



European Club  
for Countertrade & Offset



## *Introduction*

The **European Club for Countertrade and Offsets (ECCO)** is an Association incorporated under French law and was established in July 2010 with the aim to bring together parties involved in Offset, Industrial Participation, or countertrade activities. ECCO has three main activities linked to Offset and associated issues:

- establishing a common platform for parties involved in Offset
- creating a forum where relevant issues can be discussed
- offering relevant training to its members to increase the awareness of the challenges encountered in the profession
- sharing information on Offset, countertrade and international trade.

## *Objectives and activities*

According to ECCO's Articles of Association, its objectives and activities include:

- signing up a maximum number of members and companies that are involved in Offset based on their activities and interests
- training member companies on Offset-related issues, focusing on international trade
- stimulating relevant discussion through the scheduling of regular meetings and discussions, distributing reliable information to its members
- creating a discussion forum where the conditions and prerequisites of Offset can be debated
- in general, taking all necessary and appropriate action to encourage the development of Offset skills
- ECCO will only interact with government authorities and/or entities to the extent necessary to exchange information regarding current Offset policies. It shall not take any action that could directly or indirectly encourage Offset or countertrade demands from government authorities and/or entities, nor will it represent any individual, or group of members with respect to any business transaction, or in negotiations.

## *Organisation*

ECCO members include:

- Offset Obligor, i.e. legal entities whose main activities make them directly subject to Offset obligations as required by foreign governments
- Offset service providers, i.e. natural persons, or legal entities whose main activities consist of proposing and implementing Offset projects on behalf of its clients and/or delivering services to companies, or obligors.

The Board elects the Association's Executive Committee, composed of the Association's Chairman, Vice-Chairman, secretary and treasurer.

## ***Shared values and Competition Code of Conduct***

The values of the Association contribute to its performance in a spirit of respect for human rights, for the environment as per the broad meaning of this term and for the laws that protect them. They are designed to meet the long-term expectations of all the members of the Association. Accordingly, the values of the Association are as follows:

- Satisfaction of its members
- Sense of responsibility
- Integrity
- Professional accountability
- Truthful communication
- Spirit of partnership

These values require ECCO members to act in accordance with the applicable rules and regulations in the countries in which they operate, and specifically in keeping with the rules applicable to competition. The purpose of the Association is to assist its members in accomplishing Offset obligations by facilitating meetings and discussions, without influencing the actions of the parties.

## ***Executive Committee and Board Members***

### ***Honorary President***

Mr. Luc Oursel, AREVA

### ***Chairman***

Mr. Christian Sylvain, AREVA (Board member)

### ***Vice-chairmen***

Mr. Ove S. Lied, Kongsberg (Board member)

Mr. Guy Fremont, MBDA (Board member)

Mr. Colin Heritage, Stemcor (Board member)

### ***Secretary***

Mr. Bertrand Loubert, AREVA

### ***Treasurer***

Mr. Jean-Marie Aoust (Board member)

### ***Other Board Members***

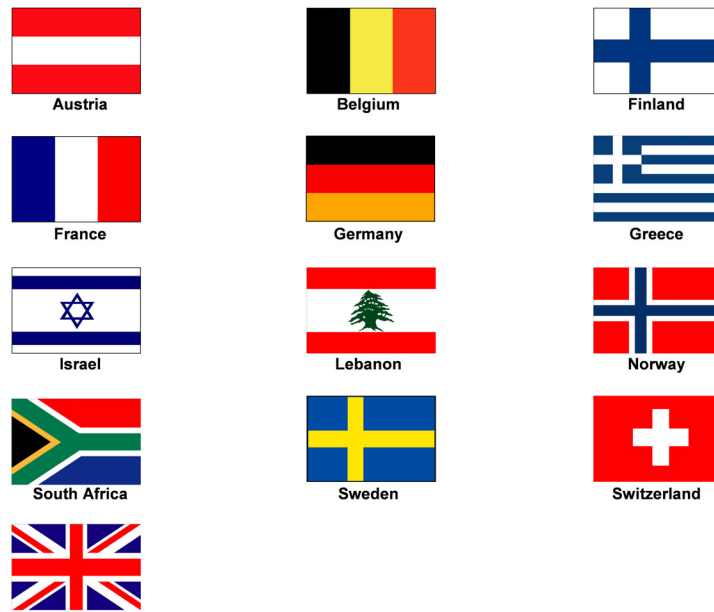
Ms. Lee D. Furter, Ruag

Ms. Sonia Mehaignoul, FN Herstal

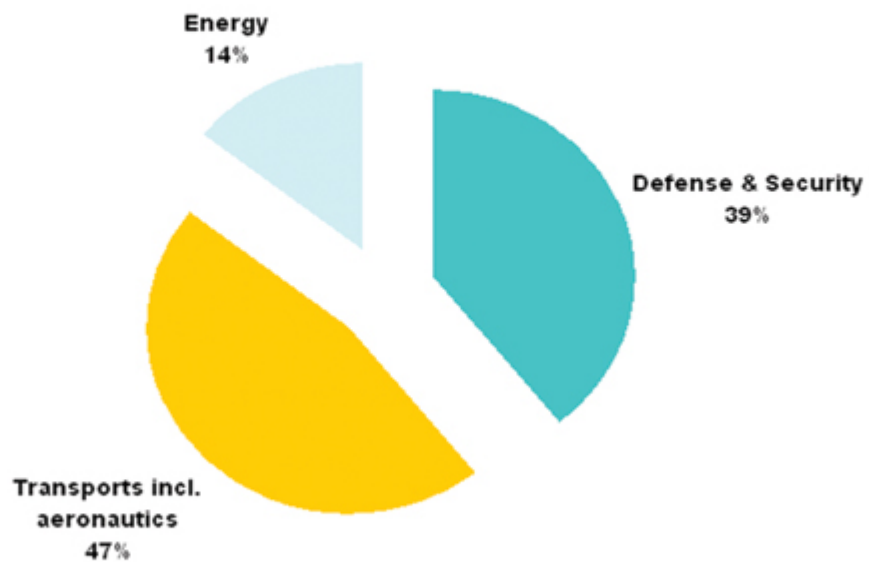
Mr. Alain Fernandez, Thales International Offset

Mr. Jacques Chahal-Purewal, Epicor

### Represented nationalities



### Represented activity sectors (Obligor Members only)



## EVENTS

### ***Upcoming Offset Events 2011***

**June 14th and 15th, 2011, symposium**

June 14th, morning: new ECCO members' presentations.

June 14th, afternoon: forum on Offsets in India. Feedbacks on the practice.

June 15th, morning: workshop on offsets & international law

**September 7th and 8th, 2011, symposium**

September 7th, morning: new ECCO members' presentations.

September 7th, afternoon: forum on offsets in United Arab Emirates.

September 8th, morning: workshop on offset, customs & trade.

**Wednesday 7th September, 2011**

Ordinary General Meeting - new members presentations & news from ECCO,

Second Workshop: Customs, Trade and Localisation.

**Thursday 15th December, 2011**

Ordinary General Meeting - new members presentations & news from ECCO,

Third Workshop: to be defined later.

### ***Contact Information***

**European Club for Countertrade and Offsets**

69, rue Louise Michel

92300 Levallois-Perret

France

e-mail: [info@ecco-offset.eu](mailto:info@ecco-offset.eu)

## ***Join ECCO***

Admission within ECCO is submitted to the following conditions:

- Filling an application form;
- Sponsorship by two ECCO members confirmed by a compliance form filled by the candidate and its sponsors;
- Application approved by the Board (examinations of applications on a quarterly basis);
- Payment of admission fees

You can find any document on our website [www.ecco-offset.eu](http://www.ecco-offset.eu) / [info@ecco-offset.eu](mailto:info@ecco-offset.eu)