



aerochemicals

The Dynamic Alliance of International Specialists

THE CHARTER

MEMBERS IDENTIFICATION

FOUNDING MEMBERS

One of the 5 original founding members of Aerochemicals in 2002 (Contec, MagChem, PSA, SherwinBabbCo, Socomore). They have the right to veto as long as they can find another member of any status (beside associated) to support their veto. The president of the association is automatically a member of the founding members. The veto is only valid if the owner of the founding member is physically present at the time of the vote. In case they are no longer privately owner (which means the private owner control more than 50% of the company) they loose the right to veto.

ACTIVE MEMBERS

Any privately owned company joining the alliance. They can veto any decision as long as they have the support of one of the founding members. If they are not longer privately owned they will become an associated member.

ASSOCIATED MEMBERS

Their status is guaranteed to any member which is not privately owned and/or any member who join the alliance as distributor. They have the right to vote but no veto for any decision.

18 June 2009, Roma



Represented by Jack McBride



Represented by Jim McKinney



Represented by Denis Pichet



Represented by Maria Izabel Laczko Gebrael

KEY RULES

- Legal issues are members issues, not Aerochemicals issues.
- It is its members responsibilities to formalize their cross distributions agreement and any other issues.
- Members will always try to foster cooperation with other members. Specially in their area of expertise and legitimate territory.
- Agency fees, if any, are only paid between 2 members as part of a private deal, and never as Aerochemicals'.
- The president of Aerochemicals has to be the owner of one of the founding members.
- The right to veto is carried by the owner (over 50%) of the membership company, and cannot be delegate to anybody else.
- Associated members cannot veto any decision.
- One formal meeting is organized every year.
- If a member misses 2 meetings in a row, he will loose his membership status.
- Any decisions can be vetoed by two members (one has to be a founding member).
- At exhibition, members always exhibit together at the Aerochemicals booth.
- The cost of joining the alliance is equal to a double membership fees the first year.
- All members pay the same membership fees.



Represented by Joël Rivet



Represented by Marc Desvignes



Represented by Frédéric Lescure



Represented by Alexander Shakhmanov

KEY PRINCIPLES



WHO ARE WE ?

Aerochemicals is a dynamic alliance of international chemical specialists in their own specific market.



OUR MISSION

To bring better innovative technical solutions and services to the global aerospace community.



OUR VISION

To create a global business network enabling alliance members to reach their individual market goals and to be recognized as the world wide reference in the aerospace industry.



OUR PLEDGE

With this alliance, our OEM customers will obtain a guarantee that the partners with whom they develop products and technologies will have the capacity to ensure worldwide distribution to airlines and MRO.

KEY OBJECTIFS



TO REACH NEW ACCOUNTS



TO SHARE INSIDER INFORMATION



TO REDUCE OVERALL SALES COSTS



TO HELP EACH BETTER SERVE THE AEROSPACE MARKET

