

## ECCO Symposium #6 - Registration are now open

Registration for ECCO Symposium #6, which will be held near Le Bourget Airport on June 19 and 20 during the Paris Air Show, are open. Participants can enroll via [www.regonline.com/eccosymposium6](http://www.regonline.com/eccosymposium6), which also contains all the necessary information about this event. This conference outline is:

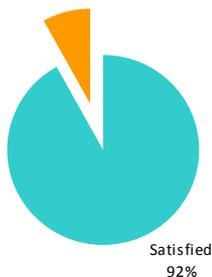
- Workshop on Offset and Reciprocity** on June 19, afternoon: officials from the five BRICS countries, the EC and WTO will introduce their views on reciprocity in International Trade, in a context where Offset are often seen as a way to re-instate trade balance between two countries.
- Forum on Offset in India** on June 20, all-day: confirmed speakers Maj. Gen. (Retd.) Bhupinder Yadav, author of *Indian Defense Procurement: Emerging Opportunities* and *Indian Defense Offset: a Guide*, Mr. Jean-Joseph Boillot, author of *Chindiafrica* and Mr. Bimal Sareen, editor in chief of *Offset Review*. Confirmation of the name of speakers from the Indian Offset authorities is still expected.



## Offset Academy - Review of the first two modules

The second module of the Countertrade & Offset Academy was held between April 16 and 19 in Paris. Whereas the first module provided sturdy background elements on international trade, this second module started focusing on offset per se.

Average Satisfaction Levels

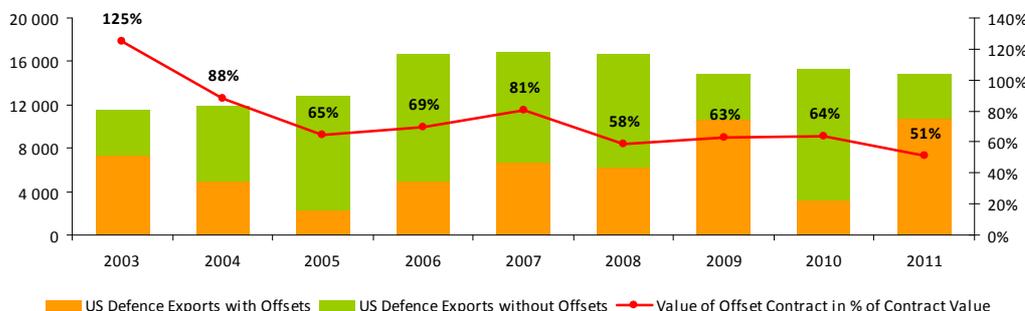


So far, trainees' satisfaction level is significantly high: they stated in 92% of their answers that they were either satisfied or very satisfied of the courses quality and based on various evaluation criteria.

It is still possible to register for the third and last module of this 2013 session, which will be held from May 14 to 17, by contacting Ms. Alena Zadakova: [b00470136@essec.edu](mailto:b00470136@essec.edu).

## 17<sup>th</sup> Report on the Impact of Offset on US Defense Exports

The US Bureau of Industry and Security published its [17<sup>th</sup> Report on Offset in Defense Trade](#), which provides data on the US Defense industry's submission to foreign Offset requirements until 2011. Although the value of US Defense exports remained stable over the past three years, the value of contracts submitted to offset faced a significant drop in 2010. The % of Offset required based on contracts values is rather steady.



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Members only

Don't forget that the Members Area of the ECCO website has a "Small Ads" section where you can either place an announcement regarding your offset requirements or make yourself known as a service provider. It has now been extended to include job offers.

Contact the ECCO staff to post an ad.

ECCO - The European Club for Countertrade & Offset

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