



# CCE-R Newsletter

## (No. 04 / April 2005)

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### Editorial of the month

Dear members,

We would like to present our company's contribution to the creation of a modern heating infrastructure in Romania. This was also the topic of the CCE-R Business Club in April, when we had guests from the Romanian Government and local administration.

To begin, we will shortly introduce **Sauter Building Control**. **Sauter AG** – our mother company - is a Swiss company that was founded in 1910 and is now the promoter and market leader in the automation field. **Sauter Building Control** was founded in 2002 as the Romanian representative branch of **Sauter AG**. We are active in the complex automation for the heating and climate installation of hotels, hospitals, office buildings, head-quarters, etc. and the automation of heating plants that are part of the national heating system.

Our company's achievements before 1989 consist of the heating and climate systems of the *National Theatre* in Bucharest, the *Intercontinental Hotel*, the *Romanian Television tower*, the *Radio House*, *Sala Palatului*. After 1989, we contributed to the building of: *Financial Plaza*, *Hilton Hotel*, *American School in Bucharest*, the *Victoria Square Tower* (BRD – *Groupe Société Générale's* head-offices).

In two major Romanian cities, **Sauter Building Control** has initiated contacts with the mayors and officials of the heating administration concerning the rehabilitation of the heating system, with the financial support of the supplier's bank.

The development of the project is similar in both cities:

- visit to **Sauter AG** Basel;
- discussions with **Sauter's** Sales Director including the presentation of the financing plan;
- contracts with the heating administration for the automation of a pilot series of 6 heating plants in each city;
- obtaining local guarantees that are necessary to run the financing scheme offered by *Crédit Suisse* in the ERG programme (export risk guarantee), having *BCR* as local partner;
- the organization of public auctions for the old part of the system.

We do believe that these projects will be successful and they will open an entire series of automation actions for the Romanian national heating system.

Sincerely yours,  
Tudor Samoil, General Manager

## The CCE-R Board informs

### CCE-R Board Meeting – April 26, 2005

The Board meeting in April 2005 took place on the 26<sup>th</sup>, at the CCE-R head-office. The meeting was chaired by Paul Nuber, CCE-R President.

The Board decided that the Chamber should develop an image concept to include the website, the leaflet and other communication tools. *Synergy International* will be asked to offer proposals in this way.

The co-operation with the local Chambers of commerce in Romania will be enhanced through a strategy aiming at making CCE-R more visible in the territory.

🚩 **The next CCE-R Board Meeting will take place on May 25, 2005, 17:00, at the CCE-R office.**

### CCE-R Business Club – April 26, 2005

The CCE-R Business Club in April took place at **Hilton Athénée Palace, room „George Enescu”, on April 26, 2005, at 19:00.**



The meeting was hosted by **SAUTER BUILDING CONTROL ROMANIA**, our member acting in the field of *control systems for building automation and district heating*, represented by **Mr. Tudor Samoil, General Director** who also moderated the discussions. **Jean-Luc Fritzinger, Regional Sales Manager** represented the Swiss company **SAUTER AG**.

The main topic of the discussions was **Technical and financial solutions for automatic heating systems**. It turned out that the Swiss companies, including, of course, *Sauter AG* and its representative in Romania, *Sauter Building Control*, are highly interested in being partners in the Romanian Government's projects of rehabilitating the district heating system in the whole country.

Among our guests present in the meeting we mention: His Excellency, the Swiss Ambassador, Mr. Jean-Claude Richard, Ms. Dominique Petter, Conselor of the Swiss Embassy; Mr. Ioan Andreica, Secretary of State, Ministry of Transports, Constructions and Tourism; Mr. Virgil Ramba, General Director of RADET.



**Photo (from left to right):** His Excellency, the Swiss Ambassador, Mr. Jean-Claude Richard, Mr. Virgil Ramba, General Director of RADET, Mr. Tudor Samoil, General Director



Ministry of Transports, Constructions and Tourism

„To complete the rehabilitation of the district heating system in Romania and to win back those customers who migrated to independent heating solutions, we will develop long term financing programmes aiming at reaching an effective exploitation. Switzerland has already offered a non-reimbursable credit to rehabilitate the automation systems for the heating units in Bucharest.”, declared Mr. Ioan Andreica, Secretary of State, Ministry of Transports, Constructions and Tourism.

**Photo (from left to right):**

Mr. Paul Nuber, General Manager of *Nestlé Romania* and CCE-R President, and Mr. Ioan Andreica, Secretary of State,

The CCE-R members were very interested in the discussions and many questions were asked. Networking continued during the cocktail offered afterwards by *Sauter Building Control*.

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## **General Assembly of SEC – Chamber of Commerce Switzerland – Central Europe April 4, 2005**

The General Assembly of SEC took place in Zuerich, at the UBS Conference Center, in 9, Nueschelerstrasse. UBS sponsored the event.

The **participants** were: representatives of the Central-Eastern European countries' embassies to Switzerland (the Romanian embassy in Bern was not present due to internal changes); representatives of the counterpart chambers of commerce in Estonia, Czech Rep., Slovakia, Poland, Romania, Lithuania and Hungary; SEC's members: ABB, Crédit Suisse, DHL Danzas AG, Fine-Consulting GmbH, Gondrand AG, Lonza AG, Nestlé S.A., Reto Iten Metals, Stadler Rail AG, Syngenta Agro AG, UBS AG etc.; SIPPO Swiss Import Promotion Programme; SOFI Swiss Organisation for Facilitating Investments; State Secretariat for Economy (seco).

The **main topics** discussed were:

- report of activity for 2004;
- financials 2004;
- activities in 2005;
- budget for 2005;
- elections of the President, vice-Presidents, Board and country responsables.

The session was chaired by **Mr. Roger Unterberger, SEC President**, Gondrand AG. The SEC ex-Vice-Presidents are: Kurt van Schellenbeck, ABB Ltd. and Werner Grauwiler, Lonza AG.

The **new President of SEC** is **Peter Jenelten**, Sales Manager at Stadler Rail AG (the most important Swiss trains producer). The new Vice-Presidents are: Reto Iten, Managing Partner of Reto Iten Metals AG and Juerg Reichen, from Zuercher Kantonalbank.

The **responsible for Romania** is **Dino Ebnetter**, Managing Partner of Fine-Consulting GmbH.

The Board of SEC has 14 members plus the 2 Vice-Presidents and the President. Among the Board members, we mention: Hans-Peter Achermann, SOFI; Markus Stern, General Director of SIPPO and SEC responsible for Bosnia-Herzegovina; Roger Unterberger, Gondrand AG.



The GA was followed by an interesting speech of Minister Dr. Henri Gétaz, Deputy Head of the Integration Department of the Foreign Affairs Ministry in Bern. The topic presented was “The EU enlargement vs Swiss economy”.

A buffet lunch was offered at the end by UBS.

**Photo: SEC ex and actual Presidents and Vice-Presidents, and the Executive Director**

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## **This month's member / News and Company Profile**

This column gives our members the possibility to present themselves to the other companies and to highlight important aspects of their activity. Our initiative goes together with the invitation for subscribing to this facility: **if you want to present your company to the other members in one of the next issues of the Newsletter, please contact us at [ccer@pcnet.ro](mailto:ccer@pcnet.ro).**

## **EMISSION CONTROL SA** **and the Kyoto Protocol**

Dear Members,

For some years, the international press has talked about the Kyoto Protocol. Our Chambers Director has invited us to write about this subject and to explain the activities of EmC.

The legislators of the Kyoto Protocol have sought to create a global legal framework to resolve a problem that affects our planet. They also knew that money and corruption have a strong say globally. So, before I explain the basics, let me just tell you that the Kyoto Protocol (KP) is a lovely bit of sarcasm at this early stage. It recommends the executives (the signatories to the KP) to let all transactions be affected by

brokers, i.e. it recommends the signatory Governments not to get involved in commercial transactions. Let the brokers do that. It also categorically declares that all commercial details of any transactions are confidential matters between the parties to any transaction except that the quantity involved must be reported. Hence, a national registry of transactions is required which in Europe will be linked to the EU registry and all transactions also require reporting to the UNFCCC.

Amazing, because once a State ratifies the KP, it becomes Law of that country and cannot be changed or interpreted unilaterally by that State. In fact and in some respect, it is a stronger law than any written one by that country's Parliament. What transactions and what quantities are we talking about concerning Romania?

The United Nations Framework Convention on Climate Change (UNFCCC) and its Kyoto Protocol provide the only international framework to fight against climate change (<http://unfccc.int>). It agrees to reduce the emissions of six greenhouse gases on average by 5.2% below the 1990 level during the first commitment period - 2008-2012 - by the industrialized countries. Romania is so classified but authorized to use its 1989 output as its binding baseline year for the reduction by 8% in each year of the commitment period. CO2 is the most important greenhouse gas (GHG), others are methane, nitrous oxide, hydro fluorocarbons, per fluorocarbons and sulphur hexafluoride. The KP, to become globally binding, had to be ratified by at least 55 parties to the KP accounting for at least 55% of the CO2 emission of 1990. These national emissions are calculated mathematically on the basis of the published national statistics on various energy producing elements.

The collapse of the Comecon caused an industrial implosion in Romania. Much less energy was produced in their various formats. As a consequence, Romania under the KP has an inventory of about 70 million tones CO2 credits for each of the commitment years, i.e. some 350 million tones of credit. What credit?

The KP recognizes that some polluters have a problem in investing in emission reducing technologies in the relative short period 2008-2012 for a variety of reasons. So, this first period - and to ease the entry globally into this legal commitment - allows for countries or industrial polluters with a certified "credit" to sell such a credit to countries or individual polluters who are in the predicament of not being able to fully or partially go down to the level to which they are committed now under their national or the EU laws. These buyers can use these credits instead of reductions, hopefully avoiding the heavy polluting fines the States are obliged under the KP to impose.

This means also, that in this first period, the CO2 emissions globally are not likely to be reduced. Correct more or less, but for the first time the world has a global legal tool to face a global problem. That is the most important achievement. It is expected that only the next periods of commitment, yet to be formulated, will begin having an impact on emission reductions.

The ratification last November of the KP by Russia made the KP globally binding for the signatories. Canada has not ratified it but undertook to faithfully abide to the KP rules. Australia has not ratified it but is working hard to be a good boy. The mighty USA under the leadership of the energy cowboys from Texas (Halliburton and the late Enron as a starter) has withdrawn from the KP. But the Lord in his revenging wisdom has sent onto the US Government the unholy alliance between the Democrat Lieberman and the Republican McCain who created the Lieberman-McCain Climate Heritage Act which is expected to pass the Senate probably during 2006. It actually expects to impose extreme penalties against polluters and a reduction of CO2 emissions way beyond the requirements of the KP. That alliance was recently joined by the American Churches who supported Bush in his two elections under their motto "we, good American Christians, must respect God's gift to mankind and protect His planet." So, the Republicans will be forced to make political adjustments and the interesting aspect of the Lieberman-McCain Act is that it proposes to validate for use in the US any emission credits from member States to the KP. It was clear that sooner or later the greedy financial Wall-Streeters are not going to let Europe handle such a new market alone. It is also clear, that once the fact that one tone of methane (also known as cow manure) is equal to about 21 tones of CO2, even the Texan cowboys will change their locked mind and one way or other join this market. What then happened was that the EU decided in 2003 not to be dictated to by either Russia's delay of the ratification of the KP or the US rejection of the KP in what to do politically and unilaterally. It ratified the KP and established an internal trade system and went ahead alone in this world to reduce the CO2 emission. Real Don Quichote – Winkelried style. The result was that on 1<sup>st</sup> January 2005 the European Union Emission Trading System (EU ETS) came into force and, as penalty for emitting illegal quantities of CO2 is now in the EU 40.00 Euro per tone of CO2. That market has reached within less than four months from about 3-5 USD/tonne already a level of 16/18 per tonne. I need hardly to tell you that every industrial polluter needs a registered permit for his level of pollution which now includes his obligation to reduce annually his level of pollution by the percentage his State had agreed to reduce its national level or pay the published

fine, which is expected to be Euro 100 per tone starting not later than in 2007. The quantities of reduced CO2 emission over his certified reduction are the saleable credits.

In April 2000, a group of Romanian friends drew attention to the KP and proposed dedicating ourselves to this new idea. We promptly incorporated in **Emission Control Srl** and our core aim is the marketing of these famous credits worldwide and to involve ourselves in all aspects of the KP. We were also accepted as full members of the International Emission Trading Association as the first members in Romania and the whole of Eastern Europe. We were given the unique opportunity to convince the PSD to include the ratification of the KP into their governing program for the elections of 2000. They kept their word and the KP was ratified in February of 2001 into Law No. 3/2001. **Romania is the first European State to ratify the KP.** And since then, nothing of significance was achieved. A number of Memorandums of Understanding were signed with a number of European States but their effects are not yet visible. The infrastructures required for the implementation of their own Law are not in operation and Romania is behind the schedules in this Chapter of the accession to the EU. In 2004, the Romanian Ministry of Environment was unable to secure by itself some 1,5 billion (!) of Euro - ready for them mostly on a non-reimbursable basis for GHG reducing projects from the EU and the World Bank - because they did not know how to apply the required application rules.

To help cleaning up the world and making money at the same time was irresistible and so **Emission Control Srl** was created. **EmC Srl** is now transformed into **EmC SA**. If any of you are interested in buying shares please let me know and I consider putting a good word for him or her to the Chairman.

Look at what the Financial Times recently had to say about EmC:

*"EMC earnings calm fears on Wall Street!"*

Sincerely yours,

Joe Sussmann  
Chairman, *Emission Control*

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## Legal&Financial issues

All CCE-R members acting in the legal and financial fields are invited to contribute to this column.

### Tax Column by Serge R. Gonvers, Senior Partner, "Audiconsult" Srl

The purpose of this "tax column" is not only to highlight major recent changes in the field of taxation but, as well, to give some updated trends and opinions prevailing in the business community.

Not much has happened since our last tax column of the end of March:

Increase of excise tax has taken place without any major effect..., except for the start of negotiations with IMF held by the Minister of Finance in Washington last week.

The changes of tax regime related to financial gains (interests, stock exchange and real estate transactions), announced as effective from May 1<sup>st</sup> might well be postponed, as the calculation method is not yet fully defined... and agreed by the Chambers.

Furthermore, it implies quite a number of changes for the commercial banks, especially in the IT systems, as the banks have to apply the new taxes withheld by them on behalf of the State.

Negotiations with IMF are on the size of the Romanian State Budget deficit, whose conditions went up from 0% to 0.5% on the IMF side, and down from 1% to 0.7% from the Romanian side.

Partial liberalization of the foreign exchange market took place on April 11, without the expected turmoil or rush of foreign operators on the Romanian financial markets.

And, last but not least, the new banknotes and coins of RON have been presented to the press, prior to their introduction in July.

The business community and the specialists are still complaining about the late unpredictability of the authorities decisions on tax matters, like on some others.

Furthermore, the last tax issues have been regulated by Emergency Ordinances... which have still to be approved by the Parliament... which would probably not be without amendments and modifications from each Chamber.

We have been trying lately to recreate a relationship with the authorities...without any success so far. The fact that the late Secretary of State in charge of tax laws has not been replaced yet certainly does not help.

Any comments or questions are welcome at [serge.gonvers@audiconsult.ro](mailto:serge.gonvers@audiconsult.ro)

We wish a Happy Easter to all!

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## Business News

### 🇷🇺 **LaDorna takes milk to Greece**

*LaDorna Group*, one of the few players in the food industry that has its own brands on foreign markets, has invested one million euros to support its advertising campaign for *LaDorna* organic milk on the Greek market.

"The first reactions from the Greek market to our bio milk have been very good, with the stocks we made for the first months of sales having already sold out. In less than a month from the launch of this product we have achieved 65% distribution, being present in all the major supermarket chains," said Jean Valvis, chairman and main shareholder of *LaDorna Group*.

He says the investment in *LaDorna* organic milk will also go to the other products the company has started exporting to the Greek market.

"The moment we chose to enter Greece with our bio products was all the better since this country's dairy market is going through a number of scandals linked to the problems some chain stores have had with certain yoghurts and milk imported from the Netherlands", says Valvis. (by *Ziarul Financiar*, 07.04.2005)

### 🇷🇺 **Heidi to open chocolateries**

*Heidi Romania*, one of the major players on the chocolate market, will soon open a *chocolaterie* in Bucharest, the first of a chain it plans to develop both inside and outside the city.

"This store concept is quite developed in Switzerland, where Heidi has around 42 such locations. In Romania, too, we will mainly bring import products, various chocolate specialties, different from the products we sell in stores", said Massimo Palumbo, marketing manager with *Heidi Romania*. He did not disclose the number of *chocolateries* to be opened this year.

*Heidi Romania* is the domestic branch of Swiss producer *Heidi Chocolate Suisse* and sells the *Heidi* brand, which is positioned on the premium segment. *Heidi* is the first producer of chocolate on the domestic market to announce the launch of a network of stores of its own. *Excelent* producer owns two chocolate shops in Bucharest, but these are assets left in the company's portfolio for several years and aimed at the economic segment.

In the case of Heidi, spaces will be rented. "The *chocolaterie* concept in Romania will be similar to that in Switzerland, but not quite identical. The surface of the first shop will be larger than we had planned," Palumbo also said. He added that Heidi would continue to distribute its products through the usual retail outlets.

*Heidi's* move comes after the company saw its sales surge 40%, to 6.5 million euros on the Romanian market in 2004, and for this year targets 20% growth. The company has a chocolate plant in Bucharest, with 250 employees, and a milk plant in Timisoara, but the milk is used only for the company's own production. Food companies opening sales points of their own is a marketing policy meant to raise brand visibility. *Chocolateries*, highly popular in certain European countries, are almost inexistent in Romania. (by *Ziarul Financiar*, 25.04.2005)

### 🇷🇺 **Holcim turnover exceeds target for 2004**

*Holcim Romania*, the Romanian branch of Swiss construction materials giant *Holcim Ltd*, has reported a record turnover growth of 30% for 2004. The high growth brings their turnover for 2004 to 130 million euros, in line with the company's final and audited results.

Initially, back in January, *Holcim* officials expected turnover to reach only 118 million euros. Last year's financial and operational results were the company's best since the Swiss giant entered the market in 1997, according to *Holcim* officials.

*Holcim* and German group *HeidelbergCement* have so far reported business volume increases of over 30%, amid around 10% higher sales of cement in 2004, double the normal annual rate for this industry.

The cement market, which sees annual sales of almost 300 million euros, is dominated by three international players: *Lafarge* (France), *HeidelbergCement* (Germany) and *Holcim* (Switzerland), each with similar market shares. Cement imports from Ukraine have grown strongly over recent years and have gained market share, fuelled by rising demand for construction materials.

"In 2004 investments amounted to 26 million euros: for 2005 we plan to invest over 32 million euros in launching three environment-friendly concrete-making stations in Bucharest-Pantelimon, Timisoara and Targu Mures and in modernising the fresh concrete-making station in Brasov.

Other investments will be made in modernising production lines at the cement plants based in Campulung and Alesd and expanding existing facilities for the co-processing of a wide range of waste," said Markus Wirth, the *Holcim Romania* country manager. Since acquiring the Turda cement plant in 1997, *Holcim* has continuously modernised its business, investing some 300 million euros in Romania to date.

The company currently owns three cement plants, 13 concrete stations (of which 8 are environment friendly) and 3 aggregate stations. It has 1,400 employees. The local branch of the Swiss group began production in Alesd last year using an advanced cement production line following investment of 70 million euros.

The Alesd plant was in effect the first cement production plant to have been largely reconstructed and retooled. The Swiss acquired the plant in 2000 from French group *Lafarge*. Since 1997 *Holcim* has invested over 17 million euros in environmental protection works. The demand for construction materials is rising quickly in Romania, making the market more attractive to the eyes of foreign investors. (by *Ziarul Financiar*, 13.04.2005)

#### **Merona to complete 40m Euro investment in Braila**

*Merona Holding* AG, a company based in Switzerland, will complete a 40 million euro investment in a furniture factory in Braila this year, a project it began two years ago.

The investment, which is being implemented through *PAL Braila*, in which the Swiss company is the majority shareholder, includes the building of a factory for applying melamine to particle boards, as well as a thermoelectric power plant to supply its production facilities. The company plans to continue with the investment programme up to a value of 100 million euros by building a particleboard factory.

"The entire investment programme amounts to more than 100 million euros, some 40 million of which are for the facilities scheduled to become operational this year: that is the furniture factory, the factory for applying melamine to particle boards and the thermoelectric plant," said Dumitru Anghel, the deputy chief executive of *Pal Braila* SA and the representative of the Swiss group for Romania.

The investment means that *Merona* will join a large number of foreign investors in the Romanian furniture and wood processing industry, which so far has drawn big names like *Swed-wood* (Sweden), *Natuzzi* (Italy), *Parisot* (France), *Holzindustrie Schweighofer* (Austria) and *Kronospan* (Switzerland).

Besides furniture, the Swiss company also plans to make loudspeakers at the Braila factory, which are also for export. "The furniture factory, which has a capacity of up to 600 furniture suites per day, will be complemented with a loudspeaker department and will become operational in the second half of this year," Anghel added.

The factory's production capacity will later increase to around 1,000 suites a day. The facility takes up 4 hectares of land and is located on the outskirts of Braila. The company will initially hire around 200 people.

Anghel did not reveal the company's expected turnover figures for their first year in business. The company will make a wide range of furniture - from kitchens and living room furniture to office and commercial suites, with the bulk of the output intended for the European Union. (by *Ziarul Financiar*, 20.04.2005)

#### **Raiffeisen caters to personal needs**

*Raiffeisen Bank*, the third top bank in the Romanian banking system, launched two new lending products for individual clients on Tuesday, one day after a similar move by the Romanian Savings Bank (CEC), the fourth player on the market.

Recent weeks have seen a spate of new lending products introduced to the market, most of which are aimed at the newly discovered long-maturity market, which allows for a substantial increase in the lending cap, while observing NBR regulations regarding the monthly share of debt as part of total income.

*BCR, BRD-SocGen, CEC, Banca Tiriac, HVB Bank, Volksbank and Piraeus Bank* all now offer funding of up to 50,000 euros for a maximum of 20 years. Most major players on the retail market have already introduced similar products in their portfolios, confirming the high level of interest from customers.

Most loans will only be granted if property is pledged as collateral due to the high amounts and long repayment periods involved. The two newly launched *Raiffeisen* products aim to provide funding for unspecified personal needs and are limited to 50,000 and 5,000 euros respectively. *(by Ziarul Financiar, 14.04.2005)*

#### **Raiffeisen wants even better results**

*Raiffeisen Bank Romania* wants to make 60% higher profits this year, compared with its 22.5 million euro profits in 2004. It expects total assets to increase by 40% to 2.9bn euros.

In order to achieve these goals the bank is planning 45 million euros of investments for 2005, up from the 40.5 million euros in 2004. This year's budget was endorsed by the General Meeting of Shareholders on Saturday, April 23.

"The budget voted today (Saturday) expresses our intent to keep on growing, and at the same time improve our efficiency and the quality of services provided to our clients," explained Steven van Groningen, *Raiffeisen Bank Romania* chairman. The General Meeting also saw shareholders endorse last year's results.

*Raiffeisen's* profits for 2004 amounted to 913bn ROL (approximately 22.5 million euros) compared with 33bn ROL at the end of 2003. Assets at the end of 2004 were worth 81,767bn ROL (slightly more than 2bn euros), an increase of 94% in ROL on 2003. The results were calculated according to Romanian accounting standards.


"I believe the results we presented to our shareholders show that *Raiffeisen Bank Romania* had an excellent performance in 2004. Assets nearly tripled against growth across the entire Romanian banking system of no more than 50%. Deposits made by clients and loans granted to clients went up by 97% and 96% respectively and profit indices have improved considerably," Van Groningen said. *(by Ziarul Financiar, 26.04.2005)*

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## The CCE-R Events Calendar

### Events to be organized by the Chamber of Commerce Switzerland – Romania in May - July 2005

| Month     | Day                      | Action  | Place                              |
|-----------|--------------------------|---|------------------------------------|
| May 2005  | May 11<br>19:00          | Business Club:<br>Visit at<br>GEBERIT                   | GEBERIT's head-office<br>Bucharest |
|           | May 25<br>17:30          | Board Meeting   | CCE-R's office<br>Bucharest        |
| June 2005 | June 14<br>13:00 – 20:00 | Business Trip:<br>Visit at<br>DACIA PITESTI             | DACIA plant<br>Pitesti             |
|           | June 22<br>18:00         | Board Meeting   | CCE-R's office<br>Bucharest        |
| July 2005 | July 08-10               | Business Club -Trip to<br>Northern Moldavia:<br>LaDORNA | Vatra Dornei                       |
|           | July 20<br>18:00         | Board Meeting   | CCE-R's office<br>Bucharest        |

 Board Meetings are only for the Board Members.

**This is a monthly Newsletter, released at the end of each month. Should you have any suggestions concerning it or should you want to contribute to its realization, please send us your proposals at:**

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## Become a CCE-R Member

If you want to help our Association grow, one of the best ways is to make it known and accessible. Invite interested companies to become members of CCE-R. They may fill in this form and return it to the head-office of the CCE-R.

### MEMBERSHIP APPLICATION FORM

*You are kindly requested to fill in the application form in block letters*

| COMPANY DATA                              |                              |                               |
|---|------------------------------|-------------------------------|
| Full Name                                 |                              |                               |
| Scope of Activity                         |                              |                               |
| Registered Address                        |                              |                               |
| Mailing Address (if different from above) |                              |                               |
| Phones                                    | #1                           | #2                            |
| Fax                                       | #1                           | #2                            |
| E-mail                                    | Website                      |                               |
| Reg. Com. No.                             | Fiscal Code                  |                               |
| Bank                                      |                              |                               |
| Account No.                               |                              |                               |
| REPRESENTATIVE OF THE COMPANY             |                              |                               |
| Full Name                                 | <input type="checkbox"/> Mr. | <input type="checkbox"/> Mrs. |
| Position                                  |                              |                               |
| Direct Phone                              | Direct Fax                   |                               |
| Mobile Phone (optional)                   | E-mail                       |                               |
| ADDITIONAL INFORMATION (optional)         |                              |                               |
| Links with Switzerland                    |                              |                               |
| Specific interests within the CCER        |                              |                               |
| Any other relevant information            |                              |                               |

Signature and stamp

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