



Filip Vande Cappelle – Inauguration Acceptance Speech

I am very glad, I am excited, and I am honored to be ATA's next President.

The past two years as president-elect gave me time prepare and to think. To think about ATA and about ATA's future. The challenges... but even more the opportunities we get.

Those two years gave me time to talk to many people involved in the animal shipping industry. And I have to admit - much to my own personal satisfaction and pleasure - I have learned a lot, and still I am learning every day.

I've learned about things that can help all of us in our day-to-day work by improving animal's welfare and at the same time increasing the quality of our business. And if we improve the quality of our business... we will also make our CFO's, shareholders or investors happy at the very same time. I am convinced that increasing animal welfare and being successful as a company can go hand-in-hand.

Please allow me to take this opportunity to thank a few people who are very dear to me personally but even more to ATA. Those people who are working very hard, mainly in their free, spare time as volunteers. They are the ones working hard to make this happening. Not only for our Orlando Conference... but they make ATA work every single day!

My biggest appreciation goes out to our ATA Board Members who I would like to present

- Kelly Wheeler (Aviagen), our Treasurer
 - Jennifer Woods (J. Woods Livestock), Past-President
- Board members:
- Cindy Brown (YYC)
 - Judy Franco (Pfizer Pharmaceuticals)
 - Gabriella Tamasi (IAG Cargo)
 - Bruce Clemmons (FedEx)
 - Faruk Berberovic (Gradlyn)
 - Alberto Torres Rodriguez (Cobb-Vantress)
 - Luis Fernandez (Bioculture)
 - Raymond Tilburg (KLM Air France Martinair)
 - Kenneth Serrien (OHS; Calgary Animal Airport Lounge)
- and also
- Robin Turner, our Executive Director.

But there is still 1 man missing in above list, being our Past-President, Mr. Jeff Segers. Jeff is not only an expert in EU legislation, but he guided our organization during the past 2 years. As an appreciation to you, I've brought you a little souvenir that will help keeping you alive the good memory of the past two years. I hope that I will be able to rely on your expertise also the coming years. In name of ATA - *Thank you for everything you did and for everything that you will do still in the next coming years!*

I am very lucky to have such a fantastic board. Not only they are amazing and great people to work with, but each and every one of them are experts in their own field. And every time we are

on a conference call or having a face-to-face board meeting, I am amazed how much knowledge there is available and how many great ideas are being created by these people. For me it is a great honor and a real pleasure to work with all of them on this fantastic journey.

Now... talking about ATA....and ATA's future...

Those of you who have children will remember that very special day when your child was born.... Well, ATA feels like a newborn child to me. My baby is here today, and I promise to care, love and passion this new baby. And I also want to share it.... with all of you, our Members. And, in two years' time, when I hand this baby over to the next President, I sincerely hope that ATA has become smarter, better, bigger, with more influence and a louder voice.

Thank you all!

CONFERENCE CLOSING REMARKS

After these 3 fantastic days of a great conference, I would like to close by talking about the future of ATA.

I would like to thank all of you for coming here to Orlando and thanking also our many speakers for their inspiring presentations, and finally our sponsors. Without their support we would not be able to organize this conference at this very moderate fee.

Remember, at the handover from Past-President Jeff yesterday, we've talked about bringing your business to a higher level. I've promised you to explain how you can make your business grow and increase animal welfare at the same time. Well, let me give you some ideas about this... Ideas how to make your company bigger... and how to earn more money!

We all came to this conference because we care! We do care about the live animals we ship. We care about the way we pack them, and the ways we ship them. We continuously think about their welfare while being in transit.

At the same time there are people that do not like what we do. People who would like to ban all animal shipments, for whatever reasons. Well, I tell you - this is not going to happen! As an industry we will never allow this.

I am convinced that all of us gathered here today are applying good practices, right? Well... I am sorry to say, but good practices might not be enough! Let's do better - let's apply, all together, let's apply **BEST Practices**. Let's raise the bar, let's put the standards higher and let's treat the animals we ship as being first class passengers. By doing so, animal activists will have less reasons to try and stop your business.

Talking about BEST Practices... Yesterday, Andrea Gruber gave us an inside on CEIV Live Animals and IATA will launched this new great program. Well, I recommend all and every one of you to, at least, consider this new program because it gives us... BEST Practices. I am convinced that this new program will be a giant step against the many criminals in our industry. It would be a giant step against the people who give our industry a bad reputation and who do not care so much about animal welfare... they only care about the money they get in their big pockets.

Mr. Grant Miller (Border Force Patrol and CHAIR of Interpol) has reached out to us on Monday. Well, I am very pleased to announce that ATA would like to accept Mr. Grant's invitation and to initiate the process to hopefully be able to join UNITED FOR WILDLIFE. Grant is offering us an enormous opportunity to actively participate in this campaign. Not accepting his offer would even be criminal. I think, as a worldwide organization, it is our responsibility, duty and obligation to help stopping illegal trafficking. Thank you, Grant, for inviting us to participate and I am looking forward to working with you on this and hope that we will be allowed to participate in this program.

We know that there are more and more animal shipments each year. But there will be less operators involved in animal shipments. Criminals will not last. But you will, on condition that you act now and on condition that you are using BEST Practices only.

Remember there is no elevator to success.... you must climb the stairs. Now... ATA wants to help you to climb these stairs you must take! ATA wants to help you in this process by giving you the tools: information, education and training.

But, make sure you apply BEST Practices only... and in the long run your company will benefit from this. Your company will increase its good reputation. Your company will grow.... Your company will make more money!

Remember... yesterday, at lunch, I had the enormous pleasure of introducing you to our board. Well, you should realize that ATA is not about us, the board members or the president. ATA is about you and the animals that we all ship and which we care for. You are the key person!

Let me tell you this little story about the Good King... a long long time ago:

The Good King celebrated his 50th anniversary and wanted to give something to his people, the inhabitants of his great kingdom. He called together all the wise men... the doctors, the philosophers, the scientists, the professors.... And he asked them to gather all the knowledge of his kingdom and to make it available for his people. The king gave the wise man 3 months to do so... and off they went.

After 3 months they knocked on the door of the King's Office. "Your Majesty, Your Majesty" ... we have gathered all the knowledge of your kingdom into one place. And they took him to a big hall, where – when they opened the doors – the King found hundreds and thousands of books and parchments.

"Well done" said the King... but at the same time he thought: how on earth I can get all this read by the citizens? So, he said to the wise men: "This is too much, it will never work!". And he gave them 3 weeks to reduce this huge pile of books and parchments into one single page!

The wise men started to work... sweating, working hard, day and night... but finally after three weeks they went to see the King again. Very proudly they handed over one single sheet of paper where all the knowledge of the kingdom was summarized.

But the King again, he was not impressed (just like Presidents.... Kings tend to be difficult!). Again, he realized that his citizens would never ever get to memorize all that information. And again, he sent off his wise men: you get 3 more days and I want all of you to work on this. In three days from now, I want you to come up with a better and shorter summary, being 10 words only and each word may only contain 2 letters!

The wise got depressed... they did not know what and how to do, but they could not ignore their King. So again, they started to think and to work, to edit and to summarize.... And just before the third day was over... they knocked the King's door. Your Majesty! We have succeeded! ONE SENTENCE container 10 WORDS of each 2 LETTERS

IF IT IS TO BE, IT IS UP TO ME!

If you act starting today - if you act using Best Practices only and contributing to animal welfare... You will make it happen! It is not rocket science... it's simple: ACT. Use BEST Practices!

Finally, I want to conclude: The ATA and the animal kingdom need your help, your input, your ideas, your questions or worries.... Feel free to participate. PLEASE. Don't wait at the end of the line but come forward: let us know your ideas and your thoughts. Share them with us!

Today we have this giant train passing by. It is up to you to jump aboard!

Thank you all for coming to Orlando, and I hope to welcome you in Budapest in 2019!

Filip Vande Cappelle, President ATA.