

English edition

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I

*(Information)***COUNCIL****Communication concerning the taking up of activities of Europol**

(1999/C 185/01)

Pursuant to Article 45(4) of the Europol Convention which entered into force on 1 October 1998, Europol shall not take up its activities under the Convention until the last of the acts provided for in Article 5(7) (rights and obligations of liaison officers), Article 10(1) (implementing rules for data files), Article 24(7) (rules of procedure of the joint supervisory body), Article 30(3) (staff regulations), Article 31(1) (rules on confidentiality), Article 35(9) (financial regulation), Article 37 (headquarters agreement), Article 41(1) (protocol on privileges and immunities) and Article 41(2) (agreements on privileges and immunities for liaison officers) enters into force.

With the entry into force on 1 July 1999 of the Protocol on privileges and immunities and the agreements on privileges and immunities for liaison officers, all the acts mentioned in Article 45(4) will have entered into force.

Europol will thus take up its activities as from 1 July 1999.

COMMISSION

Euro exchange rates ⁽¹⁾

(1999/C 185/02)

Currency amount for one unit:

	30.6.1999	June ⁽²⁾
Danish krone	7,4341	Amounts not available at the time of going to press.
Greek drachma	324,45	
Swedish krona	8,747	
Pound sterling	0,6563	
United States dollar	1,0328	
Canadian dollar	1,5262	
Japanese yen	124,82	
Swiss franc	1,6034	
Norwegian krone	8,1045	
Icelandic króna ⁽³⁾	77,0262	
Australian dollar	1,5598	
New Zealand dollar	1,9404	
South African rand ⁽³⁾	6,26214	

⁽¹⁾ Source: reference exchange rate published by the ECB.

⁽²⁾ The monthly average of euro exchange rates will be published at the end of each month.

⁽³⁾ Source: Commission.

Average prices and representative prices for table wines at the various marketing centres

(1999/C 185/03)

(Established on 29 June 1999 for the application of Article 30(1) of Regulation (EEC) No 822/87)

Type of wine and the various marketing centres	EUR per % vol/hl	% of GP °	Type of wine and the various marketing centres	EUR per % vol/hl	% of GP °
<i>R I Guide price *</i>	3,828		<i>A I Guide price *</i>	3,828	
Heraklion	No quotation		Athens	No quotation	
Patras	No quotation		Heraklion	No quotation	
Requena	No quotation		Patras	No quotation	
Reus	No quotation		Alcázar de San Juan	2,798	73 %
Villafranca del Bierzo	No quotation		Almendralejo	No quotation	
Bastia	No quotation		Medina del Campo	No quotation	
Béziers	4,590	120 %	Ribadavia	No quotation	
Montpellier	4,589	120 %	Villafranca del Penedés	No quotation	
Narbonne	4,848	127 %	Villar del Arzobispo	No quotation ⁽¹⁾	
Nîmes	4,619	121 %	Villarrobledo	No quotation ⁽¹⁾	
Perpignan	No quotation		Bordeaux	No quotation	
Asti	No quotation		Nantes	No quotation	
Florence	No quotation		Bari	No quotation	
Lecce	No quotation		Cagliari	No quotation	
Pescara	No quotation		Chieti	No quotation	
Reggio Emilia	No quotation		Ravenna (Lugo, Faenze)	No quotation	
Treviso	3,228	84 %	Trapani (Alcamo)	No quotation	
Verona (for local wines)	4,132	108 %	Treviso	2,970	78 %
Representative price	4,447	116 %	Representative price	2,870	75 %
<i>R II Guide price *</i>	3,828				
Heraklion	No quotation				
Patras	No quotation				
Calatayud	No quotation				
Falset	No quotation				
Jumilla	No quotation ⁽¹⁾				
Navalcarnero	3,762	98 %			
Requena	No quotation				
Toro	No quotation				
Villena	No quotation ⁽¹⁾				
Bastia	No quotation		<i>A II Guide price *</i>	82,810	
Brignoles	No quotation		Rheinfalz (Oberhaardt)	33,807	41 %
Bari	No quotation		Rheinhessen (Hügelland)	40,903	49 %
Barletta	No quotation		The wine-growing region of the Luxembourg Moselle	No quotation	
Cagliari	No quotation		Representative price	35,827	43 %
Lecce	No quotation				
Taranto	No quotation		<i>A III Guide price *</i>	94,570	
Representative price	3,762	98 %	Mosel-Rheingau	No quotation	
	EUR/hl		The wine-growing region of the Luxembourg Moselle	No quotation	
<i>R III Guide price *</i>	62,150		Representative price	No quotation	
Rheinfalz-Rheinhessen (Hügelland)	No quotation				

⁽¹⁾ Quotation not taken into account in accordance with Article 10 of Regulation (EEC) No 2682/77.

* Applicable from 1.2.1995.

° GP = Guide price.

Prior notification of a concentration**(Case No IV/M.1592 — Toyota Motor/Toyota Denmark)**

(1999/C 185/04)

(Text with EEA relevance)

1. On 24 June 1999, the Commission received notification of a proposed concentration pursuant to Article 4 of Council Regulation (EEC) No 4064/89 ⁽¹⁾, as last amended by Regulation (EC) No 1310/97 ⁽²⁾, by which the undertaking Toyota Motor Corporation (TMC), acquires within the meaning of Article 3(1)(b) of the Regulation control of the whole of the undertaking Toyota Denmark A/S (TDK) by way of purchase of shares.

2. The business activities of the undertakings concerned are:

— TMC: manufacture of motor vehicles, industrial vehicles, ships, aircraft and industrial machinery,

— TDK: distribution of automobiles and automobile parts.

3. On preliminary examination, the Commission finds that the notified concentration could fall within the scope of Regulation (EEC) No 4064/89. However, the final decision on this point is reserved.

4. The Commission invites interested third parties to submit their possible observations on the proposed operation.

Observations must reach the Commission not later than 10 days following the date of this publication. Observations can be sent by fax (No (32-2) 296 43 01 or 296 72 44) or by post, under reference number IV/M.1592 — Toyota Motor/Toyota Denmark to:

European Commission,
Directorate-General for Competition (DG IV),
Directorate B — Merger Task Force,
Avenue de Cortenberg/Kortenberglaan 150,
B-1040 Brussels.

⁽¹⁾ OJ L 395, 30.12.1989, p. 1; corrigendum: OJ L 257, 21.9.1990, p. 13.

⁽²⁾ OJ L 180, 9.7.1997, p. 1; corrigendum: OJ L 40, 13.2.1998, p. 17.

Prior notification of a concentration**(Case No IV/M.1596 — Accor/Colony/Blackstone/Vivendi)**

(1999/C 185/05)

(Text with EEA relevance)

1. On 22 June 1999, the Commission received notification of a proposed concentration pursuant to Article 4 of Council Regulation (EEC) No 4064/89 ⁽¹⁾, as last amended by Regulation (EC) No 1310/97 ⁽²⁾, by which the undertakings Accor SA (Accor), Colony Investors III, LP (Colony) and Blackstone Real Estate Acquisitions III LLC (Blackstone) acquire within the meaning of Article 3(1)(b) of the Regulation control of the whole of the hotel activities of the Vivendi group by way of purchase of shares.

2. The business activities of the undertakings concerned are:

- Accor: hotels, travel agencies, car rental and corporate services,
- Colony: investment fund,
- Blackstone: investment fund,
- Vivendi: mainly active in the building industry, real estates; telecommunications; media and environmental activities.

3. On preliminary examination, the Commission finds that the notified concentration could fall within the scope of Regulation (EEC) No 4064/89. However, the final decision on this point is reserved.

4. The Commission invites interested third parties to submit their possible observations on the proposed operation.

Observations must reach the Commission not later than 10 days following the date of this publication. Observations can be sent by fax (No (32-2) 296 43 01 or 296 72 44) or by post, under reference IV/M.1596 — Accor/Colony/Blackstone/Vivendi, to:

European Commission,
Directorate-General for Competition (DG IV),
Directorate B — Merger Task Force,
Avenue de Cortenberg/Kortenberglaan 150,
B-1040 Brussels.

⁽¹⁾ OJ L 395, 30.12.1989, p. 1; corrigendum: OJ L 257, 21.9.1990, p. 13.

⁽²⁾ OJ L 180, 9.7.1997, p. 1; corrigendum: OJ L 40, 13.2.1998, p. 17.

EUROPEAN ECONOMIC AREA
THE EEA JOINT COMMITTEE

JOINT STATEMENTS ADOPTED AT THE 62nd MEETING OF THE EEA JOINT COMMITTEE ON 26 MARCH
1999

(1999/C 185/06)

**Joint statement concerning the EEA Agreement — Annex II, Chapter XIV— regarding the review
clauses in the field of fertilisers**

Point 1: Council Directive 76/116/EEC of 18 December 1975 on the approximation of the laws of the Member States relating to fertilisers (OJ L 24, 30.1.1976, p. 21)

The adaptation text to this Directive permits the EFTA States to limit access to their markets according to the requirements of their legislation existing at the date of entry into force of the EEA Agreement concerning cadmium in fertilisers. The Contracting Parties jointly reviewed the situation in 1998.

On the basis of the review the Contracting Parties have agreed on a prolongation of the aforementioned situation. A new joint review shall take place in 2001.

**Joint statement concerning the EEA Agreement — Annex II, Chapter XV — regarding the review
clauses in the field of dangerous substances**

Point 1: Council Directive 67/548/EEC of 27 June 1967 on the approximation of laws, regulations and administrative provisions of the Member States relating to the classification, packaging and labelling of dangerous substances (OJ 196, 16.8.1967, p. 1); and

Point 10: Council Directive 88/379/EEC of 7 June 1988 on the approximation of laws, regulations and administrative provisions of the Member States relating to the classification, packaging and labelling of dangerous preparations (OJ L 187, 16.7.1988, p. 4)

The adaptations to these two acts in the EEA Agreement permit an EFTA State to conclude, as part of the review which took place in 1998, that it will need derogation from the Community acts relating to classification and labelling. If this is the case then the acts will not apply to it.

On the basis of the review, which has taken place, Norway has concluded that it accepts the existing Community *acquis*, with effect from 1 January 1999, but with derogations in specific areas. These derogations are listed in the Annex.

The Contracting Parties take note of these conclusions and agree on the objective that the abovementioned Community acts should apply fully by 1 January 2001. A new review of the situation will take place during 2000. If an EFTA State concludes that it will still need any derogation from the specific areas as set out in its Appendix, the provisions shall not apply to it unless the EEA Joint Committee agrees on another solution.

If the Community *acquis* in this matter should be further amended or otherwise developed before 1 January 2001, the Contracting parties shall make every effort to find appropriate solutions in order to integrate such *acquis* into the EEA Agreement. The procedures laid down in Articles 97 to 104 of the Agreement shall apply.

ANNEX

Norway

The following provisions shall not apply to Norway:

1. As regards Council Directive 67/548/EEC of 27 June 1967 on the approximation of laws, regulations and administrative provisions of the Member States relating to the classification, packaging and labelling of dangerous substances:

(a) Article 30, in conjunction with Articles 4 and 5, with respect to:

- (i) the requirements for the classification, labelling and/or specific concentration limits for the substances or groups of substances listed in Annex I to the Directive and shown in the following list. Norway may require the use of different classification, labelling and/or specific concentration limits for these substances;

Name	CAS No	Index No	Einecs
Barium salts, soluble (barium chloride)		056-002-00-7	
Ethyl acrylate	149-88-5	607-032-00-X	205-438-8
n-hexane	110-54-3	601-037-00-0	203-777-6
Trichlorometan	67-66-3	602-006-00-4	200-663-8

- (ii) the criteria for classification and labelling of carcinogenic substances as given in Section 4.2.1 of Annex VI to the Directive. Norway may apply different criteria for classification, and provisions regarding impurities, additives or individual constituents in Section 1.7.2.1 of Annex VI to the Directive with regard to substances classified as carcinogens, and different requirements for the application of certain R-phrases;

(b) Article 30 in conjunction with Articles 4 and 6, with respect to the requirements for the classification, labelling and/or specific concentration limits for the substances or groups of substances not listed in Annex I to the Directive and shown in the following list. Norway may require the use of classification, labelling and/or specific concentration limits for these substances;

Name	CAS No	Index No	Einecs
5-chloro-2-methyl-4-isothiazolin-3-one (MCI), 2-methyl-4-iso-thiazolin-3-one (MI); 3:1 mixture	55965-84-9		
Chrysene	218-01-9		2059234
Ethyl cyanoacrylate	7085-85-0		2303915
Methyl cyanoacrylate	137-05-3		2052752
Nickel chloride	7718-54-9		2317430

- (c) Article 30, in conjunction with Article 23(2)(d). Norway may require the use of an additional R-phrase ('215') not listed in Annex III to the Directive;
- (d) Article 30, in conjunction with Articles 4 and 6, with respect to substances labelled in accordance with the existing Norwegian Regulations concerning OAR-labelling;
- (e) for substances covered by points (a) and (c) the provisions of Article 23(2) of the Directive, requiring the use of the words 'EC-label';
- (f) Article 30 in conjunction with Article 27, with respect to safety data sheets for substances covered by point 1(d) and for substances in the existing Norwegian list of threshold limit values.

2. As regards Council Directive 88/379/EEC of 7 June 1988 on the approximation of the laws, regulations and administrative provisions of the Member States relating to the classification, packaging and labelling of dangerous preparations:
- (a) Article 3(3)(b), as regards testing of preparations for sensitising effects;
 - (b) Article 10, with respect to safety data sheets for preparations containing organic solvents covered by point 1(d);
 - (c) Article 13, in conjunction with Articles 3 and 7, with respect to preparations containing substances as defined in points 1(a) to (d).

Joint statement concerning the EEA Agreement — Annex II, Chapter XV — regarding the review clauses in the field of dangerous substances

Point 4: Council Directive 76/769/EEC of 27 July 1976 on the approximation of the laws, regulations and administrative provisions of the Member States relating to restrictions on the marketing and use of certain dangerous substances and preparations (OJ L 262, 27.9.1976, p. 201)

The adaptation text to this Directive permits the EFTA States to limit access to their markets according to the requirements of their legislation existing at the date of the entry into force of the EEA Agreement concerning:

- asbestos fibres,
- mercury compounds,
- arsenic compounds,
- organostannic compounds,
- pentachlorophenol,
- cadmium,
- batteries.

The Contracting Parties jointly reviewed the situation in 1998. On the basis of the review the Contracting Parties have agreed on a prolongation of the situation for all EFTA States with regard to asbestos fibres. A new joint review shall take place in 2000.

As to mercury compounds, arsenic compounds, organostannic compounds, pentachlorophenol and cadmium the Contracting Parties have agreed on a prolongation of the situation for Liechtenstein. A new joint review shall take place in 2000.

Point 11: Council Directive 91/157/EEC of 18 March 1991 on batteries and accumulators containing certain dangerous substances (OJ L 78, 26.3.1991, p. 38)

The adaptation text to this Directive permits the EFTA States to limit access to their markets according to the requirements of their legislation existing at the date of entry into force of the EEA Agreement concerning batteries. The Contracting Parties jointly reviewed the situation in 1998.

On the basis of the review the Contracting Parties have agreed that Norway is permitted to maintain more stringent limit values for the ban on marketing of batteries, including button cell batteries, containing more than 0,0005 % mercury or cadmium. A new joint review shall take place in 2000.

III

(Notices)

COMMISSION

'Asia-Invest Programme'

'Business Priming Fund — Market Place Monitoring'

Call for proposals No 1B/AP/338

(1999/C 185/07)

1. **Authority awarding the grant:** European Commission, Service Commun RELEX

2. **Description of the operation**

The Asia-Invest programme has been developed by the European Commission as part of its range of initiatives to promote EU-Asia economic cooperation. Asia-Invest, supported by the European Community over a five-year period with a budget of EUR 45 million, is intended to facilitate investments and to help enterprises from the European Union and Asia to internationalise their business strategies and to do business with each other. It is designed to help enterprises to identify cooperation partners and provides them with the information necessary to make decisions on partnerships, markets and investments. The Asia-Invest participating countries are: Afghanistan, Bangladesh, Bhutan, Brunei, Cambodia, China, India, Indonesia, Laos, Malaysia, Maldives, Nepal, Pakistan, Philippines, Singapore, Sri Lanka, Thailand, Vietnam and the European Union Member States.

One of the instruments offered by the Asia-Invest programme is the Business Priming Fund. Its primary purpose is to provide support to groups of European and/or Asian companies in order to prepare them for business cooperation. One of the sub-instruments of the Business Priming Fund is Market Place Monitoring that covers research and monitoring activities of Asian markets for groups of European companies.

The outcome of a Market Place Monitoring activity will be a sector-specific report tailored to the needs of the European companies. In this report market opportunities in Asia for European companies will be located and evaluated. In particular, experts are to produce sector-specific studies including information on the legal framework, sector-specific regulations, conditions of doing business, investment opportunities, partnership opportunities, etc. The report will also include items such as the state of the market, commercial openings, regulations relating to the market, competitor analysis, other market trends in Asian countries, business planning research, identification of business opportunities, technology used, etc.

The aim of the activity must be to carry out market research and monitoring activities and to make the results available to groups of European companies to facilitate their decision-making and strategy planning for new Asian markets and for the establishment of partnerships with Asian companies. The group of companies will include at least 12 companies. Applications will be made on behalf of the group of companies by a representative organisation such as, for example, a chamber of commerce or a trade/industrial organisation.

Proposals involving groups of companies from more than one European Union Member State are particularly encouraged, and preference will be given to such proposals in the selection process.

The proposals have to be in accordance with the following priority industry sectors: automotive industry, biotechnology, building materials, electrical equipment and electronics, energy, environment/environmental technology, food processing, industrial chemicals, information technology and telecommunications, infrastructure (particularly projects involving private participation), machine tools/manufacturing machinery, medical equipment, pharmaceuticals, services and transport.

The proposals have to be in accordance with the priority geographical areas: all participating countries in South and South-East Asia, and China.

The proposal must be prepared and submitted in strict adherence to the Business Priming Fund Application guidelines, which can be obtained from the Asia-Invest Secretariat service as mentioned in points 5 and 6. Once the Commission approves a proposal and a contract has been finalised, the project implementation should commence within six months. No more than one proposal under the Market Place Monitoring scheme will be approved per applicant per call for proposals.

3. **Place of execution:** Market Place Monitoring will be carried out in the target country(ies) and in the European Union.

4. **Duration of the operation:** up to 24 months.

5. Documents with the objectives of the Market Place Monitoring and instructions to candidates ('Application guidelines') will be sent free of charge, subject to requests made in writing, stating the name, address and fax number or e-mail of the sender and marked 'Call for proposals No 1B/AP/338' to the address: Asia-Invest Secretariat, rue Archimède/Archimedesstraat 17, B-1000 Brussels, fax (32-2) 282 17 60 or to the e-mail address: asia.invest@asia-invest.com. Application guidelines can also be downloaded from the web site (www.asia-invest.com).

6. (a) Proposals can be submitted any time but not later than 31 December 1999 at 13.00 hours.

(b) *Address to which they must be sent*

Proposals under Business Fund — Market Place Monitoring (marked 'Call for proposals No 1B/AP/338') must be submitted in four copies to the following address: Asia-Invest Secretariat, rue Archimède/Archimedesstraat 17, B-1000 Brussels. Proposals may be sent by registered post, express mail or delivered by hand against receipt signed by a Secretariat representative.

7. Legal form of the candidates

The proposal must be submitted by a non-profit-making organisation or body representing businesses (the 'lead applicant'), which has to provide evidence of its legal status. Applications made by a lead applicant acting in cooperation with other organisations or bodies (the 'partner organisations') are encouraged, reflecting the preference for applications involving groups of companies from more than one Member State.

The lead applicant must make a financial contribution to the project either directly, by providing funds, or indirectly, by providing staff. The partner organisations, if any, and the participating companies themselves, will preferably also make a financial contribution. In a letter of intent each recipient organisation and at least 50 % of the participating companies must state their intention of taking part in the operation and, where applicable, of making a financial commitment.

8. Information to be supplied by applicants:

- a detailed description of the lead applicant organisation and of the partner organisation if any,
- clear terms of reference (TOR) including a well-defined working programme of research or monitoring, with expected outputs to inform companies of business opportunities in Asia and the impact assessment,
- list of participating companies with a description of their objectives in Asia,

— letters of intent from at least 50 % of the participating European companies,

— *curricula vitae* of proposed expert(s) to carry out the activities,

— a schedule of research or monitoring tasks,

— documents indicating that the lead applicant complies with the exclusion criteria, financial and economic standing criteria and technical competence criteria as mentioned in point 9,

— detailed budget of the project.

9. Criteria for the award of the grant

The following criteria will be taken into consideration when selecting proposals to receive support:

— proposal in line with Business Priming Fund methodology and technical requirements as described in the Business Priming Fund application guidelines,

— objectives of the proposed activity/breadth of coverage of the chosen sector,

— likely impact of activity for future Asia-EU business cooperation,

— number of companies targeted in comparison with cost,

— objectives of the action/justification of the chosen sector,

— quality of proposals for dissemination of the findings to companies and other potential beneficiary audiences.

(a) *Exclusion criteria*

The organisation putting forward a project proposal under the Business Priming Fund Market Place Monitoring must provide proof that:

— it is not bankrupt or in receivership, has not ceased or suspended trading, is not subject to a court settlement or other arrangement with creditors and is not involved in any similar proceedings,

— it has not received a sentence against which there is no appeal, for an offence involving its professional integrity,

- it has duly paid all social contributions and taxes,
- it is not profit making.

(b) *Financial and economic standing*

Proof of this may take the form of one of the following:

- a statement by a bank,
- balance-sheet or balance-sheet extracts,
- a statement of total turnover and turnover relating to the services concerned, covering the last three financial years.

(c) *Technical competence*

- The organisation submitting a proposal must demonstrate the capacity to carry out the actions involved in the proposed project effectively.
- A *curriculum vitae* of proposed expert(s) to carry out the activities, noting their prior experience in

conducting research or monitoring activities, must be furnished.

- A detailed research/monitoring methodology must be furnished.

(d) *Professional competence*

Proof of this can take the form of proof of inscription in a professional or trade register, a sworn declaration or an equivalent certificate.

10. **Grant covered by Council Regulation (EEC) No 443/92 (Asia and Latin America)**

Co-financing of a proposal can be considered up to 50 % of the eligible costs with a maximum amount of EUR 160 000. An operation of this kind may under no circumstances result in a profit.

11. **Date of dispatch of this notice:** 22 June 1999.12. **Date of receipt by the Office for Official Publications of the European Communities:** 24 June 1999.**'Asia-Invest Programme'****'Asia-Interprise'****Call for proposals No 1B/AP/339**

(1999/C 185/08)

1. **Authority awarding the grant:** European Commission, Service Commun RELEX
2. **Description of the operation**

The Asia-Invest programme has been developed by the European Commission as part of its range of initiatives to promote EU-Asia economic cooperation. Asia-Invest, supported by the European Community over a five-year period with a budget of EUR 45 million, is intended to facilitate investment and to help enterprises from the European Union and Asia to internationalise their business strategies and to do business with each other. It is designed to help enterprises to identify cooperation partners and provides them with the information necessary to make decisions on partnerships, markets and investments. The Asia-Invest participating countries are: Afghanistan, Bangladesh, Bhutan, Brunei, Cambodia, China, India, Indonesia, Laos, Malaysia, Maldives, Nepal, Pakistan, Philippines, Singapore, Sri Lanka, Thailand, Vietnam and the European Union Member States.

One of the instruments offered by the Asia-Invest programme is Asia-Interprise. It offers financial and technical support for business matching events, which

provides a framework for the discussion of possible cooperation between small and medium-sized enterprises from Asian countries and the European Union. Direct contacts between business managers are arranged in the form of bilateral meetings, which are aimed at setting up partnerships between the small and medium-sized enterprises (SMEs) involved.

Asia-Interprise events are expected to follow a methodology involving five different phases:

- selection of companies,
- production of the catalogue,
- search for partners,
- business meeting days,
- evaluation.

The proposal must aim at promoting cooperation between enterprises defined as small and medium-sized enterprises (SMEs). It must bring together SMEs from one industrial sector, or from a maximum of three related sub-sectors among the following priority industry sectors: automotive industry, biotechnology, building materials, electrical

equipment and electronics, energy, environment/environmental technology, food processing, industrial chemicals, information technology and telecommunications, infrastructure (particularly projects involving private participation), machine tools/manufacturing machinery, medical equipment, pharmaceuticals, services and transport.

Asia-Interprise events may take place in the European Union or in Asia. The objective must be to arrange meetings between firms aimed at discussing possible cooperation projects in order to establish partnerships. Information seminars are thus excluded but may be acceptable as a supplementary feature.

At least three partner organisations from two different Member States of the European Union and one Asian participating country must be brought together. Once this minimum requirement has been met, other partners may be included. The proposal should only be put forward by one organisation, the main organiser. Each partner must make a financial contribution to the project either directly, by providing funds, or indirectly, by providing staff. In a letter of intent each partner organisation must state its intention to take part in the operation, make a financial commitment, and bring along at least 15 businesses. Training and information courses for the participating enterprises from the European Union and Asia are obligatory. These courses should familiarise the companies with the Asia-Interprise instrument and the business culture of the participating countries.

The proposal must be prepared and submitted in strict adherence with the Asia-Interprise application guidelines, which can be obtained from the Asia-Invest Secretariat as mentioned in point 5. Only proposals for Asia-Interprise events scheduled at least nine months in advance will be taken into consideration. No more than one Asia-Interprise proposal will be approved per applicant per call for proposals.

3. **Place of execution:** European Union or Asia-Invest participating countries.
4. **Duration of the operation:** up to 24 months.
5. Documents with the objectives of the Asia-Interprise and instructions to candidates ('Application guidelines') will be sent free of charge, subject to requests made in writing, stating the name, the address and the e-mail of the sender and marked 'Call for proposals Asia-Interprise No 1B/AP/339' to the address: Asia-Invest Secretariat, Rue Archimède/Archimedesstraat 17, B-1000 Brussels, fax (32-2) 282 17 60 or to e-mail address: asia.invest@asia-invest.com

Applications guidelines can also be downloaded — section application guidelines — from the Asia-Invest Secretariat's web site (<http://www.asia-invest.com>).

6. (a) Proposals can be submitted any time but not later than 31 December 1999 at 13.00 hours.

(b) *Address to which they must be sent*

Proposals under Asia-Interprise (marked 'Call for proposals No 1B/AP/339') must be submitted in four copies to the following address: Asia-Invest Secretariat, Rue Archimède/Archimedesstraat 17, B-1000 Brussels. Proposals may be sent by registered post, express mail or delivered by hand against receipt signed by a Secretariat representative.

7. Legal form of the applicant

The proposal must be submitted by a non-profit-making organisation or body representing businesses (the 'main organiser') which has to provide evidence of its legal status.

The main organiser and the partner organisations must make a financial contribution to the project either directly, by providing funds, or indirectly, by providing staff. In a letter of intent each partner organisation must state its intention to take part in the operation and to make a financial commitment.

8. Information to be supplied by candidates:

- a detailed description of the main organiser and its partner organisations. Each partner must state its experience and motives for participating in the project and provide the *curricula vitae* of the project managers,
- description of the organiser's experience/ambitions in EU-Asian business relations,
- the terms of reference will include a general description of the project, its objectives and the letters of intent signed by the partners. The purpose is to describe how an Asia-Interprise project can benefit the economy and the participating regions. The terms of reference will further include a detailed description of the working methodology. Each stage (selection, catalogue, the search for partners, the actual event, assessment) must be described as accurately as possible, with references being made not only to the contribution of the principal organiser but to the contribution of each partner as well,
- minutes of the preparatory meetings held with the partners must be enclosed with the dossier; these minutes should bear the signature of all the parties involved,
- a timetable of the various stages must be drawn up,
- a detailed budget by expenditure item.
- documents indicating that the applicant complies with exclusion criteria, financial and economic standing criteria and technical competence as mentioned in point 9.

9. Criteria for the award of the grant

The following criteria will be taken into consideration when selecting proposals to be supported as Asia-Interprise events:

- the clarity of the presentation and examination of eligibility criteria,
- proposal in line with Asia-Interprise methodology and technical requirements as described in the Asia-Interprise application guidelines,
- objectives of the action and justification of the chosen sector,
- quality of the marketing approach,
- number of companies targeted in comparison with the cost of technical assistance for the companies and intended follow-up,
- expertise of the organisers in EU-Asian business relations and matchmaking programmes,
- the proposal's synergies with the priorities of the annual Asia-Invest work programme as described above.

(a) Exclusion criteria

The organisation putting forward a project proposal under Asia-Interprise must provide proof that:

- it is not bankrupt or in receivership, has not ceased or suspended trading, is not subject to a court settlement or other arrangement with creditors and is not involved in any similar proceedings.
- it has not received a sentence against which there is no appeal for an offence involving its professional integrity,
- it has duly paid all social contributions and taxes,
- it is non-profit making.

(b) Financial and economic standing

Proof of this may take the form of one of the following:

- a statement by a bank,

- balance-sheet or balance-sheet extracts,
- a statement of total turnover and turnover relating to the services concerned, covering the last three financial years.

(c) Technical competence

- The organisation submitting a proposal must demonstrate the capacity to carry out the actions involved in the proposed project effectively.
- *Curricula vitae* from the expert(s) proposed to carry out the activities, noting their prior experience in conducting research or monitoring activities, must be furnished.
- A detailed research/monitoring methodology must be furnished.

(d) Professional competence

Proof of this can take the form of proof of inscription in a professional or trade register, a sworn declaration or an equivalent certificate.

10. Grant covered by Council Regulation (EEC) No 443/92 (Asia and Latin America)

The European Commission will award each accepted proposal a financial contribution up to a maximum of EUR 100 000, which should not exceed 50 % of the total budget. The budget includes time costs for staff of the applicant and partner organisations, travel costs, consultancy fees for external consultants, and costs directly related to the running of the Asia-Invest project: hiring and setting up of premises and appropriate facilities; communications; promotion and publicity including printing costs; light snacks during the Asia-Interprise event; translation costs.

Although no change in the overall budget estimate can be accepted after approval of the budget by the Commission, actual expenditure for individual budget elements may deviate from the original estimates as long as written approval from the Commission has been received.

11. **Date of dispatch of this notice:** 22 June 1999.

12. **Date of receipt by the Office for Official Publications of the European Communities:** 24 June 1999.

'Asia-Invest-Programme'**'Business Priming Fund — Language and Business Culture Familiarisation'****Call for proposals No 1B/AP/384**

(1999/C 185/09)

1. **Authority awarding the grant:** European Commission, Service Commun RELEX

2. **Description of the operation**

The Asia-Invest programme has been developed by the European Commission as part of its range of initiatives to promote EU-Asia economic cooperation. Asia-Invest, supported by the European Community over a five-year period with a budget of EUR 45 million, is intended to facilitate investments and to help enterprises from the European Union and Asia to internationalise their business strategies and to do business with each other. It is designed to help enterprises to identify cooperation partners and provides them with the information necessary to make decisions on partnerships, markets and investments. The Asia-Invest participating countries are: Afghanistan, Bangladesh, Bhutan, Brunei, Cambodia, China, India, Indonesia, Laos, Malaysia, Maldives, Nepal, Pakistan, Philippines, Singapore, Sri Lanka, Thailand, Vietnam and the European Union Member States.

One of the instruments offered by the Asia-Invest programme is the Business Priming Fund. Its primary purpose is to provide support to groups of European and/or Asian companies in order to prepare them for business cooperation. One of the sub-instruments of the Business Priming Fund is the 'Language and Business Culture Familiarisation' scheme, which can support practical training courses undertaken by groups of European and/or Asian companies in order to acquire international business and language skills.

The proposals must aim at helping to provide groups of European or Asian enterprises with the requisite language and business culture skills to conduct business in new markets or to provide them with key information regarding how to do business in target markets, including elements relating to business culture. A group of companies is defined as a minimum of 30 companies in the case of business culture familiarisation courses and 15 companies in the case of language courses. Application will be made on behalf of the group of companies by a representative organisation such as, for example, a chamber of commerce or a trade/industrial organisation.

Courses can be organised both in the European Union Member States and the Asia-Invest participant countries. While applications involving companies from a single European Union Member State, or a single Asia-Invest participant country are eligible, proposals involving groups of companies from more than one Asian partner country or from more than one European Union Member State are particularly encouraged, and preference will be given to such proposals in the selection process.

In the case of sector specific business culture subjects all participating companies should be from the concerned sector. The participants must be company representatives involved in strategic decision-making. The vast majority of participants must be from the private sector.

The proposal has to be in accordance with the following priority subjects:

Courses can highlight subjects on general business culture in Asia and/or Europe and/or specific countries such as: key market facts, market marketing/research, partnership search, investing, personnel management, legislation, standards, the euro and its consequences for EU-Asian business relations, how to present a company to Asians/Europeans, doing business in Asia or Europe, how to negotiate in Asia or Europe, how to prepare a company for business in Asia/Europe, how to deal with local or regional authorities, banks, etc. in Europe or Asia, case studies of successful European-Asian partnerships, language courses (Chinese, English etc.).

Priority geographical areas: all European Union Member States, all Asia-Invest participating countries.

The proposal must be prepared and submitted in strict adherence to the Business Priming Fund application guidelines, which can be obtained from the Asia-Invest Secretariat service as mentioned in points 5 and 6. Once the Commission approves a proposal and a contract has been finalised, the project implementation should commence within six months. No more than one proposal under the Language and Business Culture Familiarisation scheme will be approved per applicant per call for proposals.

3. **Place of execution:** Courses can be organised both in the European Union Member States and in the Asia-Invest participant countries.

4. **Duration of the operation:** up to 24 months.

5. Documents with the objectives of the Language and Business Culture Familiarisation scheme and instructions to candidates ('Application guidelines') will be sent free of charge, subject to requests made in writing, stating the name, address or fax number or e-mail of the sender and marked 'Call for proposals No 1B/AP/384' to the address: Asia-Invest-Secretariat, rue Archimède/Archimedesstraat 17, B-1000 Brussels, fax (32-2) 282 17 60 or to the e-mail address: asia.invest@asia-invest.com. Application

guidelines can also be downloaded from the web site (www.asia-invest.com).

6. (a) Proposals can be submitted any time but not later than 31 December 1999 at 13.00 hours.

(b) *Address to which they must be sent*

Proposals under Business Priming Fund — Language and Business Culture Familiarisation (marked 'Call for proposals No 1B/AP/384') must be submitted in four copies to the following address: Asia-Invest-Secretariat, rue Archimède/Archimedesstraat 17, B-1000 Brussels. Proposals may be sent by registered post, express mail or delivered by hand against receipt signed by a Secretariat representative.

7. Legal form of the applicant

The proposal must be submitted by a non-profit-making organisation or body representing businesses (the 'lead applicant'), which has to provide evidence of his legal status. Applications made by a lead applicant acting in cooperation with other organisations or bodies (the 'partner organisations') are encouraged, reflecting the preference for applications involving groups of companies from more than one Member State.

The lead applicant must make a financial contribution to the project either directly, by providing funds, or indirectly, by providing staff. The partner organisations, if any, and the participating companies themselves, will preferably also make a financial contribution. In a letter of intent each recipient organisation and at least 50 % of the participating companies must state their intention of taking part in the operation and of making a financial commitment.

8. Information to be supplied by applicants:

- a detailed description of the lead applicant organisation and its European/Asian partner organisations,
- names of all individuals/companies that will take part, with signed letters of intent from at least 50 % of them confirming their participation,
- clear terms of reference (TOR) including a full description of the training course/seminars, and intended objectives for the participants,
- statement of hoped-for impact of the project; likely usefulness of training courses or seminars; timing of utilisation by participants,
- names and *curricula vitae* of project managers,
- description of training institution, *curricula vitae* of trainers and speakers detailing their track record in

EU-Asian business relations, references, clients,

- detailed budget of the project,
- documents indicating that the lead applicant complies with the exclusion criteria, financial and economic standing criteria and technical competence criteria as mentioned in point 9.

9. Criteria for the award of the grant

The following criteria will be taken into consideration when awarding project proposals for the Language and Business Culture Familiarisation scheme:

- substantial number of participants committed to a training programme (a minimum of 30 persons in the case of business culture familiarisation courses and 15 persons in the case of language courses is required.),
- private sector provenance of the vast majority of participants,
- compliance of the training course or seminars with the objectives of the Language and Business Culture Familiarisation Scheme,
- experience and references of training institution or trainers,
- justification of need and relevance of activity and of Asia-Invest financial support,
- analyses of business cooperation impact envisaged and how the impact would be measured.

(a) Exclusion criteria

The organisation putting forward a project proposal under the Business Priming Fund — Language and Business Culture Familiarisation must provide proof that:

- it is not bankrupt or in receivership, has not ceased or suspended trading, is not subject to a court settlement or others arrangement with creditors and is not involved in any similar proceedings,
- it has not received a sentence against which there is no appeal, for an offence involving its professional integrity,
- it has duly paid all social contributions and taxes,
- it is non-profit making.

(b) Financial and economic standing

Proof of this may take the form of one of the following:

- a statement by a bank,
- balance-sheet or balance-sheet extracts,
- a statement of total turnover and turnover relating to the services concerned, covering the last three financial years.

(c) *Technical competence*

- The organisation submitting a proposal must demonstrate the capacity to carry out the actions involved in the proposed project effectively.
- *Curricula vitae* of experts proposed to carry out the activities, noting their prior experience in conducting research or monitoring activities, must be furnished.
- A detailed methodology has to be furnished.

(d) *Professional competence*

Proof of this can take the form of proof of inscription in a professional or trade register, a sworn declaration or an equivalent certificate.

10. **Grant covered by Council Regulation (EEC) No 443/92 (Asia and Latin America)**

Support for such courses or seminars will be available for up to 50 % of the costs, with a maximum Asia-Invest contribution of EUR 60 000 per request. The applicant will be required to provide co-financing. An operation of this kind may under no circumstances result in a profit.

11. **Date of dispatch of this notice:** 22. June 1999.

12. **Date of receipt by the Office for Official Publications of the European Communities:** 24. June 1999.

'Asia-Invest Programme'

'Business Priming Fund — Technical Assistance'

Call for proposals No 1B/AP/391

(1999/C 185/10)

1. **Authority awarding the grant:** European Commission, Service Commun RELEX

which aims to prepare companies from the less developed Asian countries for economic cooperation.

2. **Description of the operation**

The Asia-Invest programme has been developed by the European Commission as part of its range of initiatives to promote EU-Asia economic cooperation. Asia-Invest, supported by the European Community over a five-year period with a budget of EUR 45 million is intended to facilitate investments and to help enterprises from the European Union and Asia to internationalise their business strategies and to do business with each other for the first time. It is designed to help enterprises to identify cooperation partners and provides them with the information necessary to make decisions on partnerships, markets and investments. The Asia-Invest participating countries are: Afghanistan, Bangladesh, Bhutan, Brunei, Cambodia, China, India, Indonesia, Laos, Malaysia, Maldives, Nepal, Pakistan, Philippines, Singapore, Sri Lanka, Thailand, Vietnam and the European Union Member States.

The proposal must aim at improving the capability of a group of at least 15 Asian companies to adapt to European technical standards and to prepare them for economic cooperation with their European counterparts. Technical assistance may involve elements such as technology transfer, training of trainers, and private sector institution building. Areas covered under the Technical Assistance scheme could be industry standards, quality control, production planning, packaging, product/service pricing, market certification, information and communication technologies, dissemination of R&D results, use of environmental auditing tools, new technologies (new and renewable energies, clean technologies), etc.

An application for Technical Assistance funding may only be submitted by a non-profit-making Asian organisation or body representing business, such as a chamber of commerce or trade or industrial organisation.

One of the instruments offered by the Asia-Invest programme is the Business Priming Fund. Its primary purpose is to provide support to groups of European and/or Asian companies in order to prepare them for business cooperation. One of the sub-instruments of the Business Priming Fund is the Technical Assistance scheme,

Projects will only be considered if they enable the organisations to offer their companies relevant service and assistance for economic cooperation.

Technical assistance can be carried out in the concerned companies and/or institutions. It can also take the form of seminars for groups of companies.

The proposal has to be in accordance with the following priority industry sectors and geographical areas:

Priority industry sectors: automotive components, ceramics, food processing, horticulture, information technology, jewellery, machine tools/machinery packaging, and printing.

Eligible geographical areas: Bangladesh, Bhutan, Cambodia, China (with emphasis on the inland provinces), India (with emphasis on the less developed states), Indonesia, Laos, Maldives, Nepal, Pakistan, the Philippines, Sri Lanka and Vietnam.

The proposal must be submitted by an organisation such as a trade/industrial association or chamber of commerce representing the groups of companies (as defined above) from one or more of the countries defined above (see eligible geographical areas).

The proposal must be prepared and submitted in strict adherence to the Business Priming Fund application guidelines, which can be obtained from the Asia-Invest Secretariat service as mentioned in points 5 and 6. Once the Commission approves a proposal and a contract has been finalised, the project implementation should commence within six months. No more than one proposal under the Technical Assistance scheme will be approved per applicant per call for proposals.

3. **Place of execution:** Bangladesh, Bhutan, Cambodia, China (with emphasis on the inland provinces), India (with emphasis on the less developed states), Indonesia, Laos, Maldives, Nepal, Pakistan, the Philippines, Sri Lanka and Vietnam.

4. **Duration of the operation:** up to 24 months.

5. Documents with the objectives of the Technical Assistance and instructions to candidates ('Application guidelines') will be sent free of charge, subject to requests made in writing or by fax, stating the name, address and fax number or e-mail of the sender and marked 'Call for proposals No 1B/AP/391' to the address: Asia-Invest Secretariat, rue Archimède/Archimedesstraat 17, B-1000 Brussels, fax (32-2) 282 17 60 or to the e-mail address:

asia.invest@asia-invest.com

Application guidelines can also be downloaded from the web site (www.asia-invest.com).

6. (a) Proposals can be submitted any time but not later than 31 December 1999 at 13.00 hours.

(b) *Address to which they must be sent*

Proposals under Business Priming Fund — Technical Assistance (marked 'Call for proposals No 1B/AP/391') must be submitted in four copies to the following address: Asia-Invest Secretariat, Rue Archimède/Archimedesstraat 17, B-1000 Brussels. Proposals may be sent by registered post, express mail or delivered

by hand against receipt signed by a Secretariat representative.

7. Legal form of the applicants

The proposal must be submitted by a non-profit-making Asian organisation or body representing businesses (the 'lead applicant'), which has to provide evidence of its legal status, possibly acting in cooperation with other organisations or bodies (the 'partner organisations').

The lead applicant must make a financial contribution to the project either directly, by providing funds, or indirectly, by providing staff. The partner organisations, if any, and the participating companies themselves, will preferably also make a financial contribution. In a letter of intent each recipient organisation and at least 50 % of the participating companies must state their intention of taking part in the operation and, where applicable, of making a financial commitment.

8. Information to be supplied by candidates:

- a detailed description of the lead applicant organisation and its partner organisations,
- letters of intent from at least 50 % of the companies or institutions within the group applying for the technical assistance,
- clear Terms of Reference (TOR) outlining the proposed programme of technical assistance,
- a proposed evaluation methodology for measuring the programme's impact,
- a description of how the programme will be sustained after the period of technical assistance, including other support to the recipient companies,
- *curricula vitae*, track record and references in Asia of the proposed expert/experts,
- a description of the companies within the group in respect of which Technical Assistance funding is requested,
- documents indicating that the lead applicant complies with the exclusion criteria, financial and economic standing criteria and technical competence criteria as mentioned in point 9,
- a detailed budget for the proposed programme.

9. Criteria for the award of the grant

The following criteria will be taken into consideration when awarding project proposals for Technical Assistance:

- the clarity of the presentation/examination of eligibility criteria,

- evidence that the proposal is market driven and intended to foster business cooperation between Asian and European companies,
- effective and clear terms of reference outlining the Technical Assistance programme,
- sound prospects for future economic cooperation in the target sector,
- evidence that a follow up on a sustainable basis will be offered once the technical assistance is completed,
- indication of the programme's impact, and how the impact will be measured during and after the technical assistance,
- experience and effectiveness of the lead applicant.

a) *Exclusion criteria*

The organisation putting forward a project proposal under the Business Priming Fund Technical Assistance must provide proof that:

- it is not bankrupt or in receivership, has not ceased or suspended trading, is not subject to a court settlement or other arrangement with creditors and is not involved in any similar proceedings,
- it has not received a sentence against which there is no appeal for an offence involving its professional integrity,
- it has duly paid all social contributions and taxes,
- it is non-profit making.

b) *Financial and economic standing*

Proof of this may take the form of one of the following:

- a statement by a bank
- balance-sheet or balance-sheet extracts,
- a statement of total turnover and turnover relating to the services concerned, covering the last three financial years.

c) *Technical competence*

- The organisation submitting a proposal must demonstrate the capacity to carry out the actions involved in the proposed project effectively.

- *Curricula vitae* of proposed expert(s) to carry out the activities, noting their prior experience in conducting research or monitoring activities, must be furnished.

- A detailed research/monitoring methodology must be furnished.

d) *Professional competence*

Proof of this can take the form of proof of inscription in a professional or trade register, a sworn declaration or an equivalent certificate.

10. Grant covered by Council Regulation (EEC) No 443/92 (Asia and Latin America)

Financial support under this scheme shall be available to organisations like sectoral associations and chambers of commerce representing groups of companies from the abovementioned less developed south and south-east Asian countries and China.

Part financing will be available through Asia-Invest to cover between 50 and 80 % of project costs, depending on the level of development of the beneficiary country. The maximum contribution from Asia-Invest per project will be EUR 120 000.

For projects under the Technical Assistance scheme Asia-Invest has determined its contribution as follows:

Level of Asia-Invest contribution:

Asia-Invest will cover 50 % of the project costs in the case of Technical Assistance activities in China (with emphasis on the inland provinces), Indonesia, Maldives, the Philippines and Sri Lanka.

Asia-Invest will cover 65 % of the project costs in the case of Technical Assistance activities in Bhutan, India (with emphasis on the less developed states), Laos and Pakistan.

Asia-Invest will cover 80 % of the project costs in the case of Technical Assistance activities in Bangladesh, Cambodia, Nepal and Vietnam.

11. **Date of dispatch of this notice:** 22 June 1999.

12. **Date of receipt by the Office for Official Publications of the European Communities:** 24 June 1999.