

# INTEGRA INTERNATIONAL®

Business Advisers With Global Connections  
Global Representation - [www.integra-international.net](http://www.integra-international.net)

## Credits & Debits

October, 2003

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**Integra International®** is an interactive global network of local independent Accounting and Consulting firms dedicated to exchanging information and advising growing businesses and professionals.

Founded in 1994, Integra now has over **99** offices worldwide covering the continents of Australia, Europe, North America, South America, India, Asia and Africa

Adelaide • *Albany* • Amsterdam • *Antwerp* • Aruba • *Augsburg* • Baltimore • *Bangi*  
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Singapore • *Solo* • Springfield • *St. Louis* • Surabaya • *Sydney* • Temecula • *Toronto*  
Tunis • *Vancouver* • Vienna • *Washington* • Zandhoven • *Zurich*

Condolences

Jesus Santamaria



Jesús SantaMaria, from SANPE, in Madrid, Spain, passed away in early August after he had been suffering a painful pancreas cancer in the previous months.

Life has a lot to do with chemistry and mastering the art of mutual respect and friendship. Jesús had a black belt in both disciplines. He was a beacon and a true friend for us here in Europe. All of us who had the privilege to meet him and be honored by his friendship will miss him.

Te echaremos de menos.

He is survived by his wife and daughter.

Conferences

**Buenos Aires is fast approaching:**



**The 5<sup>th</sup> World Wide Conference  
– October 16 - 18, 2003**

All arrangements are set for what should be an exciting event. Our hosts, Riveiro Mary & Asociados have done a great job not only as conference co-coordinators, but as travel agents as well.

The complete agenda and schedule of events is posted in the documents section of our intrAnet where you will find interesting information about

traditional meals, fascinating nature, the world-famous Tango, habits, traditions, wine and lots. Check out the website of Argentina Turismo and glide away to South America...

The professional speaker will be Jon Roberts, the Managing Director of TIP Strategies, Inc. (TIP) in Austin, Texas. He is an international leader in technology-led economic development and a proponent of the “creative class” as a model for growth.

Reports about who danced the last Tango will be reported in the next issue.

**San Diego, California May, 2004**



**Hotel Del Coronado**, located on the charming seaside and bayside island of Coronado will be the highlight of this conference. It is perfect for bicycling or strolling, with a variety of shops, restaurants and sidewalk cafes. With a white sandy beach right at your doorstep, you are just 15 minutes from downtown San Diego and the airport.

### Düsseldorf, Germany June, 2004



*Photo by Ulrich Otte, Düsseldorf Marketing & Tourismus GmbH.*

Lying at the confluence of the rivers Rhine and Düssel, the cosmopolitan city of Düsseldorf enjoys an international reputation as an exhibition city. It is also renowned as the fashion capital of Germany and this is evident on the Königsallee, universally known as 'the Kö', with its elegant boutiques, cafés, restaurants and arcades, situated either side of the old moat.

An initial planning meeting was held in August between Gustav Ufer and Johan de Mey in Düsseldorf. A follow up meeting will be held in December at Eddy Claesen's office in Genk, Belgium. As Integra Europe will celebrate its 10<sup>th</sup> year of existence in 2004, the meeting in Düsseldorf will be a very special event.

### Paris, World Wide Conference October, 2004



Planning has already started. Johan de Mey and Alain Wernert met in Paris in September and have now signed the contract with hotel Le Meridien Montparnasse, a modern hotel located close to the Quartier Latin, in the historic and lively Montparnasse district, the heart of the cultural center of Paris, and just a few minutes away from the Eiffel Tower, Saint-Germain-des-Prés and the Luxembourg Gardens.

The World Wide Conference in Paris will be a "special event" because Integra will be celebrating its 10<sup>th</sup> year of existence.

### New Members and Potential members "in the works"

#### Europe

- Welcome to **Geisselmaier, Mertl & Partner GbR** of Augsburg, Germany, a firm with 7 partners and 26 staff. They are certified auditors and tax consultants. They are the seventh German Integra member and are located in the Bavaria region. Visit their web site at [www.steuerberater-augsburg.de](http://www.steuerberater-augsburg.de)
- **Joan Lliteras** from Barcelona and his new member committee have contacted three firms in Milan, Italy. One of those firms is interested in joining and information has been exchanged.

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- Applications to join Integra have been received from firms in both **Cyprus** and **Beirut** and are being followed up.
  - **Matthias Piaszinski** (Berlin) has made contact with two potential members in Poland.
  - A new contact in **London** was made with ABG (Arram Berlyn Gardner), a company with 8 partners and 70 staff. **Colin Meager** will organize a meeting of all UK members in late October at the MLW office in Birmingham when Tim Bowler and Jonathan Kendal will discuss this issue and expansion plans in general. Details will be announced in the next issue.
  - **Begum Kadioglu** (Istanbul) has submitted her Turkish expansion plan which includes:
    - opening branch offices in Antalya and Ankara, two cities in the highly developed Mediterranean region
    - strengthen their staff with international taxation experts
    - organize a conference in 2004 to inform their clients and potential clients about Integra International. Johan de Mey has agreed to represent Integra International at this conference.

### Americas

- **Baltimore** – Welcome to Glass Jacobson & Associates of Owings Mills, Maryland. They are a full service CPA firm with 7 partners and 32 staff. Check out their web site at [www.glassjacobson.com](http://www.glassjacobson.com)
- **Canada** - Welcome to Eidsvik & Associates, Chartered Accountants. They are a full service CA firm with 1 partner, 1 associate and 6 staff. They have an office in Prince Rupert, BC (near the Alaska panhandle) and Richmond, BC (a suburb of Vancouver). They specialize in the fishing industry and have particular expertise in income taxes.
- An application to join Integra has been received from a firm in **Calgary** and is being followed up.

### Asia

- One of our newest members, **Narendra Rustagi** in New Delhi, reports that he is in touch with a potential new member firm of chartered accountants practicing in Sri Lanka a country in the deep south direction of India. **Atarek Kamil** and **Rohan Kamis** visited Colombo, Sri Lanka on September 15 for the due diligence review to see if they would be an ASNAF Associate. They used to be the AA representative for Sri Lanka.

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## Partners' News and Appointments

- Pedro Rodriguez announces a relocation of his office in Venezuela. Please change your records to the following new address details:

**Rodriguez, Ciano y Asociados**  
Urbanizacion Colinas De Bello Monte  
Centro Comercial Los Chaguaramos  
Piso 14, Oficina 14-6B  
Caracas, Venezuela  
Tel. +58 212 662 83 22  
Fax. +58 212 662 94 2

- Our member in Australia announces that they have changed their name to **SimsPartners** instead of Sims Lockwood. Correspondingly their web site address changes to [www.simspartners.com.au](http://www.simspartners.com.au) and email addresses likewise. The main contact person is Geoff Davis, National Practice Manager. His e-mail is [gdavis@simspartners.com.au](mailto:gdavis@simspartners.com.au)

## Member Handbook and International Directory

- Several members have submitted updated information on their listings in the members' handbook. It is planned that the second edition will be printed in January, so if any firm needs changes made they should be submitted to Richard Purcell. The members' details should be identical in the both the handbook and the new web site.

## Marketing Integra

- Both **Steve Austin** of San Diego and **Ron Salmon** of Dallas recently issued very large proposals involving many other offices of Integra – on both sides of the Atlantic. In both cases, the potential client is seriously considering Integra after being shown our international directory which lists offices in each business center where the client's subsidiaries are located.

## International Business Development and Referrals

- **Georges Haddad** (Geneva) appointed **Riveiro, Mary & Asociados** (Buenos Aires) to become corporate auditors for the local subsidiaries of a multinational group, where his firm acts as corporate auditors. They competed with one Big 4 and another international organization ranked among the following 15 firms.

RM&A succeeded in combining a high quality job with an attractive economic offer. The fact that both firms are part of a global organization encouraged the local management to ask for additional jobs beyond the audit.

- **Ron Borden** (Chicago) has now received a second client referral from **Jonathan Kendal** (London).

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- **Francisco Olmo** of **ABGL, S.L.** (Barcelona) has referred a client to **Dirk Lehmann** of **Wagemann & Partner** (Berlin) to represent him fiscally in Germany for the purpose of handling and negotiating turnovers of stock deposits.
  - **Ricardo Riveiro** (Buenos Aires) has recently referred to **Joan Lliteras** of **ABGL, S.L.** (Barcelona) two different clients from Argentina, who have established four new companies in Spain, where they have the intention of making various investments.
  - Ivan Fucik in Prague was impressed with the **FinPlanAct** products presented at the Vienna conference by **Filip Coppieiers** (Antwerp) and is arranging a private follow up demonstration to his firm. The FinPlanAct web site is up and running (currently only in Dutch, but English and French soon to follow) at [www.finplanact.be](http://www.finplanact.be)
  - There was a gathering of the German Integra members in Nuremberg on September 7 & 8, 2003. Topics discussed included:

Integra expansion plans in Germany,  
Committees and their functions,  
Co-operation and synergies within Germany  
Product displays by Datev representatives.

Full minutes of the meeting are posted in the documents section of our intrAnet.

- During the September 16 Paris Apple Expo, loyal Mac fans, users and evangelists **Johan de Mey** and **Alain Wernert** met to have lunch together and discuss friendship, business ties and the preparation of next year's world wide Integra convention.
- **Bob Gigliotti** of Detroit required transfer pricing and tax treaty advice for a client dealing in Japan, Korea, China, and India so he obtained references from our nearby Integra members. The engagement could lead to audit work in those areas as well.
- **Johan de Mey** found out about the creation of a Belgian subsidiary of a well known Mexican company and asked **Pablo Limon** to research the company, contact them, and provide Johan's firm name as a source for non-audit work in case of conflicts that the auditors, Deloitte's, may have arising out of the Sarbanes-Oxley Act etc. The subsidiary has been established in the town of "Tongeren", which is Dutch speaking Belgium and is rather closely located to Eddy Claesen's practice.
- **Don DeGrazia** in Philadelphia recently got assistance from **Sam Stephenson** in Pittsburgh on the valuation of a rental property in Pittsburgh.
- On September 16 the following message was circulated to all USA members by **Georges Haddad** in Geneva:

Our CPA Firm, GH&P Professional Services Ltd., in Geneva,  
Switzerland is seeking to engage an Audit Manager for a period of 2 to

3 months starting in mid-October to the end of the year, and I am writing to request your aid in seconding of this person.

During his/her time with us, this person will work on auditing a group consolidation prepared in accordance with IFRS/IAS standards as well as setting up the notes to the consolidated financial statements. He/She will have a chance to lead a small, dynamic team, as well as explore new accounting challenges. I am looking for a person with solid US GAAP/IFRS knowledge, and a proven track record of outstanding performance and leadership. The person should have a minimum of 5 years experience in the preparation of the group consolidated financial statements. Accommodation, travel airfare, per diem will be provided.

If one of your Managers would be interested gaining some international experience for a few months, please have them send their résumé to [ghpps@ghpps.com](mailto:ghpps@ghpps.com) describing their experience and qualifications.

- **Ivan Fucik** in Prague recently needed assistance when one of their clients contacted them with tax problem concerning doing business in Texas USA.
- **Eddy Claesen** (Genk) and **Johan de Mey** (Antwerp) are currently working on an audit engagement from **Audit & Diagnostic** (Paris) involving companies in Belgium and Netherlands.

**Web Site**

- A review of all our members’ web sites revealed that almost half of them had no reference and/or link to Integra’s web site. Please review your site for this omission. It will enhance your firm’s image.

**Integra’s Intranet**

- Please have a look at the navigation column on the left side of our intranet’s opening page. There you will see four databases that you can read. If changes are required to the information, please contact your section’s co-coordinator – Susanne Martius for EMEIA members and Richard Purcell for AAA members.

**Future Meetings**

Buenos Aires, Argentina	October 16 – 18, 2003	Worldwide, for ALL members
San Diego, California	May 13 - 16, 2004	Americas
Düsseldorf, Germany	June 4 – 6, 2004	Europe
Paris, France	October 22 – 23, 2004	Worldwide, for ALL members



### Thank You ♦ Congratulations ♦ Bravo!

- **Meager, Woods and Locke** of Birmingham, England are proud to announce the launch of their new web site: [mwlaccountants.com](http://mwlaccountants.com). In connection with the new site the e-mail addresses of Colin Meager and Chris Locke have changed to [colinm@mwlaccountants.com](mailto:colinm@mwlaccountants.com) and [chrisl@mwlaccountants.com](mailto:chrisl@mwlaccountants.com).
- ASNAF members are expanding. **Atarek Kamil Ibrahim & Co** in Malaysia announce that they have opened their 11<sup>th</sup> branch in Kota Kinabalu and **Dr. Soegeng, Junaedi, Chairul & Rekan** in Indonesia announce their 3<sup>rd</sup> branch in Solo.
- One of the founders of Integra International, Richard Glickman, has started a new business in New York City - **FAMILY OFFICE ADVISORS, LLC**, an independent Registered Investment Advisor that provides wealth management counsel to families and individuals. His web site is [www.foallc.com](http://www.foallc.com)
- The **Alliance of Business Lawyers** (ABL) are holding their European conference October 19 & 20 in Prague. One of the topics to be discussed is "The optimization of the European country coverage" in cooperation with Integra EMEIA.
- **Franz Schweiger** (Vienna, Austria) has set up a new company with a local partner in Langenlois, northwest of Vienna, on the way to the Czech Republic, a region which became economically more and more interesting during the last years. Within three years Franz intends to have 5 people working in this new office. Franz is also working on a new member contact in Hungary.

### Business Opportunities for Integra Members

- In July **Franz Schweiger** (Vienna) notified everyone of the following:
  - On 1 July 2003, a new European Union Directive [Directive 2002/38/EC and Regulation No. 792/2002 amending the Sixth VAT Directive (77/388/EEC)] came into force with regard to the levying of Value Added Tax (VAT) on digital sales within the European Union.
  - All companies outside the EU that are supplying certain specified digital goods and services to final consumers in the EU are required to register with European tax authorities by July 2003 to collect value-added taxes (VAT). EU based suppliers of digital goods and services will no longer be required to levy VAT on their sales to final consumers based outside of the EU.
  - Although this Directive attracted considerable attention during its formative stages, many businesses, particularly in the United States, remain completely unaware of its content and implications for their business.
- **Eddy Claesen** and **Johan de Mey** both received personal invitations to attend the yearly Datev Open conference hosted by Datev in Berlin on September 19. The main topic was Basel II implementations and consequences. Datev agreed to visit Johan de Mey and Eddy Claesen in Belgium to discuss the possible

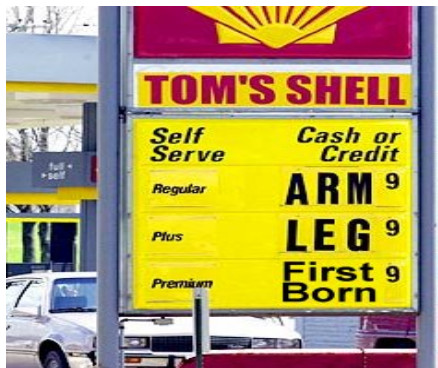
localization of their Basel II related software package "Rating". The congress was a great opportunity to strengthen friendship and business relations. While being present at this meeting with more than 200 participants, Johan, Eddy and **Kai Leisering** (Berlin) had the opportunity to talk with two potential new German candidates from Flensburg and from Nuremberg.

DATEV appreciates very much their contact with our network. Mr. Kempf himself is very interested to be informed about our expansion strategy. It seems that no other network is supported by DATEV in a similar way.

The Datev Open convention is a bi-yearly by invitation only event for their 200 biggest clients. Obviously Integra Germany is now considered as one Datev client and therefore our German partners were all invited. On Thursday evening they had a gorgeous Integra dinner together with Thorsten Stielow, Jurgen Heinrichs, Juergen Hansen & his wife, Eddy Claesen & Johan de Mey. The Datev convention itself on Friday was attended by Jurgen Heinrichs, Juergen Hansen, Kai Leisering, Matthias Piaszinski, Eddy Claesen & Johan de Mey.

- **Rustagi & Co** in New Delhi are getting a lot of enquiries from the India Industrial sector for financing their business ventures by foreign entities. Such financing would offer secured returns better than that available otherwise. Should any member of Integra have clients interested in deployment of funds in India, he may contact Narendra Rustagi.
- Belgium and Spain signed a new double taxation treaty. The Act sanctioning the treaty and its protocol was published in the Belgian Official Gazette of September 22, 2003. The new treaty entered into force on June 25, 2003.

### The Last Laugh



*A truly international situation*

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Credits and Debits is a quarterly publication of Integra International intended to keep its worldwide members informed about what's happening in business consulting around the globe. The editor is Richard A. Purcell, CA, and he can be contacted at: Integra International Administration Office: 1364 Summit Drive Coquitlam, BC, Canada, V3J 5L8. Fax 604-939 1872 North America Toll free telephone 1-877-588-5899  
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Information and news for Europe is also collected by the Integra network coordinator for Europe, Susanne Martius, who can be contacted in Berlin at 49-30-89 38 89-0 or via E-mail: martius@integra-international.net

Susanne is assisted by Kathrin Kuna who can be contacted at 43-1-522-47-811 or kathrin.kuna@bf-consulting.at

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Questions, comments, and additions or suggestions are welcome and encouraged.

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