

are trying anything they can to maintain their positions. Under the EEC-treaty a complete system exists of procedural guarantees to remove these obstacles. Articles 85/86 EEC contain, in short, rules which prohibit unfair competition between companies. A special regulation, nr. 17/62 creates the instruments for the EC-commission to supervise the effectiveness of these rules. One of these instruments is the possibility provided for companies to file complaints against other companies, which offend these rules.

The EC-Commission investigates these complaints and decides whether to act against the charged companies or not. Filing complaints is what Viho has done in the past, and will continue to do in the future. Viho has been rather successful doing this.

I shall give you a few examples:

- In 1984 Viho filed a complaint against Tippex (a large manufacturer of manuscript fluids). This company prohibited its official importers and dealers to sell their products to Viho. Viho couldn't as a result of this establish a parallel-import. There was a system of export-bans created by Tippex and imposed on its dealers. Tippex was fined for 400.000 ECU and paid a damage claim to VIHO. Another complaint Viho filed was against Toshiba. Again a large manufacturer refused to sell us their products and again success. Toshiba was fined for 2 million ECU. Viho is preparing a 25 million dollar claim against Toshiba before the national courts. Not only against companies but also against governments Viho is filing complaints.
- The Dutch government issued a law with regard to the free trade in telecommunication machines, without having permission of the European commission that the new law corresponded with the EC-legislation. This permission was particularly important, since - according to some independent distributors- this law confirmed the protected position of the Dutch Telecom Corporation. Two years ago. Viho issued a complaint at the EC against the law.
- A decision has been reached and the EC Commission declared the law unlawful, because of the procedural mistakes made by the Dutch government. As a result of this case Viho is preparing a damage claim against the Dutch government.

(The social value of our business strategy)  
Being a commercial organization, making profit in the long run is the overall corporate objective. Nonetheless, the social value of the activities of Viho and other parallel importers should not be underestimated. In my opinion, this social value is twofold: