

## CONTRACTS

February 2008

### Cotecna signs new inspection contract with the government of Senegal



On 27 February 2008, Cotecna signed a new exclusive inspection contract with the Government of Senegal. Within this new contract that started on 1st March 2008, Cotecna provides Pre-Shipment Inspection and Destination Inspection including scanners, risk management and transit monitoring services.

In the continuation and reinforcement of the Destination Inspection programme initiated in 2003, Cotecna will install and operate three new high-energy, high-performance scanners (two Gantry Relocatable and one Portal) and will continue to manage the two existing mobile scanners. In addition to the operations at the Port of Dakar, which will be modernized with the most advanced scanning technology, several new scanning operations at inland sites will be implemented to reinforce customs control on main communication axis with neighboring countries. A pallet scanner will also be installed and operated at Dakar airport for the control of air freight.

The Transit Monitoring services (e-tracking) involve the use of a portable GPS device capable of detecting and reporting in real time a vehicle's exact location and eventual suspect behaviour. Cotecna will

implement the e-tracking technology and will assist Customs in its operation. The GPS technology and software will be provided by Astrata Group, a specialist in geo-location systems.

Cotecna has been present in Senegal since 2001 when the company won its first international tender for Pre-Shipment Inspection that was later to include risk management. Cotecna won another international tender in 2003 for a contract that extended the services to include Destination Inspection and two mobile scanners at the port of Dakar.

January 2008

### Cotecna signs inspection agreements in the Republic of Uzbekistan



Cotecna has signed an exclusive agreement to carry out inspections on behalf of the state owned Company Uzbekexpertisa to comply with the Uzbekistan Pre-Shipment Inspection Scheme. Cotecna has also appointed Uzbekexpertisa as a subcontractor for the existing export scheme.

Uzbekexpertisa, a joint stock company, employs 340 people in the 12 provinces of Uzbekistan, and is active in the field of inspection and laboratory testing. This double agreement is the first signed by Cotecna in this region and opens the door to other potential business in the ex-Soviet countries. Formerly part of the Soviet Union, Uzbekistan is a landlocked country and is part of Cotecna's Eurasia area.

## NEW OFFICES

April 2008

### New office in Dubai



Cotecna opened a new office in the Jebel Ali Free Zone Area (JAFZA) in Dubai, United Arab Emirates (UAE). JAFZA is home to close to 6 000 registered companies and is one of the busiest free zone areas in the Middle East North Africa (MENA) region. Cotecna's new office reconfirms the company's objective to further develop commercial and trade finance activities in the UAE.

Cotecna is a founder member of the DCR (Dubai Commodity Receipt) under which its affiliate, Collateral Management Services S.A., operates Collateral Management (CMA) activities. DCR is part of the Dubai Multi Commodity Centre (DMCC). This latest CMA contract in Dubai involves stock management of steel casing, tubing, line pipe and drill pipes, a first of its kind in Dubai.

Cotecna has been present in Dubai since February 1999 and provides a wide range of clients with commercial inspection services for imports and exports transiting through the UAE. Cotecna also provides Verification of Conformity and Pre-Shipment Inspection services (VOC).



April 2008

## New step for Cotecna Portugal



Cotecna's office in Porto was created in October 2007 as an inspection unit under the responsibility of the Barcelona office. In April 2008 it became a fully fledged affiliate (Issuing Unit). The Porto office now deals with all Pre-Shipment Inspection work - physical inspection, price analysis and drafting - for all inspections carried out in Portugal for exports to Angola. In the short term, the office's objective is to deal with all contracts from Portugal. The team is composed of 10 employees and 7 in-house inspectors, as well as a number of freelance inspectors.

This change marks an important step for Cotecna in Portugal. Following its experience as an inspection unit, the Portuguese office now aims to considerably increase its market share in Portugal and improve its notoriety and image as a dynamic company renowned for its quality service.

May 2008

## Testing in the USA



The American head office of Cotecna is in Houston, Texas, ideally located to serve the East Coast, Gulf Coast and West Coast cities and ports of the USA.

There are branch offices in Memphis, Miami, and Vancouver. Cotecna offers trade inspection services in the following areas; marine (ships and barges), general cargo, agriculture, industrial and consumer goods such as textiles, foods, and automobile components.

Recently Cotecna Inspection Inc opened up two new laboratories in Houston and in Memphis. The Houston lab is specialized in testing vegetable oils, fats and tallow and serves the Gulf coast. The Memphis laboratory specializes in cereal and grain testing and serves the Mississippi river area to New Orleans and inland.

## EVENTS

May 2008

### European Organisation for Security launch event – Brussels

The European Organisation for Security (EOS), of which Cotecna is a founder and member of the Board, is an industry initiative open to private non-governmental stakeholders engaged in civil security, i.e. companies, industry associations and research centres. EOS' main objectives are to promote a more coherent European Union security market and contribute to the definition of a holistic European civil security policy. By linking the demand side with the supply chain, EOS will act as a facilitator, thus contributing strongly to the creation of comprehensive and state-of-the-art civil security solutions for citizens, governments and the whole European economy.

Close to 350 participants attended the official launch in Brussels on 14 – 15 May. Supporting the initiative were high level European Commission, European Council and Parliament members, CEOs and government ministers from Greece, Poland, and other

European Union member countries. Core EOS members have formed work groups on different aspects of security such as air passenger, maritime, transport, energy infrastructure, ICT networks, and supply chain security. Cotecna chairs the supply chain security work group and presented their objectives at this prestigious launch event. [www.eos-eu.com](http://www.eos-eu.com)



April 2008

### Cotecna participates in WCO IT Conference

End of April, Cotecna participated in the annual WCO IT event that was held in Seoul, South Korea. During this conference, Customs officials from countries around the world gathered to focus on the vital role that IT can play in linking all parties operating at the border in the most effective manner. The event included conferences, an exhibition floor and technical workshops. Over 30 leading experts participated in the conferences offering insight and opinion on related critical issues. The exhibition provided a platform for presenting new products and emerging technologies.

Cotecna presented its IT solutions developed specifically for Customs, such as Computerized Risk Management System (CRMS<sup>®</sup>) and Customs Valuation (ValueQuest<sup>®</sup>).

## TRAININGS

May 2008

### Cotecna Training Academy



April 2008 saw the launch of the Cotecna Training Academy in London. Conveniently located close to London and London's Heathrow airport, this prestigious facility offers two adaptable rooms ideal for presentations and discussions. Appointed with the latest professional equipment and high speed internet connections, this first-class facility is complemented by a highly trained administrative and technical support team – thus ensuring all conference requirements are met to the highest Cotecna standard.

Contact: [training@cotecna.co.uk](mailto:training@cotecna.co.uk)

April 2008

### COSEC, Cotecna's security division, conducts supply chain security seminars in Colombia and Ecuador



In April experts from the Cotecna, Inc./COSEC US office in Washington DC teamed with the country teams from Colombia and Ecuador to conduct supply chain security seminars in Bogota, Quito and Guayaquil. These seminars were attended by 123 participants in Bogota and 160 participants in Quito and Guayaquil representing more than 200 companies from the

manufacturing, logistics, and transportation sectors.

Cotecna's experts on supply chain security compliance programs led the four hour seminars addressing a variety of security issues, trends and programs relevant to the needs of companies in these countries. The interactive sessions concluded with an overview of Cotecna's service offerings and were a great opportunity for COSEC to promote our C-TPAT and ISO 28000 compliance services as an alternative to the current emphasis on the Business Alliance for Secure Commerce (BASC) program in the region.

## CERTIFICATION

January 2008

### Tiscan recommended for ISO 9001:2000 certification



Early 2008, the Tiscan head office and the two scanner sites at Dar es Salaam Port were recommended for ISO 9001:2000 Certification after a week-long audit end-December 2007. The staff and management at Tiscan Ltd. did a great job to successfully implement the new Quality Management System (QMS). Tiscan Ltd., a member of the Cotecna Group, is registered in Tanzania for the local delivery of the services under the Destination Inspection contract with the Tanzania Revenue Authority.

January 2008

### Electroguayas chooses Cotecna to audit their suppliers

Cotecna was chosen by Electroguayas S.A., Ecuador to audit

their suppliers. Electroguayas has called upon its suppliers of goods and services to obtain a quality certification through Cotecna Quality Resources, Ecuador. The convocation that includes a list of goods and services such as thermal power station equipment, electronic equipment, construction equipment, industrial chemical agents, personnel services, office equipment, pharmaceutical products, and others was published by Electroguayas on November 25, 2007.

Electroguayas S.A. is a public company that produces and commercializes electrical energy for the Wholesale Electrical Market (MEM) of Ecuador. It is the largest thermo electrical company in the country with a total capacity of 407 Mw. generated by three power stations located in the city of Guayaquil.

May 2008

### Cotecna Egypt receives GASC accreditation



On May 14, Cotecna Egypt received accreditation from GASC (General Authority for Supply Commodities) and is now registered to carry out inspections for grains and edible oils.

GASC imports more than five million tons of wheat a year, principally from Russia, Ukraine and South America. Egypt's population has the highest wheat per capita consumption level in the world and wheat is one of the country's main imports.

## DONATIONS

May 2008

### Construction of a solar powered borehole in Nigeria



As part of its policy of corporate social responsibility, Cotecna Destination Inspection Limited (CDIL) Lagos has commenced the construction of a solar powered borehole to improve water supply to the town of Tsanyawa in Kano State of Northern Nigeria.

In collaboration with the Tsanyawa Local Government council officials and community leaders of the town, a piece of land has been selected and a geo physical surveyor has conducted a feasibility study of the area and a viable drilling point was identified. Construction has reached an advance stage and is expected to be completed by the end of July 2008.

February 2008

### Cotecna donates sports equipment to the Niger Customs Sports Club

Reflecting the partnership and long-standing relations between the Niger Customs service and Cotecna, the Cotecna Niger Liaison Office donated sports equipment to the Niger Customs Sports Club, in February 2008.

The presentation ceremony took place on the premises of the Directorate-General of Customs, in the presence of the General Officer himself, and of his Deputy, the Secretary-General of the Customs officers union SNAD, the President of the Niger Customs Sports Club and a large number of Customs officers and agents.

This donation is intended to encourage and support the already dynamic and successful Customs football team which has progressed through the divisions to its current ranking in Division 1, and regularly does well in competitions.

Cotecna had also for many years donated school equipment to schools, high schools and colleges in Torodi, Gaya, Magaria, Matame and Dan Issa.



April 2008

### Tiscan's donation programme to Tanzanian orphans

For the second year running, Tiscan, Cotecna's subsidiary in Tanzania, donated school uniforms, books and exercise books to 42 orphans in Dar es Salaam. These children, between

the ages of 3 and 16, are raised by custodians (mostly grandmothers) who have very limited financial resources. Children are not able to attend school unless they wear a uniform and buy their own books.

Tiscan also donated essential supplies such as rice, beans, oil, sugar, soap and mosquito nets. The beneficiaries were identified by the Tanzania Women and Children Welfare Centre (TWCWC), a national NGO, and the donations were made directly in kind to the recipients.

This action is part of Tiscan's Corporate Social Responsibility programme under which the company not only contributes to the Tanzanian people's welfare through the major contribution of our services to the national economy, but also through social support to the population in the areas of water, health and education.



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](http://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.