

IAG INTERNATIONAL

OPEN COMMITTEE MEETING AND ASSEMBLY FRIDAY 27 FEBRUARY 1998 Held in Salzburg

MINUTES

08.04.98

CHAIRMAN'S WELCOME

The Chairman welcomed delegates and observers and reminded them that the meeting constituted an extraordinary meeting of the Assembly

1. Minutes of Rotterdam Assembly

Acceptance of the minutes of the Rotterdam Assembly was proposed by Arthur Bailey, and seconded by Paul Witcombe; the minutes were approved without amendment.

2. Financial Report

The Treasurer reported a positive position, with a global increase in revenue of 10% and a balance sheet showing a cash balance over SF200,000.

He mentioned a potential bad debt of SF 4000 and asked members to arrange for any outstanding subscriptions to be paid.

Audited reports will be presented at Madrid. Going against established tradition, there were no questions from the floor on committee expenses!

3. Administration

A report from the IAG Administration Office was reviewed, and summarised verbally by Christopher Whitmore, and accepted without query. The Chairman commented that he and the Secretary were very pleased with the arrangement to date.

A related question from Arthur Bailey concerned the progressing of the 'IAG as a brand' issue raised at Rotterdam. Christopher Whitmore responded that the stage reached was that of provoking internal debate on the issue and the Chairman added that he and the committee would welcome members' views.

4. Membership Matters

4.1 Resignations

The Chairman explained the resignations of Nadal and Vidal de Llobaterra, from whom a letter had been received, and Michael Zangoulos, where the firm had split up.

4.2 Ratification of Applications

At this stage the observers were asked to leave the meeting briefly.

The Chairman explained that the ratification of Thorwart Zech and Partner's application had been deferred to Madrid, as the responsible partner could not attend Salzburg.

He firmly recommended the ratification of Angelopoulos Psilos Kapsalis and Associates' application, which was proposed by Arthur Bailey, seconded by Francois Moyse, and approved unanimously by show of hands.

4.3 Presentations from Observers

The Chairman invited the new observers to make presentations on their firms, which they did in the following order:

- Wolfgang Allichhammer, Dr Allichhammer & Co
- Krishnan Singhanian, Singhanian & Co
- Elena Baroni, Studio Legale de Capoa Guiducci & Associati
- David Tonna, Tonna Camilleri

The Chairman thanked all the observers for their presentations, which were enlightening and impressive.

4.4 Recruitment

The committee reported progress as follows:

USA – although delayed by illness, Harvey Burg had initiated contacts with firms in Tampa, Chicago and New York. He sought further nominations from members, emphasising that those without their own European office were preferable.

Czech Republic – Helmut Neudorfer reported his contacts with two firms in Prague. Kriz and Belina and Vsetecka Zeleny Svorcik Kalensky & Partners both looked good prospective members.

Serbia, France, Italy – Michael Fingerhut reported exploring the potential interest of the firms Simicz in Belgrade, of Dr Aisle in Strasbourg and of Masari in Verona.

5. Committee Elections

The Chairman explained that there would be two resignations from the Committee at the Madrid Assembly: Kate Wollaston, who would not be seeking re-election, and Sylvain Koskas, who would do so. He encouraged members to consider standing themselves, to encourage their choices and to make nominations.

6. PR and Publications

6.1 IAG Bulletin

The Secretary introduced the revised bulletin, which firms had received at their offices. She explained that it was currently designed for internal circulation and asked whether it should be aimed partly at clients.

A discussion led to the conclusion that the bulletin should preserve its primarily internal focus, but aim also to be suitable for distribution to clients by these firms who so wished.

Contributions for future issues were invited to be sent to the Administration Office.

6.2 International Directory Entry

The groups Martindale Hubbell entry was reviewed and approved.

6.3 Publications

The Secretary opened a discussion on the IAG publications (“Doing Business in ...”). It was agreed that all publications should be updated prior to their publicization on the Website, and that they should thereafter be regularly updated.

Ira Shoolman emphasised the importance of a gentle but effective disclaimer on any such publication. The Chairman stated that this had been discussed at the Paris meeting and would be followed up in future work on the publications.

6.4 Website and IntraNet

The Secretary explained the presentation from Mediahaus due for the afternoon, and discussion of the topic was deferred until then.

6.5 Interest Group Development

The Assembly reviewed a paper on IAG Interest Groups, and a discussion ensued. It was agreed that the skill sorting and specialisation requirements of the IntraNet would provide a natural start for such an initiative, and that further development could then be gently encouraged.

6.6 Marketing IAG

Christopher Whitamore made a brief presentation of his initial suggestions for using current resources made effectively towards marketing IAG, covering the separate areas of Publications and PR. IAG currently had two kinds of publications. First, those whose purpose was principally as credentials, such as the Directory, Profiles and some extent the Bulletins. Second, those whose purpose was direct practical information, the “Doing Business in ” series. Both required updating and he sought input before the task was undertaken. He saw two ways of using PR to help IAG members further. First, to obtain coverage of group developments such as the EEIG’s tender success, creating greater awareness of the group and reflecting credit on its members. Second, to share PR material between firms for plagiarism and recycling as appropriate.

A short discussion followed and while some notes of caution were sounded, the need to move forward in these areas was generally accepted.

7. Trademark Registration

John Valentin Madsen reminded the Assembly of the current position. This was, that the IAG logo is registered in Benelux through a UK company, IAG International Ltd, which had no other function. The letters 'IAG' can not be registered as such, only as a logo.

It had been agreed that the logos should be owned directly by the Association, and the transfer was expected to take place within a month or so, whereupon IAG International Ltd would be struck off the Register.

8. EEIG's

Denis Phillippe outlined the work which had been carried out to date under the EEIG's Polish framework contract. This had included a first project to adapt the Polish law on Pharmaceuticals, and a second involving the privatisation of the Polish railways. He thought the Polish contract might prove a good lead into other possibilities, and mentioned the availability of the EEIG newsletter. Iain Taylor then summarised a variety of other expressions of interest the EEIG had made.

The Chairman congratulated all involved on their hard work and the success of the EEIGs, and the Assembly concurred.

9. Future Meetings

It was reported and noted that the date of the closed committee meeting was to be 12th June 1998, rather than another date wrongly shown in some of the meeting papers.

The Chairman announced that the Committee favoured taking up Perkins Smiths & Cohen's invitation to Boston for the 1999 Assembly, probably from 13-15 May. Thereafter, Bishop & Robertson Chalmers' invitation to Vilnius was under consideration for October.

10. Other Business

There being no other business, the meeting closed.