

<u>Moderator</u>:

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Caterpillar: Committed to compliance in Europe and

overseas

Company Profile

- 2010 sales and revenues of \$42.6B
- Global workforce of 120,000+
- Serve customers in more than 180 countries around the globe
- More than half of our sales are outside the United States
- Manufacturing, marketing, logistics, service, R&D and related facilities along with our dealer locations total more than 500 locations worldwide























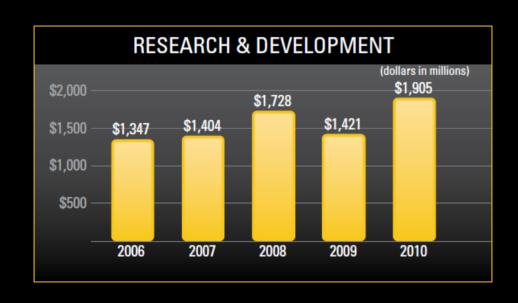






Caterpillar: Committed to compliance in Europe and

overseas



8,000 engineers

Over 350 PhD-level scientists and technology experts

620 patents issued in 2010

Today's Investment dictates Tomorrow's Competitiveness





Caterpillar: Committed to compliance in Europe and

overseas

Caterpillar Belgium S.A. - Gosselies







Industry own initiative in CECE: Our Guides for

identification of non-compliant machinery

 CECE Guides are distributed and promoted by CECE members to the national authorities





Industry own initiative in CECE: Our Guides for

identification of non-compliant machinery

- CECE Guides are distributed and promoted by CECE members
- Technical press and magazines have published articles referring to them
- CECE members have met dealers and rental companies to raise awareness
- CECE national federations have met their authorities to discuss use of guides
- DG Taxud has received copies for distribution to customs authorities



Example from abroad: USA

- Environmental Protection Agency (EPA) Engine emission compliance:
 - Single body EPA responsible for both approvals and enforcement
 - EPA provides standardized documents to customs authorities (forms for importers)
 - EPA uploads all approvals they grant into public domain database
 - EPA implements specific training for customs authorities (e.g. label training)
 - Strong correlation between enforcement objectives and revenues (penalties)
- Personal Water Crafts (PWC) example



What's next for the EU?

- Commission is proposing a ROADMAP for enhancing Market surveillance in the EU
- Includes 3 legislative/financial initiatives
 Some positive points:
 - The role of industry is recognised in the Roadmap
 - A stronger coordination between authorities of different MSs
 - Cooperation between market surveillance and custom is crucial
- Europe is giving itself a chance to act against unfair Competition
- Can examples coming from abroad or own initiatives from industry be considered in the future plans?
- Do authorities and European manufacturers look in the same direction?



Panel of Speakers to discuss this important topics:

Panelists

- Mr Chris Van der Cruyssen, Director General a.i. DG Quality and Safety Federal Public Service Economy – Belgium
- Ms Caroline Edery, Head of Unit Taxud Unit B1 Draft Guidelines for MSA and customs authorities
- Mr Robert Murphy, EFTA MSA Best practices and experience
- Mr Mario Maggiani, EUROMAP
- Mr Urs Widmer, Mettler Toledo, CECIP- Best practice examples from industry