

ECONOMIC FOCUS



BEN WALLACE MP - 'A PERSPECTIVE ON IRAN'



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- Members Meeting Reports
- OPEC: A Fifty-Year Perspective
- Export: ECO Launch New Advisory Services

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Cover showing Ben Wallace MP speaking to members

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BICC Supporting Exporters



“ BICC have been fighting for the rights of exporters that are acting within the law”

The BICC has been fighting for the rights of exporters that are acting within the law and trading with Iran. A Freedom of Information Act Tribunal hearing was held to consider the Export Control Organisation (ECO) objection to the release of the names of export licence applicants. Our Director General, Martin Johnston gave evidence to the Tribunal in support of ECO's position. Please see page 6 for a full report.

Many Members will know that in June the Export Control Organisation introduced two new services. These services are intended to speed up the process of clarifying and approving what can be exported and to whom. We have printed more details of these services in this publication, which I am sure will be beneficial to those members exporting to Iran.

We are pleased to publish an article by Dr M. Ala, 'Organisation of Petroleum Exporting Countries - A 50-year Perspective', which I am sure you will find very insightful.

We have held a number of Members' meetings during the past few months; in April David Butter, Regional Director at Economic Intelligence Unit spoke to members about the Iranian economy and in July we were lucky to have Ben Wallace MP offer his perspective on Iran. Both meetings were followed by Q&A sessions.

During an EGM in April, Mr Jawad Kamel President of Advance International Transport was elected as a member of the Board of BICC. I wish to welcome Mr Kamel to the Board and I am sure he will bring with him a wealth of experience and introduce fresh ideas for the development of the Chamber.

We are holding our annual Autumn Reception at the House of Commons on the 28th October and I am looking forward to seeing and welcoming our members and guests on the evening. Members should have already received invitations, but if you have not please contact the BICC office. Alternatively, a confirmation form is included in this issue.

Y. Daneshvar OBE

Editor-in-Chief, BICC Economic Focus

Deputy Chairman, BICC

CHAIRMAN'S MESSAGE

The Rt. Hon. Lord Lamont of Lerwick, BICC Chairman, writes about BICC's progress in the past year and how despite current regulations, UK companies that have continued to do business with Iran, are doing well and how the Chamber plays a vital role for companies and business people in both countries.



The BICC maintains an active programme of events to help Members better understand issues relating to business with Iran and for social networking. In 2010 this has included: dinner at the House of Commons, at which the principal guest was the Rt. Hon. Jack Straw, and talks from the Economist Intelligence Unit, the International Institute of Strategic Studies, the Export Control Organisation and the Ras al Khaimah Free Trade Zone.

In 2010 UK exports, at £285 million, were 24% lower than in 2009. This is due to an increase in Asian countries share of Iran trade; a widening and consolidation of EU sanctions; the continuing outreach affects of US sanctions on the banking sector and the demonization of the UK by some in Iran for much of the year.

Despite these circumstances, UK companies which have continued to do business with Iran, under present regulations, have performed remarkably well. It is important that they continue to do so. General sanctions, on trade, banking and investment cannot be in the long-run political or economic interests of the UK or Iran. It is difficult to conceive of the isolation of a country of 70 million people in the Middle East from western countries where there are so many interests in common. Where this is possible and profitable, UK companies need to maintain commercial relations with Iran for the time when the present estrangement has past.

Also we have sought clarity for exporters from those parts of government in the UK responsible for administering and enforcing sanctions law. Clarity increases certainty for exporters but, most importantly, ensures that trade is within the law. All this may partly explain the fact that Membership is some 130 at this point.

“UK companies which have continued to do business with Iran, under present regulations, have performed remarkably well”

Doing business with Iran is, at present, fraught with difficulties because of politics. But the situation will one day improve. Iran is a huge, vibrant market. The Chamber continues to play a vital role in maintaining the network of business people in both countries who wish to foster better relations between the UK and Iran.

TRADING WITH IRAN - WITH CONFIDENCE AND UNDER THE LAW

Some will have seen the sensationalised headline [**British Companies Trading With Iran Hidden by U.K. to Avert U.S. Sanctions**] of a Bloomberg News report at <http://www.bloomberg.com/news/2011-08-04/british-companies-trading-with-iran-hidden-by-u-k-to-avert-u-s-sanctions.html>. **Martin Johnston, BICC Director General** writes about the background leading to the article.



The background to this is that Bloomberg News, an American news agency, made a request, under the UK's Freedom of Information Act 2000, to the Export Control Organisation (ECO), part of the Department of Business, Innovation and Skills, here in the UK. It asked for the release of the names of British companies that had applied for export licences for Iran in the first half of 2009. The request was rejected by ECO and, subsequently, the Information Commissioner, who judges such requests. BICC strongly supports ECO's position of non-disclosure.

This did not satisfy Bloomberg, who sought adjudication in Court from the Information Rights Tribunal. The Tribunal's hearings were on the 4th and 5th August. On the first day, Tom Smith, the Head of ECO, and I gave open evidence arguing against the disclosure of the names. Two other witnesses (exporters to Iran) gave evidence in closed witness statements – meaning that their identities and their evidence, was not disclosed to anyone other than the Court - for obvious reasons. On the second day a Bloomberg representative gave evidence in open Court. Although we await the Tribunal's decision, which is expected within a month, I thought the ECO case for non-disclosure was very clear: disclosure would damage the exporters if their names were released and the licensing system would be undermined.

There are a number of objections to disclosure of the names of exporters. In making an export licence application to ECO, a company does so in the strong expectation of confidentiality. The assumption of confidentiality is mutual. ECO does not provide a publicly accessible data base and holds information securely. The application, including the name of the exporter, is commercially sensitive information. As Members of

the Chamber are aware, there is an extensive world-wide banking boycott of those suspected of being in any way involved in commercial relations with Iran and disclosure of the licence applicants' names would deny them banking services. And there is a risk of black-listing by the US authorities. Also there is the risk of negative media coverage for the companies, who may be subject also to the harmful campaigns of groups pressing for the banning of all trade with Iran.

The exporters who applied for licences were either granted or refused them or in the end did not require them. Whatever the outcome, ECO ensured that only items for export to Iran which were acceptable under UK (and EU) law went ahead. In essence EU regulations do not allow exports of weapons or related equipment and materials, or supplies to the nuclear industry and certain oil and gas products, but otherwise trade is permitted with Iran.

US sanctions have gone further than those of the EU. US exports to Iran are allowed only where specifically licensed. US law requires "US persons", individuals as well as companies, to observe US sanctions where ever they are domiciled. This provision applies to US nationals and green card holders based in the UK and the UK branches of US Companies. In addition, the US reserves the right to impose sanctions on named companies anywhere – including UK companies based in the UK – whom it judges to be supporting the Iranian regime. It operates a system of entity lists of companies and individuals who have or are suspected of having breached US sanctions or are considered a risk to US foreign policy. The public release of exporter names runs the risk that an exporter will be added to the entity list even though the exporter is engaged in totally acceptable business under UK law.

Over recent years, large parts of the banking industry have ceased to provide services in support of trade with Iran. In some cases banks have gone as far as to withdraw general banking services to companies suspected of trading with Iran and personal banking to their directors and employees.

This has occurred when US officials have sought to enforce US sanctions law extra-territorially on the banking industry. The penalising of a small number of banks by the US has encouraged a large number of banks to decide to withdraw banking from companies suspected of contact with Iran for fear that they will be penalised also. This is certainly a boycott which, in some instances, borders on a witch-hunt in my view. Bloomberg seems to accept this as its article quotes Suzanne Maloney, a former State Department official and now a senior fellow at the Brookings Institute, as saying the extra-territorial reach of US sanctions is “no secret” and that banks “have been effectively intimidated into not doing any kind of business with Iran directly or even very indirectly”.

The Bloomberg article was posted on 4th August, before the Tribunal hearings had been completed and

before its judgement has been given. Its headline is addressed to an American audience and not British interests, certainly not British commercial interests. In fact its headline is slanted to imply that the UK is hiding the names of British export licence applicants to avoid US sanctions. This is a misrepresentation of the facts and the evidence given to the Tribunal.

EU trade with Iran can be measured in billions of Euros and even today the US has an export trade with Iran. I believe that, where trade is allowed under UK law, as elsewhere, companies should be able to trade without extra-legal harassment, be it a banking boycott, hindrance to trade payments or other forms of intimidation.

Martin Johnston
Director General

[Please visit www.bloomberg.com/news/2011-08-04/british-companies-trading-with-iran-hidden-by-u-cto-avert-u-s-sanctions.html](http://www.bloomberg.com/news/2011-08-04/british-companies-trading-with-iran-hidden-by-u-cto-avert-u-s-sanctions.html) to view the Bloomberg article

IBCCIM ELECTION

In July our counterpart chamber in Tehran, the Irano-British Chamber of Commerce, Industries & Mines held it's AGM during which a new board of Directors & Management were elected. The results are published below.

H. E. Eng. Ali Naghi Khamoushi, President and Head of IBCCIM

Mir Ala Mir Mohammad Sadeghi, Vice President

Dr Amir Houshang Amini, Vice President and Secretary General

Eng. Ali Hamzeh Nejad, Treasurer

Mrs Naghavi, Chamber Secretary

Dr Ali Sharghi, Board Member

Mrs Ebrahimi, Board Member

Mr Jafar Zareh Bini, Alternative

Eng. Saeed Khalili Araghi, Alternative

H. E. Eng. Khamoushi,
president



Dr Amini, Vice President &
Secretary General



[Please see www.ibchamber.org](http://www.ibchamber.org) for further information

NEWS FROM IRAN

NIOOC in talks with oil company to raise oilfield production

National Iranian Offshore Oil Company (NIOOC) is involved in talks with a foreign oil company to raise oil production from Soroush oilfield in the Persian Gulf. The foreign oil company is slated to invest in the development of the field and raise the output by 40,000 bpd in the initial stage.

About \$15 billion in foreign investments have been absorbed during the government's ninth and tenth terms in office. Approximately 103 projects, attracting foreign investment to the tune of £6.520 billion will be implemented during the government's current term (August 2009-13).

National Iranian Copper Industries Company and Finnish Company Autotek have signed a contract to establish a sulphuric acid plant in Kerman province. Autotek has pledged to conduct studies on the project within five months before undertaking the construction operation

Iran-EU trade hits E9.5b in Jan-May: Eurostat

Trade between Iran and the EU reached 9.5 billion euros in the first five months of 2011, the statistical office of the European Union (Eurostat) reported.

Despite the U.S and the EU sanctions, Iran's exports to the EU's 27 members states in the first five months of 2011 rose 6.4% compared to the same period of the last year, reaching from 5.028 billion euros to 5.35 billion euros, the report said.

EU's exports to Iran decreased around 7.1% in the first five months of 2011 compared to the same period the year above, reaching 4.1b euros, Eurostat added.

The EU is the first trade partner of Iran, accounting for almost a third of its exports. Close to 90% of EU imports from Iran are energy related. Iran ranks as 6th supplier of energy products for the EU.

Trade between EU and Iran is subject to certain restrictions derived from the sanctions imposed by the United Nations Security Council on Iran.

BP announces considerable growth in Iran's oil and gas production

British energy company BP has announced that Iran's crude oil and natural gas production has witnessed a considerable growth in the previous year.

According to BP's latest report, titled the Statistical Review of World Energy, Iran's daily oil production climbed 45,000 barrels compared to the 2009 figure, the official website of the Iranian Oil Ministry reported on Saturday. The average of Iran's crude production stood at 4.245 million barrels per day, and the country's natural gas production posted a 5.6 percent increase to settle at 138.5 billion cubic meters in 2010, the report said.

According to the report, the Islamic Republic produced 5.2 percent of the global oil output and 4.3 percent of the total natural gas production of the world.

Iran ranked fourth in the world in terms of crude production after Russia, Saudi Arabia and the United States. The Islamic Republic is also fourth in gas production after the US, Russia and Canada.

The Islamic Republic has the world's second-largest crude reserves after Saudi Arabia and the second-largest gas reserves after Russia.

Moreover, BP also stated that Iran has oil reserves that would last for the next 88 years and is the second longest-lasting oil source in the world.

Based on the Reserves-to-production ratio index, UAE will be the prominent source of oil for the world with oil reserves that would last for the next 94 years.

NIGC: EU companies interested in investing in Iran's gas network

The National Iranian Gas Company's Managing Director announced that European companies have shown interest in investing in Iran's gas network. One particular company has offered to extract gas from the field, construct the pipeline and even export the gas; the MD was quoted as saying. Iran is now negotiating with the company to finalise the contract.

MOU agreement between Italy and Iran

Italy and Iran signed their first non-governmental memorandum of understanding in the fisheries sector at Iran's Embassy in Rome.

Italy and Iran signed their first non-governmental memorandum of understanding in the fisheries sector at Iran's Embassy in Rome.

Tehran – New Delhi cooperation will continue said the Iranian Economy Minister. India made its first payment in more than 5 months for its crude oil purchase when a \$100 million wire-transfer by Mangalore Refinery and Petrochemical (MRPL) was received by Tehran via Turkey. MRPL deposited the equivalent of \$100 million in a rupee account in the New Delhi branch of Union Bank of India which then routed the equivalent amount in Euro to state owned Halkbank in Istanbul. Halkbank has since transferred the money to National Iranian Oil Company (NIOC) account. The pipeline for payment has been opened; we have confirmation that the funds transferred have reached the intended beneficiary, a source said. MRPL's was a test payment and now more refiners will use the same route to pay Iran.

Iran supplied 6.4 percent of the total Japanese crude oil imports in June 2011 according to the figures released by Japan's Ministry of Economy. Refiners and trading companies imported 5.83 million barrels of crude from Iran in June.

Iran's trade with the EU increased 4 percent in May 2011 according to Eurostat latest report.

Trade with Turkey reached \$7.762 billion in the first half of 2011 from \$4.499 billion in the corresponding period in 2010. In June, trade between the two countries recorded a rise of 45.44 percent to stand at \$1.452 billion. Based on estimates by Turkish State Statistics Institute, the volume will go higher to stand at \$15 billion once a preferential tariff agreement, already signed by the two sides' officials, goes into effect.

Qeshm Zinc Smelting Complex exported over 20,000 tons of zinc ingots in the last Iranian year.

Iranian Parliament discuss budget bill

The Iranian Parliament officially began discussing the government's Rial 5,390 trillion (USD 513 billion) budget bill for the fiscal year. The budget, based on an oil price of USD 80 per barrel envisages the value of the US dollar at Rials 10,500. This year's budget shows a 45 percent increase compared to last year's figure which was USD \$368 billion. The rise is partly due to the government's subsidy reform plan. Some economists criticise the plan, saying it has led to a hike in prices of essential commodities and will also raise the inflation rate.

Iran not making the most of its geographical advantages.

Iran can become a regional economic hub in the near future. Despite having convenient geographical locations and the best transit facilities in the region, experts believe that Iran has not made proper use of these advantages. According to economic experts, the unique geographic location has created a potential market for Iranian products in the 15 countries neighbouring Iran.

IMF Forecast on Iran's economic growth

The IMF latest forecast on Iran's economic growth is "illogical and surreal" said Iran's minister of economic affairs. The figure realised by the IMF is mostly based on the assumption that the West's measures against Iran have had an impact on the Iranian economy. According to the recent IMF report Iran's economic growth in 2011 will fall to zero percent due to sanctions and high inflation.

Improving the financial system is a priority

Transformation of the financial system is the main prerequisite for achieving the targeted economic growth rate of 8 percent, observed the Minister of Economic Affairs and Finance. Improving the financial system is certainly among the government's top priorities, and if neglected the objectives would not be materialised. The Fifth Five Year Plan (2010-2015) envisaged an annual economic growth rate of 8 percent while the figure in recent years fluctuated between 4 or 5 percent.

The above news items are sourced from news reports in Iran. Neither BICC nor this publication takes no responsibility for the accuracy printed.

NEW ADVISORY SERVICES LAUNCHED BY ECO

The BICC held a Members' meeting on 22nd July to advise members and guests about new advisory services that were launched on 6th June 2011 by the Export Control Organisation (ECO). Tom Smith, Head of ECO spoke to members and explained that the new services speed up the process of clarifying and approving what can be exported and to whom.

The two new advisory services are – the Control List Classification Advice Service and the End-User Advice Service.

The ECO is the UK's regulatory authority for strategic export controls. Its role is to assess applications for export licences of military or dual-use goods. If your goods are listed on a UK Strategic Export Control List or subject to End-Use Controls then you will need to apply for a licence.

The new services are both non-statutory sources of advice. If you already know that you need a licence either because your goods are listed or due to end-use controls, you should apply directly for a relevant licence.



Tom Smith, Head of ECO addressing members and guests

How to request advice from the ECO

Both services are accessible via your Workbasket home screen on the ECO's SPIRE export licensing database – <https://www.spire.bis.gov.uk> (Registration required).

To make a request for either service you can select the option "Do I need a licence to export - Advisory Services" from the left hand menu of your workbasket.

Guidance

In conjunction with the launch of these new services, the ECO has updated its guidance pages on the Businesslink website. A new guide called "How to determine if your goods need an export licence" covers details about how to self-rate, how to identify Control List numbers listed on export licences and provides an overview of both advisory services. See: <http://www.businesslink.gov.uk/exportcontrol/ratings>

The ECO has also rationalised the guidance on the UK Strategic Export Control Lists and updated the Businesslink homepage to provide clearer links to information about End-Use Controls.

Reminder about the new advisory services

Control List Classification Advice Service:

Under this service, ECO's technical experts will advise exporters whether their equipment features on any of the UK Strategic Export Control Lists.

The principal difference from the current Rating Enquiry Service is the new service will only provide advice on the control list classification of your goods. **It will not take into account end-users, and exporters will not be able to provide end-user details when they submit their enquiry.**

If the advice is that your goods do feature on a UK Control List, then you will need to apply for an export licence before proceeding to export. But the reverse does not apply – in other words, if you are advised that the goods are **not controlled** by any of the control lists in the relevant export legislation (**'Not Listed'**) **this is not a permission to export**. You will then need to consider your end user as explained next.

End-User Advice Service:

This new service is an extension of the Iran End-User Email Advice Service pilot project.

Under this service, exporters can request advice on whether ECO has Weapons of Mass Destruction (WMD) or Military End-Use concerns related to the organisations they name.

Before using the service, exporters must first have satisfied themselves that their goods do not appear on any of the UK's control lists (i.e.: No Licence Required – NLR) – either through previous ECO decisions, by having made appropriate self-rating checks, or by having made use of the separate advisory service (Control List Classification Service).

ECO will then have a target of providing advice within a rapid target timeframe to tell companies that we either have no concerns (and they can proceed to export) or that we have concerns (and therefore they should apply for an export licence).

You should note that we are unable to provide end-user advice if your end-user is based in a specified European country or other named destination including Australia, Canada, Japan, Norway or New Zealand.

Further information about export controls

Further guidance is available on the export control pages of the Businesslink website including links to download the UK Strategic Export Control Lists and guidance on how to self-rate your goods for export purposes. See: <http://www.businesslink.gov.uk/exportcontrol>

For further details of strategic export controls please contact:

Export Control Organisation, Department for Business, Innovation & Skills, 1 Victoria Street, London SW1H 0ET

Tel: 020 7215 4594, Fax 020 7215 2635

Email: eco.help@bis.gsi.gov.uk, Website: <http://www.businesslink.gov.uk/exportcontrol> and <http://www.bis.gov.uk/exportcontrol>

DETAILED QUESTIONS AND ANSWERS

What will the targets be for providing Control List Classification advice and for the End-User Advice Service?

20 working days for the Control List Classification Service. The target for the End-User Advice Service will be defined in the light of take up levels.

Do exporters have to apply for Control List Classification advice to determine whether their goods are on a control list?

No. You can establish the control list status yourself - a process known as "self rating". The various control lists, including those specific to Iran, are all published on the ECO's website and guidance is available at <http://www.businesslink.gov.uk/exportcontrol> on how to self-rate your goods.

We have also provided a new search tool on SPIRE to help you in self-rating – the Control List Classification Search Tool.

What help does ECO provide if exporters feel uncertain about rating their own goods?

We provide two search tools. The existing Goods Checker tool – <http://www.ecochecker.co.uk/goodschecker> - enables you to search the legislation to locate the control list entry. Our new search tool, now available via SPIRE, enables you to search directly from previous licensing decisions made by ECO.

These tools do not cover country specific goods list, such as those relating to restrictive measures against Iran, but all the country specific control lists are available through the ECO website at the Sanctions, Embargoes and Restrictions section published at <http://www.businesslink.gov.uk/exportcontrol>. You are encouraged to study these lists if you are intending to export to these sensitive destinations.

We understand that you may feel nervous about self-rating their goods in the early days, but if you try it the first time and then apply for Control List Status Advice to check out your findings, you should gain the confidence to self rate in future.

You should also be aware that we already provide an existing programme of training courses for exporters ranging from our Beginners Workshop to more in depth Classification workshops. Existing course details are published at: <http://www.bis.gov.uk/policies/export-control-organisation/eco-training-skills-academy>

In conjunction with the launch of the new services we will be looking at the delivery and format of our courses to improve the messages about self-rating and the Control Lists.

Will exporters still get an “old style” No Licence Required Letter if they really want one?

No, unless you have a pending request for rating advice (see question 5 below).

The Ratings Service has been discontinued for new applicants. We recognise that in the early days, some of you may find this confusing. This is why we are issuing this guidance note and have updated our current guidance on the Businesslink website's export control pages at <http://www.businesslink.gov.uk/exportcontrol>. Our guidance also includes a new set of pages on SPIRE to enable you to choose the service that best meets your needs. We are supplementing this with advice through the ECO Helpline and similar services.

So what happens if exporters have got a pending request for Rating Advice with ECO at the time when the service is discontinued?

We will continue processing these requests unless applicants notify us to the contrary. If you are unsure of the control status of goods, then it is probably best that you keep your request in the system, since our response will advise you of this.

Where you already know that your goods are not on a Control List we would advise you that it would be quicker to withdraw the outstanding request and apply for end-user advice instead.

But banks and Insurers demand that exporters get an old style NLR letter before they release payment.

This is not correct. Bodies representing the banks have been advised of the new procedures. If banks make these demands upon you, then you can refer them to our guidance about the new services.

What if exporters have a specific export order to fulfil and are unsure about whether the goods require a licence?

If you have confirmed business and envisage an export in the near future then it is best that you apply for a licence.

The Control List Classification Service is an advisory service only and is not a substitute for applying for an export licence if required.

If you apply for a licence, then ECO will either (i) grant a licence, (ii) refuse the application, or (iii) advise you that a licence is not required.

In each instance, the documents we provide will advise you of the status of your goods. If we have told you that no licence is required then you should use the end user advice service for future transactions.

Is End User Advice available for any country in the world?

No. We **do not** offer End-User Advice if your 'end-user' is in one of the following countries: Australia, Austria, Belgium, Bulgaria, Canada, Cyprus, Czech Republic, Denmark, Estonia, Finland, Germany, Greece, Hungary, Iceland, Ireland, Italy, Japan, Latvia, Lithuania, Luxembourg, Malta, Netherlands, New Zealand, Norway, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden, United States.

We retain an option to limit destinations if workload proves too much after an initial one to two months.

What sort of details do exporters need to tell ECO in order to get end user advice?

In short - who you are, your UK address and the identity and address of any overseas entities that you are dealing with, but not the goods that you intend to export. Further details will be available on the website at <http://www.businesslink.gov.uk/exportcontrol> and an enquiry form is available via SPIRE.

What sort of details do exporters have to present to HMRC?

HMRC require a range of general documentation for exports and their requirements are not affected by these new procedures. The advice that follows relates specifically to the documents that are necessary to prove that an export has gone through the correct ECO procedures.

If the Control List Classification Service has confirmed that you need a licence, then you need to apply for one and, if it is granted the licence reference has to be declared on the customs export declaration.

Further details on how to complete a customs declaration can be found in Volume 3 of the Revenue & Customs integrated TARIFF of the United Kingdom (Tariff for short) or on the Businesslink website at:
<http://www.businesslink.gov.uk/bdotg/action/layer?r.s=m&r.l1=1079717544&r.lc=en&r.l3=1078128943&r.l2=1077717209&topicId=1078128943&r.i=1078129082&r.t=RESOURCES>

If we have advised you that goods are not listed on a Control List or you have made appropriate checks, then you should ensure that you include this notification in the package of documents that you put before HMRC to accompany the export.

If, in addition you have sought End User Advice, and ECO has confirmed that it has no concerns with the named entities, then you need to also include this notification.

The important thing is to demonstrate to HMRC that you have taken the appropriate steps.

If ECO has issued end-user advice saying that it has no concerns, does this mean that HMRC will not stop the export at the frontier?

Not necessarily. HMRC's decision to stop goods is a process that is decided entirely independently of you seeking ECO advice. HMRC have the power to stop goods at the frontier on a risk basis, and this is not specifically dependent on you receiving end-user advice.

Remember, if HMRC do decide to detain an export, then if exporters have got all the right documents together as set out above, this should make the process of clearing it run more smoothly.

How long is End User Advice valid for?

End-User Advice is valid at the time it is given but can change in the future because information about companies changes from day to day. The nearer the advice is given to the date of export, the greater the likelihood that it remains valid.

How will we judge if these systems work?

The End-User Service is based on a six month pilot of a similar service that ECO has offered for Iran only. This was generally found to work well and so we have no reason to suspect that it will not continue to do so for a broader range of countries. But as with everything ECO does, we will keep in close touch with our customers and seek feedback at regular intervals.

How do the export requirements under ECO's jurisdiction link in with the financial sanctions operated by H M Treasury?

The two systems are independent but you will need to comply with both. For details of the HMT measures see -

http://www.hm-treasury.gov.uk/fin_sanctions_index.htm

The above is for information purposes only and has no force in law. Please note that where legal advice is required exporters should make their own arrangements.

If the above is relevant to your exports, you are recommended to take appropriate action as necessary. You are also advised to keep a copy of this notice for your compliance records.



Tom Smith, Head of ECO addressing members and guests

ORGANISATION OF PETROLEUM EXPORTING COUNTRIES – A FIFTY-YEAR PERSPECTIVE

BY DR MOHAMMAD ALI ALA

One of our most regular writers Dr Ala writes about the 51st anniversary of the formation of the Organisation of Petroleum Exporting Countries (OPEC) and how the its formation is one of the most important landmarks in the history of the international oil industry.



INTRODUCTION

In September 2011 OPEC will be fifty-one years old and its formation represents one of the most important landmarks in the history of the international oil industry in the twentieth century. In common with virtually all historical milestones, the impetus for the formation of the organisation had its root causes in preceding events. Indeed, the inspiration behind its foundation did not begin with its birth but can be traced to the rise in the level of political consciousness as well as the emergence of nationalist sentiments in the principal oil exporting countries after the second world war. Iran's nationalisation of its oil industry and the expropriation of the Anglo-Iranian Oil Company (AIOC) in 1951 was the earliest manifestation of this rising tide that began to challenge the domination of the global markets by the international oil companies (IOCs). But, supported by the British government and the other IOCs, the AIOC succeeded in preventing the Nationalisation Act from bearing immediate fruit. After three years of suffering internal political turmoil and economic hardship resulting from the boycott of its oil exports, orchestrated by the AIOC, Iran was obliged to accept terms (the Consortium Agreement of 1954) only marginally more favourable than the previous concessionary arrangements. The main difference was that the country's oil industry was now administered by all the major companies instead of by only one.

The demise of Dr Mosaddegh's government and his inability to realise his aim generated frustration and fostered resentment against the IOCs and their governments among the third world oil exporting countries. It also brought into sharp focus the paramount need for solidarity among them. Indeed, at the Baghdad meeting that created OPEC (see below), the representative of the Arab oil exporting countries, having acknowledged Iran's pioneering role in ending the monopoly of its oil industry by the AIOC, observed that Mosaddegh's failure to achieve his objective was 'because there was no OPEC at that time' (Rouhani, 1991, p10). OPEC can thus be regarded as an expression of national assertion against the entrenched position at that time of the IOCs, particularly the Seven Sisters (Esso, Mobil, Gulf, Chevron, Texaco, Shell and BP); an attempt by the producing countries to form a united front to counter the monopoly of the international petroleum cartel in the setting of production levels and prices as well as formulating marketing policy.

BRIEF HISTORY AND KEY FOUNDING PERSONALITIES

OPEC had its precursor in the Arab Oil Congress that was held in Cairo in April 1959. With the exception of Iraq, all the principal Arab producers were represented at the congress. Due to political differences between its leaders and Egypt's President Nasser, Iraq officially boycotted the meeting. Nonetheless, an Iraqi delegate was present as an official of the Arab League. Iran and Venezuela attended as observers.

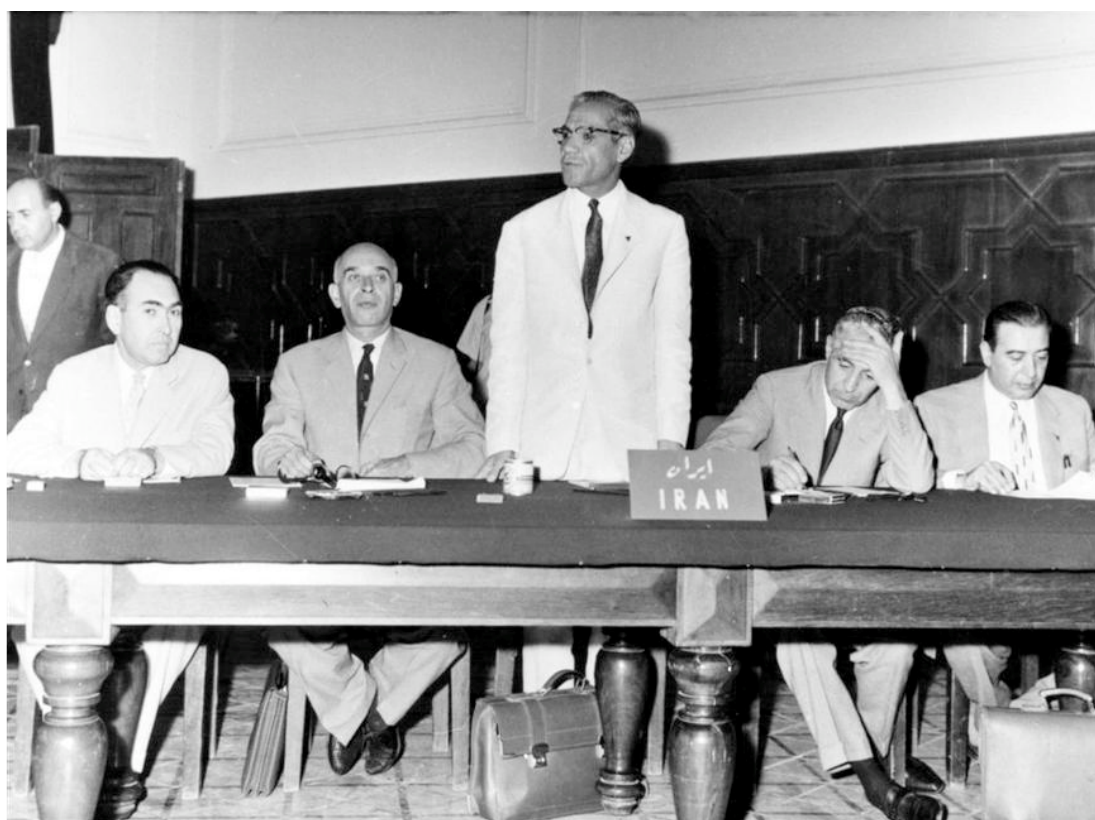
At a secret meeting during the congress, at the initiative of Juan Pablo Perez Alfonso (Venezuela's Minister of Mines and Hydrocarbons) and Sheikh Abdullah Tariki (Head of Saudi Arabia's Directorate of Oil and Mining Affairs), oil officials of Venezuela, Saudi Arabia, Iran, Iraq, Kuwait and the United Arab Emirates discussed the possibility of forming an Oil Consultative Commission that would convene once a year to review matters of common interest. An agreement was reached on the basis of which a memorandum was drawn up that contained recommendations to their governments to establish national oil companies (in Iran's case this had already been accomplished in 1951) and create a common front to defend their interests collectively against the IOCs.

The impetus for hastening the implementation of the recommendations of the Cairo agreement came from the unilateral decision by the IOCs to cut the posted crude prices in August 1960. Perez Alfonso and Tariki called a meeting of the signatories and, at the invitation of the government of Iraq, the meeting took place in Baghdad during 10-14 September 1960. It was certainly a momentous occasion, as the creation of OPEC led to profound and irreversible changes in the *modus operandi* of the Western dominated international petroleum industry. The IOCs rightly saw it as *'the thin end of the wedge'*.

As the motivating force driving the formation of OPEC, Perez Alfonso and Tariki were remarkable personalities who had many shared visions and characteristics. They were both American educated: Perez Alfonso studied medicine at John Hopkins University and later law in Caracas, while Tariki graduated in chemistry and geology from the University of Texas and worked for a while as a geologist with Texaco. Both were strong nationalists, men of iron determination and pragmatic analysts with a sophisticated understanding of the structure of the international oil industry. Furthermore, they had clear objectives: not only to increase the government share of income from oil, but also to effect a transfer from the IOCs to the producer governments the power over production, price setting and marketing. Oil wealth was considered by them as a gift of nature and politics rather than the fruit of hard work. They were well aware of the dangers of oil wealth for a nation: its tendency to generate a spirit of not earning and the habit of unbridled buying, consuming and wasting. These concerns prompted Perez Alfonso to coin the phrase that *'oil is the excrement of the devil'*. For a Saudi, Tariki had unorthodox political views: he was an ardent supporter of President Nasser's brand of socialism and a critic of the Saudi monarchy, the institution that he served, traits that earned him the nickname *'the Red Sheikh'* (Yergin, 2008).

While addressing the topic of the founding fathers of OPEC, mention must also be made of Iran's chief delegate to the Cairo and Baghdad conferences, Fuad Rouhani, and his significant role in the formation and administration of the organisation during its early years. In contrast to Perez Alfonso and Tariki, Rouhani was a European educated technocrat, receiving a degree in law from the University of London and later a doctorate in international law from

the University of Paris. In deference to Dr Mosaddegh and Iran's leading role among the producing nations to gain control of their oil industry, Rouhani was appointed at the second OPEC conference held in Caracas in January 1961 as the organisation's first Secretary General and Chairman of its Board of Governors, in which capacities he served until April 1964. He established OPEC's Secretariat in Geneva in April 1961 and organised the preparation of its constitution. The statutes, rules and regulations of OPEC were prepared by an Iranian, Fatollah Naficy, a distinguished technocrat and member of the Board of Directors of the National Iranian Oil Company. This was a major step in the direction of enabling the organisation to function as a unified body and Naficy's contribution still forms the basis of OPEC's constitution. The Secretariat was moved to its present location in Vienna in September 1965.



Fuad Rouhani addressing the founding conference in Baghdad in September 1960

Source: OPEC

The creation of OPEC was greeted with strong opposition and hostility by the IOCs and their governments. The IOCs did not take it seriously, pretending that it did not exist and endeavoured to undermine it by refusing to negotiate with it as the collective representative of the oil exporters. Howard Page, president of Standard Oil (Esso), is on record as having stated publicly that *'we attach little importance to it because we believe it will not work'*. Indeed, the first ten years of OPEC were quite unremarkable. Its main achievement during this period was to make the IOCs more cautious about taking unilateral decisions regarding cutting posted oil prices. Important operations of the of the industry, such as the setting of production levels and formulating marketing policy, remained under the control of the IOCs, particularly the Seven Sisters. As shown in the map below, consortia of Western companies still dominated the oil industries of the Middle Eastern producers throughout the 1960s.



Middle East Consortia in the late 1960s

Source: Yergin, 2008

OPEC became an effective force from late 1973 in the aftermath of the Yom Kippur War and the imposition of an oil embargo by the Arab exporters on the Western countries friendly to Israel, causing shortages in the US and some countries in Europe. Seizing the opportunity and acting in unity, the OPEC members, led by the Shah of Iran, unilaterally raised the posted price from \$2.90 in mid-1973 to \$5.12 in October 1973. For the first time, the exporters succeeded in wresting the power of fixing prices from the IOCs and bringing it under their own control. Emboldened by this success, they increased the price to \$11.65 in December 1973, which amounted to a quadrupling of the posted price in a matter of a little more than two months. Solidarity among the OPEC members thus brought them the rewards that had hitherto eluded them.

The year 1973 therefore has a special significance in the history of the organisation. It marks the beginning of its rise to international prominence, the date when it achieved its principal objectives, turned the tables on the IOCs and their governments and obtained from them the recognition they had denied it during the first decade of its existence.

By the mid-1970s the oil industries in the majority of the member countries had been nationalised. Since then, OPEC has continued to grow in stature and influence and is now a powerful player in the arena of the international oil industry. It should be noted that OPEC members control 80% of the global reserves of conventional crude oil.

PAST AND PRESENT MEMBERS

The founding members of OPEC were Iran, Iraq, Kuwait, Saudi Arabia and Venezuela. Over the next forty seven years they were joined by nine other members: Qatar (1961); Indonesia (1962); Libya (1962); United Arab Emirates (1967); Algeria (1969); Nigeria (1971); Ecuador (1973); Gabon (1975) and Angola (2007). Ecuador suspended its membership in 1992 and rejoined in 2007. Gabon withdrew from the organization in 1995 and Indonesia suspended its membership in 2009.

Currently, the organization has twelve members.

OPEC AT THE TURN OF THE TWENTY-FIRST CENTURY

The most significant factor affecting the global markets in the first decade of the twenty-first century was the 2007/08 'oil shock'. From around \$50 per barrel in 2007, the price of oil soared to an all time high of \$147 in July 2008 and collapsed equally dramatically over a six month period to \$34 in January 2009. The initial price increase was caused by many factors, including a perception of a continued surge in demand from the emerging countries, led by China and India, raising concerns that the exporters would be unable to cope with the surge, and widespread speculation and paper trading by financial institutions and hedge funds on the London and New York petroleum exchanges. The latter was a new phenomenon, without precedent in the oil markets. The result was price volatility and chaos that threw the markets into turmoil and threatened to destabilise economic planning in both the consuming and producing countries. OPEC became involved in the global efforts to resolve the economic crisis and restore stability to the energy markets.

The past decade has also witnessed breakthroughs in producer-consumer dialogue and advances in OPEC/non-OPEC relations. In its second and third summits in Caracas and Riyadh in 2000 and 2007, OPEC included sustainable development and environmental issues as themes in its long term strategic plans.

That the organisation has survived and succeeded to remain intact and expand despite the hostility and the attempts to destabilise it in its early years by the IOCs and their governments, as well as in the face of its own inevitable internal political dynamics and disagreements, is a tribute to its resilience and the collective pragmatism of its members.

REFERENCES

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- Yergin, D, 2008. The Prize, The Epic Quest for Oil, Money and Power: 2nd ed, Free Press, New York, 906p.

KEY ECONOMIC DATA

IRAN

GDP	US\$337.9 billion	2010e CIA
GDP growth	3%	2010e CIA
Population	73.7 million	2010e CBI
GDP per head	US\$11,200	2010e CIA
CPI	10.8%	2010 CBI
Unemployment	11.9%	2010 CBI
Budget Revenue	US\$105.7 billion	2010e CIA
Budget Expenditure	US\$98.8 billion	2010e CIA
Public Debt	16.2% of GDP	2010e CIA
Oil proven reserves	137.6 billion brls	2010 CBI
Iran/World proven reserves	10%	2010 EIA
Oil Production	3.6 million brls per day	2010 CBI
Oil Exports	2.4 million brls per day	2010e CIA
Average oil price	US\$74.7 per brl	2010 CBI
Natural gas proven reserves	1,045.7 trillion cu ft	2010 EIA
Exports fob	US\$87.5 billion	2010 CBI
Oil & Gas exports	US\$66.2 billion	2010 CBI
Imports fob	US\$66.6 billion	2010 CBI
Trade balance	US\$20.9 billion	2010 CBI
Current Account balance	US\$10.3 billion	2010 CBI
Capital Account balance	US\$(13.5) billion	2010 CBI
UK Exports to Iran	£285.8 million	2010 UKTI
Iranian Exports to UK	£88.9 million	2010 UKTI
Foreign Exchange Reserves	US\$75.1 billion	2010e CIA
External Debt	US\$12.4 billion	2010 CIA
Exchange Rate IRR/US\$	9,979	2010 CBI
Short-term deposit rate	10-13%	2010 CBI
1 year deposit rate	14.5-15.5%	2010 CBI
5 year deposit rate	17.5%	2010 CBI
Central Bank bond rate	16%	2010 CBI

CBI - Central Bank of Iran, CIA - Central Intelligence Agency, World Factbook

EIA - Energy Information Administration, US Department of Energy, UKTI - UK Trade & Investment

CULTURAL NEWS IN IRAN

Continuing with our new feature reporting on cultural news in Iran, we report on the discovery of the oldest Caspian horse remnants in north Iran. Also featured is a report on the fascinating village of Meymand and the Islamic architectural style reflected in many buildings in Iran and around the world.

Caspian Horse Remnants Discovered

The Circle of Ancient Iranian Studies (CAIS) of the University of London announced that remnants of the oldest Caspian horse have been discovered in north Iran. These remains date back to over 3000 years and have been found in a region in northern Iran called Gohar Tappeh. In olden times, officials used this type of horse in battlefields and driving chariots. This species is among the oldest identified worldwide. Some of the discoveries in Gohar Tappeh are over 3000 years old. However, archaeologists maintain that the new remains reveal that Caspian horse also existed near the end of the Bronze Age.

The shape, condition and dimensions of the discovered remains reveal that it is the oldest breed of Caspian horse. The burial of horses alongside humans in this region was common in ancient times and shows the value of horses at that time. The Caspian horse is smaller than a modern horse. Its height is two-thirds shorter than modern horses. Although its original height probably ranged between 36 and 46 inches, it is termed a horse rather than a pony because it has many things in common with horses. The horse has thin bones, big eyes and a small snout.

It is believed to be one of the oldest horse breeds in the world that descended from small Mesopotamian equines. Compared to larger animals, it disappeared by the 7th century AD largely due to the indifference of horse breeders. The Caspian horse caught public attention again when it was rediscovered in 1965 by Louise Firouz, and American born breeder of Iranian horses living in Iran. She maintained that Caspian horses are kind, smart and friendly as well as fast and astonishingly powerful.

Architecture of Mosques

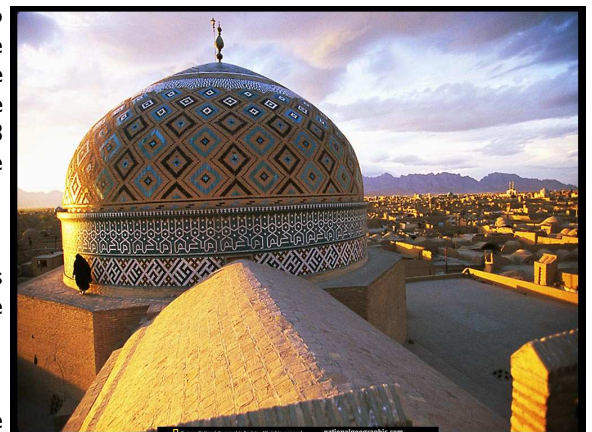
A recognisable Islamic architectural style emerged soon after Islamic rule spread in the Middle East, integrating Egyptian, Persian and Greek elements.

An early example of Islamic architecture may be identified as early as 691 AD with the completion of the Dome of the Rock (Qubbat Al-Sakhrah) in Beit ul Mogaddas. It featured interior vaulted spaces, a circular dome and stylised decorative patterns.

The Islamic conquest of Persia in the 7th century led early Islamic architects to borrow and adopt traditions of the fallen Persian Empire. Islamic architecture thus borrows heavily from Persian architecture and, in many ways, can be called an extension of Persian architecture. The renaissance in Persian mosque and dome building came during the Safavid Dynasty, when Shah Abbas in 1598 initiated the reconstruction of Isfahan, with the Naqsh e Jahan Square as the centrepiece of his new capital.

The distinct feature of Persian domes, which separates them from domes created in the Christian world or the Ottoman and Mughal empires, was the colourful tiles, with which they covered the exterior of the domes.

Reflecting the light of the sun, these domes appeared like glittering turquoise gems and could be seen from miles away by travellers following the Silk Road through Persia. The colours favoured by the Persians were golden, white and turquoise patterns on a dark-blue background. Persian style mosques are also characterised by their tapered brick pillars, large arcades and arches supported by several pillars.



Meymand Village

Man and nature have joined hands to create one of the world's most amazing and extraordinary places in southern Iran.

Meymand village attracts thousands of tourists eager to see its cavern-like houses and experience the traditional rural culture of the region.

The ancient village is located in the southern Iranian province of Kerman, 35 kilometres from the historical city of Shahr – e Babak, which is said to be the birthplace of the founder of the Sassanid Dynasty.

Meymand dates back to the time when the inhabitants of the Persian plateau placed their dead inside crypts carved into mountains. The traditional houses of the village are hewn into the rocks and include corridors, pillars and a stove, which is used for both cooking and heating the home during the freezing winters.



Locals say their ancestors did not use hammer and chisel, but a type of hard pointed stone to carve images into rocks. The method is still practiced in the region today.

Meymand has been continuously inhabited for the past 2000 to 3000 years which makes it one of Iran's oldest surviving villages. Archaeological finds date the site back to 12,000 years or the Middle Stone Age. Excavations have yielded 10,000 year old stone engravings and pieces of earthenware from 6,000 years ago.

Meymand used to be a Zoroastrian settlement and one of its cave units, which is now a museum, was once a fire temple. Some 15 circular stone rooms stand in an area of around 4000 square metres in the village, where skeletal remains and various objects were found. Archaeologists have also found a piece of land three kilometres northeast of Meymand which is filled with fragments of ossuaries decorated with rock-art.

The village has maintained its original architecture and traditions and the language, which has barely changed due to the isolated location of the village, still contains Sassanid and Pahlavi words. The current inhabitants of the village build their cave houses, known as Kicheh, by chiselling six to nine metre horizontal cuts into the hillside's soft sedimentary rock which is soft enough to be shaped by hand and hard enough to support the roof of cave units.

The houses are built one on top of another and accommodate 130 – 150 people, many of whom lead a nomadic life. The houses usually consist of a single square or round room with windows carved wherever possible. Some dwellings are windowless and dark due to the lack of natural light and soot coated walls. Larger houses have more than one room and sometimes an adjacent stable or animal shelter. Thresholds are raised 15 to 20 cm above the ground to keep water from flowing into the alley. In lower units, there is often a trench before the entrance with walls tall enough to accommodate a dwelling unit.

In some parts, the lower units are made in groups so that the entrance trenches of up to five houses open onto a terrace known as a Dalan. Dalans are used for family and social gatherings.

Meymand is believed to be similar to Kandovan village in Iran's East Azarbaijan province, Cappadocia in Turkey and the ancient city of Petra in Jordan.

MEMBERS' MEETING:

'IRAN'S ECONOMY TODAY'

During April's Members meeting we were fortunate to have Mr David Butter, Regional Director Middle East and North Africa at the Economic Intelligence Unit, who gave his review on Iran's economy. A Q&A session followed the speech, during which members could ask questions and voice their opinions. With the Middle East in turmoil, it was useful to note how Iran was riding economic storms.

Mr Butter studied Arabic and Persian at Oxford University and subsequently obtained a masters degree in development economics from Sussex University, formerly he was the editor of the *Middle East Economic Digest*.

The Economist Intelligence Unit is the world's leading resource for economic and business research, forecasting and analysis. They are independent of all governing bodies and corporations, leaving the organisation free to deliver accurate and impartial business intelligence.

Founded in 1946 as an in-house research unit for *The Economist*, the EIU now deliver trusted business intelligence and advice to over 1.5 million decision-makers from the world's leading companies, financial institutions, governments and universities. They also provide governments, multilateral organisations and companies with insights on any given industry, country or market. As part of their service they also offer a unique range of highly respected and reliable services to help you assess and minimise the risks facing your business. Their risk models and early-warning systems can identify actual and potential threats around the world to help companies manage financial and operational exposure.

Further information about the Economic Intelligence Unit can be found at <http://www.eiu.com/public>.



Rt. Hon. Lord Lamont of Lerwick introducing Mr Butter to the audience



David Butter speaking to members and guests



BICC Members and guests listening to the speech

Details of forthcoming meetings can be found on page 29 of this publication or on the online diary at www.bicc.org.uk

MEMBERS' MEETING: 'A PERSPECTIVE ON IRAN'

We were fortunate to hear Mr Ben Wallace MP, the Chairman of the All-Party Parliamentary Group on Iran, who spoke to members at their June Meeting. His critique of Western policy on Iran was clear and frank, if not very hopeful.

He had become Chairman of the All-Party Group when he and a number of members thought it ought to change focus to become more educational for Parliamentarians. To this end, the Group invites a wide range of speakers to its meetings from all walks of life, including diplomats from those countries bordering Iran. The educational programme was to have included a number of visits by UK Parliamentarians to Iran, but few visits had taken place, because of the unwillingness of the Iranian authorities to issue visas regularly.

Since 2010, the Rt. Hon. Jack Straw MP had become co-Chairman. Mr Straw, of course, being a distinguished former Foreign Secretary with a distinctive interest in Iran.

Mr Wallace explained that his views on Iran policy were not necessarily those of his, the present, government.

The West has been distracted from Iran policy by the Arab Spring, which has given the main prominence in policy to Libya and Syria. This has slowed the momentum to strengthen sanctions against Iran – in fact it seems to have stalled.



BICC Deputy Chairman, Alun Evans CMG introducing Ben Wallace MP to guests

Mr Wallace's general view is that sanctions do not work: there has been some economic impact in Iran which is mainly limited to Iran's supply options and the increased cost of imports.

The West is inclined to seek further sanctions on, say, travel to and from Iran and perhaps the oil industry because present sanctions have not succeeded in bringing Iran to negotiations on its nuclear programme. However Russia and China's agreement to new sanctions is probably un-achievable.

If consensus on new sanctions is un-achievable, Mr Wallace anticipates that the US will introduce further sanctions unilaterally, but that it would

attempt to pressurise the companies of other countries into observing them, as it has done in the banking sector and over Iran Air re-fuelling.

Even though Mr Wallace considers that a new unilateral US sanctions regime would have a limited chance of success he sees no Plan B: officials and think-tanks he has attended are at a loss to see what an alternative strategy could be.

Mr Wallace believes that, over the medium term, Iran should be one of our natural partners in the region and that we should be seeking to ensure that Iran becomes a firm friend.

Mr Wallace believes that Iran has a constitution that allows rule by consent: this is a positive aspect of Iran which cannot be said of some other countries in the region.

However, for someone like Mr Wallace, a champion of Iran, the 2009 elections made it harder to argue for a future with Iran in the light of a growing removal of the rule of law.

The West seems to hope that a new spring in the Middle East will role-over to allow some form of development of the Green Movement, but this reflects Western hopes rather than reality, perhaps, and is caught in the inconsistency of Western attitudes in the region. To appeal to Iran more widely, their needs to be more consistency in Western foreign policy overall.

In summary Mr Wallace believes we will see the US pushing for tougher sanctions in the absence of other ideas but that Russia and China will resist these.

Mr Wallace's speech encouraged many wide ranging questions to which he was pleased to give his opinions.



Members and guests listening to the talk

NEW BOARD MEMBER

MR JAWAD KAMEL

On the 15th April an Extra General Meeting was held, during which Mr Jawad Kamel, President of Advance International Transport was elected as a member of the Executive Board of the Company to fill the office vacated by the resignation of Albert Lawrence.



Mr Jawad Kamel is a prominent businessman in the shipping industry, specialising in lifting heavy equipment. He is the current President and CEO of Advance International Transport which Mr Kamel established in the United Kingdom over 40 years ago.

Advance International Transport Inc. is an international freight forwarder and logistics services provider offering specialised project cargo management services.

Their main goal is to provide first class logistics solutions, especially in the project services area by utilising air, ocean, land and rail transport modes worldwide, with a major focus on undertaking projects in the Middle East, CIS and Eastern Europe for major global construction and power consortia.

In 1992, its centre of operations moved to Istanbul, Turkey to provide a more convenient location to serve the growing power and construction industries in the Middle East and CIS.

Advance expanded its freight forwarding operations, opening a CIS branch in 2001, followed by offices in Romania, Azerbaijan, Turkmenistan, Iran and Kazakhstan. With the development of major power projects in the Caucasus, as well as Eastern Europe, the company opened a branch in Sofia, Bulgaria in 2005 to allow it to successfully bid on and secure major projects in the regional power plant construction industry.

Mr Jawad Kamel, founder of the Advance group of companies, has steered Advance International Transport to its present strengths in providing global solutions from any point of origin to any destination with the 107 countries connected by Advance for project management, heavy lift shipping and super-size overland transport. Advance sees a world without borders for project shipping and transport operations.

Mr Kamel's vision is of a complete project transportation package for plant and machinery and freight forwarding on a door-to-door basis. Advance has delivered consignments, from 60,000 to 1,700,000 tonnes, to hundreds of projects worldwide. Advance organises collections from over 600 vendors and manufacturing companies in 72 countries and deliveries to final destination - all with the utmost care for its clients.

The BICC welcomes Mr Kamel to the Executive Board and looks forward to working together to develop the Chamber.



BICC DEPUTY CHAIRMAN ELECTED AS BOARD MEMBER OF CENTRE FOR IRANIAN STUDIES, SOAS



The Editor-in-Chief of the Focus and Deputy Chairman of BICC, Mr Y. Daneshvar has been elected to become a board member on the Advisory Board of the Centre for Iranian Studies (CIS). The CIS is a centre at London Middle East Institute (LMEI) at the University of London, SOAS.



PURPOSE OF THE CENTRE

The Centre for Iranian Studies, (hereafter 'the centre') is an officially constituted centre at the London Middle East Institute (LMEI) at SOAS. The CIS draws on the range of academic research and teaching across the disciplines of SOAS, including Languages and Literature, the Study of Religions, History, Economics, Politics, International Relations, Music, Art and Media and Film Studies.

The Centre organises lectures, seminars and conferences, holds regular film screenings and other events. The Centre is dedicated to promoting high quality research on Iran, including in collaboration with other such centres in the UK, in Iran and internationally. It aims to build cordial relations with the various diasporic communities in London and to showcase and foster the best of contemporary Iranian talent in the arts, music, digital culture and film. Its principal purposes are to:

- Promote research and teaching in the study of Iran, both contemporary and historical, across a range of disciplines at SOAS
- Bring together and publicise the range of work on Iran underway at SOAS, to build synergies between staff working on Iran and to encourage and facilitate fund raising for such initiatives
- Work towards developing an interdisciplinary MA programme in Iranian Studies across the school
- Foster and facilitate links between SOAS and other individuals and institutions in the UK and abroad who are engaged in academic study of Iran across various disciplines
- Develop outreach programmes to disseminate knowledge of Iran to a wider public through a variety of events including workshops, conferences, exhibitions, film and performance arts
- Promote understanding of Iran in all its aspects to involve Iranian communities and diasporic groups and to organise joint events, as and when appropriate.

Membership is open to all academic staff at SOAS with a special interest in Iranian Studies. Associate Membership is open to students at SOAS with an academic interest in Iranian Studies. Individuals outside the School who share an academic interest in Iranian Studies and wish to participate in the Centre's activities, too, may be invited to join the Centre as Associate Members. Such membership does not confer any voting rights, nor allow the Associate Members to be consulted about the selection of a new Centre Chair. An up-to-date list of the current Members and Associate Members will be maintained by the LMEI and will be deposited with the School's Centres and Conference Office.

For further information about the CIS please visit <http://www.soas.ac.uk/iranianstudies/>

BICC ANNUAL AUTUMN RECEPTION 2011

Due to the positive response at last year's reception, the venue for this year's Autumn Reception is once more the House of Commons Member's Room. The event is hosted by Rt. Hon. Lord Lamont of Lerwick and is held annually for members and their guests. It is an opportune moment to network with other members and members of the BICC Board. If you would like to attend (places are limited) please fill out the form below and either post to the BICC office at Victoria Street, fax this page to 020 7233 4442 or scan and email to admin@bicc.org.uk.

ATTENDANCE CONFIRMATION NOTE

(Please tick as appropriate)

I WILL attend and wish to reserve _____ place(s) BICC Membership Ref No: _____

Autumn Reception and Dinner at 7.00pm for 7.30pm, **Friday 28th October 2011**, to be held at the House of Commons, London, SW1A 0PW. A charge of £140.00 plus VAT (20%) for Members and £150.00 plus VAT (20%) for guests is made to cover costs.

NAME(S): _____

COMPANY: _____

ADDRESS: _____

TEL/FAX: _____ E-MAIL: _____

Please choose your method of payment:

I have enclosed a cheque (made payable to BICC) _____ or: Credit Card Payment £ _____

Name on the Card: _____ Visa /Master Card _____

Card No: _____ Expiry Date: ____/____/____

Issue No: (Delta /Switch) _____ Signature: _____

Please tick if you require a receipt _____

NB: An entrance card will only be issued on receipt of correct payment. Cancellation 5 working days in advance otherwise fees will not be refunded. Fees will not be refunded if attendees arrive late or do not stay for dinner.

BICC DIARY 2011

23rd February	Members' Meeting Speech given by Mark Fitzpatrick - "Development of Iran's nuclear industry"
15th April	Members' Meeting Speech given by David Butter, Regional Director Middle East - "Iran's Economy Today"
22nd June	Members' Meeting Speech given by Ben Wallace MP—"A Perspective on Iran"
22nd July	Members' Meeting Speech given by Tom Smith, Export Control Organisation
23rd September	Board Meeting
28th October	<u>Annual Dinner at the House of Commons</u>
18th November	Annual General Meeting

Members will receive invitations for meetings and events closer to the date. The next meeting is highlighted above if members have not received their invitations please contact the BICC office to register for places. Members can also register via our on-line diary of BICC events which is available at www.bicc.org.uk.

 <div style="border: 1px solid red; border-radius: 50%; padding: 5px; display: inline-block; color: red; font-weight: bold;"> 10% Discount to all BICC Members </div> <div style="text-align: right; font-size: small;"> Whale Rock Legal Ltd 4th Floor, 15 Basinghall Street London EC2V 5BR </div>							
<p>We are experienced in dealing with commercial transactions and disputes involving an Iranian dimension.</p> <p>For more information please visit our website at: www.whalerock.co.uk or telephone us on: +44 (0) 207 726 5092 or email us at: nigel.kushner@whalerocklegal.com</p>							
LEGAL	<table border="0"> <tr> <td style="vertical-align: top;"> Outsourced in-House Support </td> <td> <ul style="list-style-type: none"> ■ Support during busy periods ■ Transaction, project and litigation support ■ Effective project management of external lawyers </td> </tr> <tr> <td style="vertical-align: top;"> Specialist Legal Services </td> <td> <ul style="list-style-type: none"> ■ Commodities, shipping & trade finance ■ Sanctions ■ Derivatives and ISDAs ■ FSA compliance ■ Credit control </td> </tr> <tr> <td style="vertical-align: top;"> Traditional Services </td> <td> <ul style="list-style-type: none"> ■ Litigation ■ Corporate/commercial ■ HR/employment ■ Property </td> </tr> </table>	Outsourced in-House Support	<ul style="list-style-type: none"> ■ Support during busy periods ■ Transaction, project and litigation support ■ Effective project management of external lawyers 	Specialist Legal Services	<ul style="list-style-type: none"> ■ Commodities, shipping & trade finance ■ Sanctions ■ Derivatives and ISDAs ■ FSA compliance ■ Credit control 	Traditional Services	<ul style="list-style-type: none"> ■ Litigation ■ Corporate/commercial ■ HR/employment ■ Property
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ACCOUNTING	<ul style="list-style-type: none"> ■ Preparation of financial statements and management of the audit process ■ Operational control and financial management ■ Financial modelling, budgeting and forecasting ■ Bespoke financial databases and reporting systems ■ Technical advisory and IFRS conversions from local GAAP ■ In-house IPO project teams ■ M&A Integration management ■ FSA regulatory and compliance 						
COMPANY SECRETARIAL	<ul style="list-style-type: none"> ■ Compliance packages, which cover: <ul style="list-style-type: none"> o Registered office o Holding and maintaining the statutory register o Preparing and filing the annual return o Filing the annual accounts o Filing of forms regarding notifiable changes ■ Accounts preparation and filing ■ Corporate governance reviews pre-IPO and AIM ■ Attendance at meetings and drafting minutes ■ Company and partnership formations ■ Drafting of shareholders and partnership agreements 						

British Embassy in Tehran

Holidays in 2011

Sunday, 2nd January	In Lieu of New Year's Day
Monday, 21st February	Prophet Mohammad's birth anniversary
Sunday, 20th March	Iranian Year End
Monday, 21st March	Norouz
Tuesday, 22nd March	Norouz
Thursday, 21st April	In Lieu of Good Friday
Sunday, 24th April	In Lieu of Easter Monday
Sunday, 1st May	Royal wedding
Thursday, 16th June	Imam Ali's birth anniversary
Sunday, 21st August	Martyrdom Anniversary of Imam Ali
Sunday, 25th September	In lieu of Imam Jafar Sadeh's martyrdom anniversary
Monday, 7th November	Eid Ghorban
Tuesday, 6th December	Ashoorra
Sunday, 25th December	Christmas Day
Monday, 26th December	Boxing Day

IRANIAN OFFICIAL HOLIDAYS IN 2011 (Holidays & Anniversaries in 1389 (21 March 2010 – 20 March 2011) in Iran

Tuesday 25th January	Arbaeen
Wednesday 2nd February	Prophet Mohammad's death anniversary
Friday 4th February	Imam Reza's martyrdom anniversary
Friday 11th February	Anniversary of Islamic Revolution Victory
Monday 21st February	Prophet Mohammad's Birth anniversary
Sunday 20th March	Oil Nationalisation Day
Monday 21st March	Noruz
Tuesday 22nd March	Noruz
Wednesday 23rd March	Noruz
Thursday 24th March	Noruz
Friday 1st April	Islamic Republic Day
Saturday 2nd April	13th Day of Noruz (Nature Day)
Saturday 7th May	Martyrdom of Hazrat Fatemeh
Saturday 4th June	Imam Khomeini's Death
Sunday 5th June	15th Khordad Uprising
Thursday 16th June	Imam Ali's birth
Thursday 30th June	Prophet Mohammad's Call to Mission
Sunday 17th July	12th Imam's Birth
Sunday 21st August	Martyrdom of Imam Ali
Wednesday 31st August	Eid ul- Fitr (End of Ramadhan)
Saturday 24th September	Martyrdom of Imam Sadegh
Monday 7th November	Eid ul-Adha (Eid Ghorban)
Tuesday 15th November	Eid Ghadir Khom
Monday 5th December	Tassoua
Tuesday 6th December	Ashura



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- Company formation (also UK branch of Overseas Company)
- Property Investment/residence package in Europe
- Inter Company Transfer between overseas and UK operation
- Business visa/Visitor visa

Our qualified immigration advisors are authorized by the Office of Immigration Services Commissioner (OISC)

UKBA conditions and directives apply

Contact us:

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Email: info@immigrationpremium.co.uk

Website: www.immigrationpremium.co.uk

Address: No.101, 1 Olympic Way, Wembley Park, Greater London HA9 0NP



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1. Accountancy for companies, partnerships and sole traders
2. Company formation and branch office registrations
3. Company accounts and tax compliance requirements
4. Forecasting and preparation of business plans
5. Advice on corporate structuring for both trading companies and holding companies
6. UK tax advice, planning and business structuring
7. Cross border tax and VAT advice
8. Domicile issues and tax residence issues
9. Inheritance tax planning
10. Assistance with corporate funding and trade finance including Letters of Credit
11. Assistance with corporate restructuring
12. Assistance with Trade Mark and Patent registrations

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