

CONTRACTS

July 2008

Scanner services consultancy contract with Montenegro

In July, Cotecna signed an exclusive scanner services consultancy contract with the government of Montenegro.

The Customs Directorate of Montenegro will install scanning equipment as part of their Customs modernization project. They have chosen Cotecna, specialist in scanning equipment operation and related services for Customs, to accompany them during the phases of procurement and implementation of a mobile scanner. This will include reviewing specifications, a site survey and site layout recommendations as well as on-site test specifications. Cotecna will also ensure full integration of scanner operations into Customs' proceedings to ensure a smooth and efficient process.

September 2008

New Contracts and Achievements in the US



Cotecna Inc secured a contract with the Organization of America States to provide Customs and immigration training services in the Bahamas. In October, Cotecna Inc. conducted Immigration and Customs Security Training at the Customs Headquarters and Training Facility in Nassau, Bahamas. Course modules included identifica-

tion of smuggling, examination of conveyances, a background on WMD (Weapons of Mass Destruction), other topics related to Customs and immigration in the Bahamas as well as practical exercises.

Cotecna Inc was granted a SAFETY Act Designation for Explosive Trace Detection Services and becomes one of the few service providers with this designation. This gives the company limited liability and protection under the SAFETY Act, thus opening the way for business opportunities in this area of activity.

Cotecna Inc and HART Security Maritime Services Ltd have teamed up within a contract awarded by the Organization of American States (OAS) to provide port security assessments and training services in ports in Honduras and Guatemala. The contract includes port facility assessments and tailored training sessions in the areas of security, Customs, immigration operations and port security Crisis Management exercises.

November 2008

Cotecna Spain, nominated by SUCOMEX

Cotecna Spain was nominated by SUCOMEX to inspect shipments of Medical Equipment destined for the Ministry of Health and Population of Egypt. This is part of their "Aid Program" whose objective is to improve the state owned sanitary network in Egypt. The inspections will be carried out at 20 different Spanish companies. Some inspections will also take place in Turkey and Italy.

SUCOMEX (www.sucomex.com), a Spanish based company specialised in equipping health centres in developing countries, is the Spanish partner of the Austrian multinational VAMED (www.vamed.at).

November 2008

Verification of Conformity (VoC) contract with Yemen



In November, Cotecna signed a contract for the implementation of the International Conformity Certification Program (ICCP) with the Republic of Yemen. The two year renewable contract was signed with the Yemen Standardization, Metrology and Quality Control Organization (YSMO). Its objective is to provide protection of the health and safety of consumers through the ICCP for all food products, steel bars for concrete reinforcement and timber for construction.

ICCP services include physical inspection of goods in the country of origin or upon arrival in Yemen, collection of samples for laboratory testing, and compliance verification of imported goods with international and local standards. Compliant products are issued with a Certificate of Conformity (CoC). The ICCP will be rolled out in close coordination with YSMO through awareness campaigns, conferences for importers and exporters, and the circulation of respective procedures and processes of VoC in Yemen.

This contract demonstrates Cotecna's competence in the domain of Verification of Conformity services and confirms our ability to expand such services to the Middle East and other regions.



November 2008

Cotecna Inc Study Team visits Afghanistan



Cotecna, Inc. working under contract to Northrop Grumman and the U.S. Department of Defense (DoD), recently sent a team of Customs experts to Afghanistan on a data collection and fact finding mission.

The objective of this visit was to support the development of a report to be delivered to the Office of the Secretary of Defense that addresses the effectiveness of Customs and border security programs being implemented in Afghanistan. Visits were made to key organizations and government agencies as well as major Non-Governmental Agencies (NGOs) in Kabul, in the US and Europe to assess Customs/inspection activities. This program is ongoing and will conclude in 2009.

November 2008

The Global Supply Chain Security Guide

In November, COSEC, the Supply Chain Security Division of Cotecna, signed a contract with the World Bank to produce the World Bank Global Supply Chain Security (SCS) Guide. The Guide will include a top level explanation of all aspects of SCS, the essential technical, procedural and regulatory components of SCS and case studies of SCS programs. It will focus in detail on three specific areas; Certification, Container Integrity and Advanced Inspection technology (AIT).

The Global Guide is the first phase of the World Bank SCS Tool Box Project and will be completed by April 2009. The SCS Tool Box is aimed principally at Trade and Transport Government officials, Port and Airport authorities and Cargo and Logistics Communities. Although applicable to all regions, it is targeted in particular towards increasing awareness of SCS in countries in the developing world.

Cotecna is proud to be able to use its practical supply chain security expertise and operational experience to assist the World Bank in developing their Global Supply Chain Security Guide. Cotecna is an approved World Bank Vendor.

EVENTS

July 2008

Congo : system to block statements in Customs

In July, the ADV / SYDONIA program with its specific blocking system was rolled out officially in Congo Brazzaville. The Congolese Customs have officialised the systematic control of ADV (Attestation de Vérification) on Customs statements via an electronic connection between the Congolese Customs system Sydonia ++ and CGPSI. The declaration of imported goods that are subjected to inspection and those not subjected to verification will not be able to be registered in Sydonia without the respective ADV and DI (Destination Inspection) references.

The first positive effects of control have already be observed with the influx of numerous new importers blocked at Customs and obliged to register a file at Cotecna offices in Pointe Noire and Brazzaville.

Through this increased surveillance, Cotecna reinforces the effectiveness of the Pre-shipment Inspection programme of imported goods institutionalized by the Government.

Cotecna is currently working on the ADV / Sydonia reconciliation module which will permit regular transmission of the differential between duties and taxes certified by our services and received by the Customs service.

October 2008

GSL participated in the GEREU Business Fair

Gateway Services Limited (GSL), Cotecna's subsidiary in Ghana, participated in the GEREU (German European Union) 2008 Business Fair in Accra at the beginning of October. GEREU's objective was to showcase major European companies operating in Ghana and their Ghanaian representatives. In an effort to revive industrialization the government invited the German private sector to increase its investment in Ghana. Companies were encouraged to participate and present their products and expertise.

The GSL stand exhibited the Destination Inspection and Scanning services in Ghana. GSL signed a 10 year DI BOT (Build-Operate-Transfert) contract in 2000 and installed the first fixed scanner to be used for government inspection operations.

October 2008

Cotecna participates in World Rice Conference



Cotecna participated in the World Rice Conference held in Chiang Mai, Thailand, Mid-October. Cotecna was present as an official sponsor and had a stand.

The conference, which is held in a different Asian country each year, was attended by more than 300 people in the rice trade including exporters, traders, buyers, surveyors, ship brokers, government officials and NGOs. The main objective of this conference is for these parties to get together and have the opportunity to discuss and understand the latest as well as future developments of the trade.

CERTIFICATION

June 2008

Cotecna accredited by NFA in the Philippines



National Food Authority

Cotecna is now an accredited loadport/disport surveyor for the Philippines National Food Authority (NFA). This primarily involves the inspection of rice imports from Thailand and Vietnam. The accreditation was awarded in mid-June 2008.

TRAINING

November 2008

CRMS® Workshop at Tiscan

Mid November, a CRMS® workshop was held with the new Risk Management Team at Tiscan, Dar es Salaam, Tanzania. The objective of this two day workshop was to further develop, through presentations, discussions and practical exercises, the Capacity Building program for the Tanzania Revenue Authority (TRA) Customs officers who are respon-

sible for Risk Management and Intelligence.

Cotecna introduced some of the latest services developed by the CITT (Cotecna Information Technology & Telecommunications) team such as IDF Online and transaction tracking and gave them an operational overview that included going through the stages of creating a CVR (Conformity Verification Report). A visit to the Cotecna scanner site was also organized to show the TRA team the Risk Management application, that includes non-intrusive control mechanisms.



TECHNOLOGY

December 2008

Cotecna rolls out its ERP

In September 2007 Cotecna chose Navision as its new company-wide ERP (Enterprise Resource Planning) and began launching it throughout its network of offices. Ecuador was chosen as the pilot as it is confronted with most of the situations that can be found throughout the Cotecna network; complex local fiscal environment, many offices throughout the country, a large finance department, all Cotecna services are represented.

The main objectives of an ERP are to ensure both the reliability of data and the efficiency of operational processes and to encourage interaction between company depart-

ments. Navision facilitates accounting transactions, contributes to the development of a single financial system culture within the Group and ensure integrity between local data and Outlook Soft (Cotecna reporting and consolidation system).

To date, Navision has been successfully implemented in Ecuador, France, Nigeria, Brazil, Benin, Thailand, Dubai, Equatorial Guinea, and will be continued to be deployed in all other offices.

August 2008

TISCAN launches the touch-screen Info Kiosks

TISCAN, Cotecna's subsidiary in Tanzania, installed touch-screen "Info Kiosks" in its reception area. Available for self-service use, these touch-screen computers allow the customers to freely consult the status of their importation files in just a few clicks. The kiosks provide an efficient service and complement the wide range of Internet services already available on www.tiscan.co.tz.



CORPORATE SOCIAL RESPONSIBILITY

November 2008

GSL in Ghana installs bus shelters



Gateway Services Limited (GSL), Cotecna's operation in Ghana, has commissioned and installed three bus shelters as part of their Corporate Social Responsibility program through which they aim to participate in community actions in the vicinity of their office and port operations.

The bus shelters provide protection from the sun and the rain, but also improve visibility of the actual bus stop. At the same time they dynamically promote the company.

The three bus shelters are strategically located on both sides of the extremely busy Accra road that is the main highway running from Togo through Ghana to Côte d'Ivoire. Called the Tema Tetteh Quarshie Motorway Extension, this road serves as the principal link-up road to Tema, Ghana's busiest and biggest port where

GSL operates a fixed scanner as part of its DI contract.

The high visibility and functional aspect of GSL's bus shelters has prompted members of the public to commend GSL for the initiative.

November 2008

Cotecna donates solar powered water borehole in Nigeria



In November, representatives from Cotecna Nigeria took part in a ceremony to officially commission and handover a solar powered water borehole in Tsanyawa town, a village about 150 km west of the town of Kano in northern Nigeria.

Recognizing the dire need for a supply of fresh water for villages in the region of Tsanyawa, Cotecna Destination Inspection Limited (CDIL) commissioned a geo-physical survey and conducted a feasibility study before drilling down 60 metres and building a water tank and installing the solar panels. The overhead tank holds 13,000 gallons of water and inhabitants from the surrounding

villages can draw water from taps at dispensing points at the foot of the structure.

Cotecna, who operates a pallet scanner at Kano airport, was keen to position itself as a responsible and integral part of the local community in which it operates.

Present at the ceremony was the Chairman of the Local Government who pledged to ensure that the borehole is correctly maintained. Also present was the District Head of Tsanyawa representing chiefs of the surrounding villages.

This action complies with Cotecna's corporate policy to involve itself in Corporate Social Responsibility projects concerning Education, Health and Water.

As part of its Destination Inspection contract, Cotecna Nigeria has mobile scanner operations at the major seaports of Apapa and Tin-can and inspection operations at the land border posts of Kano, Jibiya and Banki and the airport of Abuja.



Founded in Switzerland in 1974, the COTECNA Group offers a wide range of trade facilitation services, trade security services and quality certification standards. Cotecna is a pioneer in areas such as risk management, destination inspection and scanner integration projects and also offers Customs modernization programmes, Customs valuation assistance, trade security solutions and commercial inspections. For a full description of our services, please visit www.cotecna.com. The Cotecna Group has a combined workforce of about 4,000 employees and agents in close to 100 offices and holds 15 government inspection contracts.

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