporate members of ECSLA (which were already direct member of GCCA Europe). This means that with any question of any of your members your National secretariat can contact ECSLA secretariat.

Very interesting in Brussels was on Monday the Business Council Meeting of the Corporate Members where many active warehouse operators were present and during which industry updates by country were given (occupancy, competition-situation, behaving of certain international clients, etc etc) The Roadmap for the future has been discussed. A.o., considering ECSLA is now THE Food Cold Chain organization in Europe, uniting all links of the chain and all interested parties in working jointly on strengthening the industry, it was concluded to set up the following 4 committees:

- Operations & Technologies
- Refrigeration, Energy & Environment
- Government Affairs & Lobbying
- Finance & Member Programs.

Three of these Committees had already an interesting meeting in Brussels Last week.

Is there an advantage for some of your members to become a direct member (Corporate Member) of ECSLA ?

The answer is definitively: YES.

Not for all of course, but for your members with many international contacts it is a proven fact that meeting/exchanging thoughts with colleagues from other countries who are operating in the same field of activities, and sometimes with the same clients results into a win-win situation for all involved.

Is there a risk that a member of your National Association becomes a Direct member of ECSLA and will cancel the membership of your National Association ?

The answer is : No, all Corporate members are a member of their National Association.

Above was in headlines about last week's Fall Conference in Brussels. Further details will follow later this week in the (also new) EcsLA Newsletter.

There will be a small event because **50 years ECSLA on Nov 29/30 in Brussels**, including a reception on Monday the 29th, where also MEP's and many European Institutions and –Associations will be invited. Maybe it is an idea to draw your BoD resp. your members' attention to this and could you plan a joint trip of your BoD and some potentially interested members to Brussels (the program will include a visit to the European Parliament). Please mark this event in your diary.

with best regards
on behalf of ECSLA Associations Council



Wim van Bon, ECSLA President