



Guaranty Trust Bank (Ghana) Ltd

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“Back-Slash”

Editor Kurt Merki, Snr. CEO of SWISSCHAM AFRICA GHANA

Dear Business Colleagues,

On the 5th of October we had our 4th **BUSINESS COCKTAIL** on the topic: **“Property Development in Ghana & Foreign Partnership”**. The two presenters Mr. A. Brown and Mrs. Y. O. Sowah enlightened the audience on the past, present and future of Ghana's versus Nigeria's Property Development. The areas of main concerns were; land acquisitions, and infrastructural development such as; roads, electricity, water and sanitation seems to be the same problems in both countries. During the discussion time, members and guests were disappointed at the absence of the Sector Minister or any Government representatives to answer impingement questions or to give explanations. This has been the second time were Ministers have confirmed their presents or delegated a representation and had not turned up. The CEO and the President of the Chamber had promised to clarify this matter with the necessary Government Authority. We sinisterly apologize for this unfortunate situation.

On the happier side, I hope you will enjoy our photo gallery on pages 3- 6 of our 5th October event.

WHAT`S UP?

MAY 2011

- **GHANA-NEWS**
- 11th May Business Cocktail
- @ Best Western Hotel Airport
- @ 6-9 pm
- Topic: CH-GH Agric - Business

JUNE 2011

- **GHANA-NEWS**
- 21st June Business Cocktail
- @ Golden Tulip Hotel
- @ 6-9 pm
- Topic: CH-GH Banking - Business

JULY/AUGUST 2011 (Holiday season)

- **GHANA-NEWS** (one issue)
- New Membership Registration
- Individual Think-Tank Meetings

SEPTEMBER 2011

- **GHANA-NEWS**

OCTOBER 2011

- **GHANA-NEWS**
- 5th October Business Cocktail
- @ LA-PALM ROYAL BEACH HOTEL, Labadi
- @ 6-9 pm
- Topic: Property Development in Ghana

“Forward-Slash”

Match Making Corner!



If you are looking for a business partner, a service, or for something to sell or to buy, (also for private & domestic requests) this is the corner you can as **Member advertise @ NO cost!**

Looking for PARTNERSHIP

A registered & paid-up Member of the SWISSCHAM AFRICA GHANA is looking for a partner in the FRUIT JUICE PROCESSING INDUSTRY IN GHANA.

Contact: +233 20 815 0779

E-mail: snfodjo@yahoo.co.uk

Project Pre-financing

A registered & paid-up Member of the SWISSCHAM AFRICA GHANA

Is looking for private Project Pre-financing at very attractive terms.

Contact: + 233 24 648 8119

E-mail: ygllover@yavraglover.com

Looking for Kitchen Manufacturer

Multinational Real-estate Company, looking for large scale Kitchen Manufacturer. Offers NOT later than 6th May 2011.

Contact: papimerki@yahoo.com

4-Bedroom house with 5-Bathrooms for rent

At Mayfair Estate Upper Airport Hill.

Price: US\$1,500 per month

Availability: Now!

Contact: papimerki@yahoo.com

NEW!

In order to maintain confidentiality, we have created the following e-mail address:

papimerki@yahoo.com

Your contacts will then be forwarded to your interested party! **Free for members only!**

Our next and final event before the end of the year is our **SWISS-GHANAIAAN BUSINESS WEEK**, which comes on from the 27th November – till 4th December 2011. The details of the 3-major programmes are shown on pages 10-12 of this Newsletter. On page 13 are “**TICKET PRICES**” and the sales outlets, where you can obtain the tickets. Finally on page 14-15 we offer especially Swiss or Swiss-Ghanaian companies to come and sponsor our event. I can 100% promise it’s going to be a exiting week which offers the opportunity to every member and non member to be fully engaged in “**NETWORKING**”, especially with those who are coming from our SWISSCHAM AFRICA SWITZERLAND Headquarter.

On page 7 - 9 is an internet articles entitled: “**THE POWER OF NETWORKING**” which will give you a better understanding of what is all about effective “**NETWORKING**”

Finally lets ALL come together and make the **SWISS-GHANAIAAN BUSINESS WEEK** a real success story. After all it’s the Swiss through the Basel Mission who started over 200 years ago its first contact between Ghana and Switzerland. Moreover both Presidents of Ghana from the past (NPP) and the present (NDC) Government have visited Switzerland, in expectation to draw more Investors from Switzerland to Ghana. ***I believe both countries have enjoined the good and challenging times with each others. So let`s show our solidarity !***

Thank you!

For the best, stay blessed!

SWISSCHAM AFRICA GHANA

Kurt Merki, Snr. CEO

Continue from page 1

WHAT`S UP?

NOVEMBER/DEC. 2011 (Holiday season)

- **GHANA-NEWS**
- **28th November : Beginning of “SWISS GHANAIAAN BUSINESS WEEK” Interaction with Swiss Investors and Business Partner @ FIESTA ROYALE Hotel @ 6-10 pm**
- **Topic: Networking Through Trade Exhibition**
- **30. November Green Christmas Concert @ National Theatre @ 6.00 pm - 10 pm**
- **Topic: Networking Through Music & Culture**
- **3rd December “GALA NIGHT” @ MOEVENPICK Ambassador Hotel @ 7 – 12 pm**
- **Topic: Networking Through Entertainment**

Note: Kindly start lobbying for Swiss-Ghanaian interested partners for the one week ‘**SWISS GHANAIAAN BUSINESS WEEK**’ starting from 28th December- to 3rd December 2011.
Contact: papimerki@yahoo.com
Or Mobile: +233-20-809-2500



The Audience during the presentation



Welcome address by Dr. Omaboe



Visitors from Switzerland Wils & Alice



A visitor from Malaysia



Mr. A. Brown, @ his presentation



A new generation of CEO's



Attentive listeners



Madam Y.O. Sowah @ her presentation



Mr. Moataz El HOUT, News Nestle CEO (left)

PRESENTATIONS



Mr. David Hampton, CEO of Elesca Engineering concerned about the low property rate



Mr. A. Brown, give useful answers!



Our Malaysia visitor shares his experiences



Mr. Oko Omaboe, CEO of NOWAK Ltd. Making useful contribution for a better organized Property Developed Industry



Mr. Torgbe Mensha, founder of GREDA expresses his concern that almost everything for the building industry is imported.



Dr. Juliette Tuakli

Mr. Binder, CEO of Simbin's Furniture wants very home in Ghana have quality furnishings



Mr. K. Merki, CEO of the SWISSCHAM GHANA Interviewing Mr. Teo Montero of MCL



Yee... the problems are too many....!



Dr. Juliette Tuakli, making her contribution

Q & A



Mr. Gazi Khan, CEO of PANALPINA (GH) Ltd.



Mrs. A. Quayson, Councilor at Swiss Embassy



Mrs. Lusille D. Amoako, CEO of LDA Ltd.



Mrs. Nanna Beausoleil, CEO of Nasmon Realty



Dr. & Mrs. Ilogu, CEO of BEAVER Clinic Ltd.



Mr. Oko Omaboe, CEO of NOWAK Ltd.



Mr. President can you show us...



Mr. Lucas Brauchbar, (former CEO of the SWISSCAHM GH) CEO of Pelikan Properties Ltd.



Mr. Adotei Brown, CEO of Deweger, Grueter, Brown & Partner. The 50th Member of the SWISSCHAM AFRICA GHANA



NETWORKING & FRENDSHIP

The **POWER** of Networking

By Robyn Henderson - Australian Institute of Management



The **POWER** of Networking (extract)

Great networkers make great leaders because they have unlocked the potential of networking in their busy lives. They have created simple systems that enable them to connect with others, stay connected and create valuable lifetime connections with key players, spheres of influence and other master networkers.

Great networkers are not born, they are created. And it need not be a complex process. The great news is that anyone can improve their networking and influencing skills. The networking world is open to everyone, without exception, as long as your networking values are strong, ethical and transparent. This chapter will show you how to create and maintain strategic alliances and mastermind groups and become a master networker who positively influences many connections within valuable networks.

Many people think that networking is something that you do, rather than a way that you live. Networking is a life skill, rather than something you do only when you want something.

The basic principles of networking discussed here are based on the following three universal laws:

- The law of abundance. There are plenty of opportunities for everyone – plenty of ideas, clients, customers, jobs and so on. Just because your diary is empty does not mean that there are no opportunities around. Great networkers believe in an abundance of opportunities.
- The law of reciprocity. What you give out comes back tenfold. If you give out help, you get back help; give out love, you get back love; give out information, you get back information. The challenge, of course, is that although for you the giving is instant and in the short term, the receiving may not happen for some time. Also, what is returned may not come from the person to whom it was given. However, great networkers believe firmly that what you give out comes back tenfold.
- The law of giving without expectation. This occurs when you give without an expectation of receiving something. You do something for someone not to get something back, but because you want to help them achieve their goal.

Great networkers also make heart-to-heart connections with people when they talk to them. They listen with their hearts as well as their ears – they are totally focused on the person in front them, regardless of whether they think that person could be a prospect, client, new friend or just someone to add to their network. They realize that every person they connect with forms part of their networking jigsaw, and every stranger has the potential to become an important connection within that network.

Great networkers network ethically, professionally and courteously – aware that every best friend was once a perfect stranger, and that you never know who that stranger in front of you actually has in their network. The basic philosophy of great networkers is to treat everyone the way they would like to be treated.

DON'T MISS THE
SWISS-GHANAIAAN BUSINESS WEEK
From : 27th November till: 4th December 2011
Call: 020-809-2500 E-mail: papimerki@yahoo.com





SWISSCHAM - AFRICA GHANA

Member of the European Network EBCAM

Wirtschaftskammer Schweiz - Afrika
Chambre Economie Suisse-Afrique
Camera Economica Svizzera-Africa

The **POWER** of Networking

By Robyn Henderson - Australian Institute of Management

The **POWER** of Networking

The more people you know, the more people you can influence, either positively or negatively. People who work at developing strong clusters of networks across a broad cross-section of interests, age groups, demographics and cultures can often wield enormous positive or negative influence. These people are often referred to as master networkers and spheres of influence.

One of the challenges in our time-poor society is that many of us can't be bothered investing the time required to work at and create new networks. It is so much easier and a great time saver to stick to the networks that we know and feel comfortable with. Our comfort zone becomes very safe and non-threatening. However, it is also very limiting and the potential for influencing large numbers is almost nonexistent – unless our smaller networkers are themselves filled with key spheres of influence who can network on our behalf.

One definition of people who are spheres of influence is 'someone who knows a little bit about a lot of things and a lot about one or two areas'. They often specialize in one area, while having a good general knowledge of many areas. They are very good at keeping in touch with their networks, they remember what is 'special' and unique about individuals, and they are generally extremely good communicators.

Smart networkers work at creating relationships with spheres of influence; they know that a positive word about them from one of these key players carries a lot of weight and influence. Bill Gates has spoken of a trilogy of trust – the trust that one person has in another, that is then passed on to the third party.¹ For example, Bob knows, likes and trusts Sue, who knows likes and trusts John. Based on this two-way trust, Bob will be open to discussions or possible connections with John, even though John has never previously had contact with Bob.



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see SIMBINS first"*

The **POWER** of Networking

By Robyn Henderson - Australian Institute of Management



**Investment advisers &
financial management
consultants**

**Contact: +233 (0) 20
817 8861**

**E-mail:
rknartey@krongh.com**

**Website:
www.krongh.com**



Networking with Integrity

The power to influence others is highly regarded and rarely abused by ethical networkers. This is one of the main reasons why building networks takes time, effort and, most of all, sincerity. Master networkers can smell insincerity from a mile away; they quickly identify people who want to use them, use their good name and benefit from associating with them.

It goes without saying that networking and influence are more effective when coupled with ethics and morals. Often when I am faced with a 'will I, won't I?' dilemma (for example, 'Is this a good career or business move or might it come back to bite me?'), I take what I call the Sydney Morning Herald test (substitute the name of your favorite daily newspaper): If this incident or situation appeared on the front page of the Sydney Morning Herald, would I be embarrassed in any way, and would I need to do some serious explaining to my family and friends? If the answer is yes, I don't do it. Why? It takes years and years to build your reputation and good name, whether you are an employee or an employer – why risk your good name on anything that might, even remotely, be or be perceived to be unethical, illegal or lacking integrity. (Though, as an observation, our newspapers and magazines would have nothing to write about if everyone asked themselves the Sydney Morning Herald question before taking action!).

Networks aren't for sale!

One of the quickest ways to damage your reputation is to treat your connections, or those of others, as a short-term, saleable item.

Many people try to take short cuts by buying their way into, or paying for access to an established network, usually for sales purposes. 'Buying a network' is rarely successful, and can result in the people within the network resenting both the seller and the person who 'sold' the network. I am sure that you, like me, have accepted an invitation from someone you know through your network to attend a social event or supposed business meeting, only to find that you are there to be 'sold to' – usually by an unknown third party. You may well be interested in the third party's product or service. The point is that you are there under false pretences. Please note that I am not saying you should never try to gain access to an existing network, whether for direct sales purposes or to create and build relationships with a target group. What is important is how you do so. The following are some guidelines to help you do so without jeopardizing your reputation with potential clients.

To be continued in November/December Newsletter!

SWISS GHANAIAN BUSINESS WEEK



PROGRAMME

Purpose: **SPECIAL BUSINESS COCKTAIL** & Trade Exhibition

Date: **Monday 28th November 2011**

Location: **Fiesta Royal Hotel**

Time: **6 – 10 pm Prompt**

Topic: **Networking Through Trade Exhibition**

AN EVENT YOU WILL MEET NEW PARTNERS!

- Refreshments & Welcome address by the President of the SWISSCHAM AFRICA GHANA Dr Nortey Omaboe 6 – 6.30 pm.
- Introduction of the visiting SWISS- GHANAIAN Delegation from SWISSCHAM AFRICA SWITZERLAND By the Vice President Mr. Peter Hartmann 6.30.till 7 p
- Address by the Minister of Trade & Industry Hon Hanna Tetteh 7.30 till 8 pm
- Opening of Trade Exhibition
- Cocktail and Networking till 10 pm

Coordinator: Mr. Kurt Merki, Snr. CEO of the SWISSCHAM AFRICA GHANA

Note: Programme is subject to change!

SWISSCHAM AFRICA GHANA NEWS – OCTOBER 2011

10



FIESTA
ROYALE
HOTEL - ACCRA

SWISS - GHANAIAN BUSINESS WEEK



SWISSCHAM - AFRICA GHANA
Member of the European Network EBCAM

Wirtschaftskammer Schweiz - Afrika
Chambre Economie Suisse-Afrique
Camera Economica Svizzera-Africa

PROGRAMME

Purpose: **GREEN CHRISTMAS CONCERT** & Trade Exhibition

With Artists from Switzerland, Germany, UK & Ghana

Date: **Wednesday 30th November 2011**

Location: **National Theater**

Time: **6 – 10 pm Prompt**

Topic: **Networking Through Music & Culture**

AN EVENT YOU CAN'T MISS!

- Opening of Trade Exhibition 6-7 pm
- **GREEN CHRISTMAS CONCERT** with Artist from Switzerland, UK and Ghana (Special Programme) 7 – 9 pm
- Welcome address by the President of the SWISSCHAM AFRICA GHANA Dr Nortey Ombaoe
- Cocktail and Networking till 10 pm (For VIP Tickets only)

MC: Mr. Kurt Merki, Snr. CEO of the SWISSCHAM AFRICA GHANA

Note: Programme is subject to change!



ENJOY
MONTHLY LIFESTYLE MAGAZINE
ACCRA • TEMA • KUMASI • TAKORADI • CAPE COAST

First
CATERING

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SWISS GHANAIAN BUSINESS WEEK



PROGRAMME

Purpose: **GALA NIGHT** Dinner & Trade Exhibition

Date: **Saturday 3rd December 2011**

Location: **Moevenpick Ambassador Hotel**

Time: **7 – Might night**

Topic: **Networking Though Entertainment**
AN EVENT YOU WILL NEVER FORGET!

Opening of Trade Exhibition with welcome drink 7 pm -7.30 pm

• Buffet Dinner 7.30 pm - till 9 pm

• Welcome address by the President of the SWISSCHAM AFRICA GHANA Dr. Nortey Omaboe & the Vice President of the SWISSCHAM AFRICA SWITZERLAND, Mr. Peter Hartmann & Spec. Guest Of Honor

Entertainment Programme

with International & Local Artists (Special Programme)

- Classical Concert with Opera Music & Songs 9 pm – till 9.30 pm**
- Fashion Show by BM- Fashion House 9.30 pm till 10 pm**
- Hip-life Artists from Ghana 10 pm – till 10.30 pm with **BUK BAK****
- Networking Through Dancing 10.30 pm – till Midnight**

MC: KSM

Note: Programme is subject to change!





SWISSCHAM - AFRICA GHANA
Member of the European Network EBCAM

Wirtschaftskammer Schweiz - Afrika
Chambre Economie Suisse-Afrique
Camera Economica Svizzera-Africa

TICKET PRICES

SWISS-GHANAIAAN BUSINESS WEEK

27TH November – 4th December 2011

TICKET PRICES

SPECIAL BUSINESS COCKTAIL – EXHIBITION
With “Roll –Up” display stand for members **FREE**



GALA NIGHT- Exhibition-Welcome Drink-Dinner-Entertainment Show
(Of Classical Opera Songs/Music-Fashion Show-Hip-life Artists) Dancing

GREEN CHRISTMAS CONCERT - VIP- FRONT SEAT & COCKTAIL

TOTAL

SPECIAL PACKAGE PRICE TILL 31ST OCTOBER

Note: The Discount is only for 50 Members and 200 NON Members)

OTHER TICKET PRICES FOR:

GREEN CHRISTMAS CONCERT- GFL-BACK SEAT

GREEN CHRISTMAS CONCERT- GALLERY SEAT

TICKET SALES OUTLETS:

Tickets from: GTBank, Airport Branch - Koala – Maxmart – Silverbird Bookshop at Accra Mall - BM
opposite Plant Pool. (Discounted & Membership tickets only from BM)

Helpline: 020-809-2500 or 024-421-3736

Members:

GHC 80

GHC150

GHC 50

GHC280

GHC200

Members/NON Members

GHC40

GHC20

NON Members

GHC150

GHC250

GHC100

GHC500

GHC400

sponsorship proposals

gold & silver

gold – benefits

- Sponsors ' logo on roll-up adverts, posters and flyers
- Sponsor's logo on all TV- radio and newspaper adverts
- Sponsor's logo in the event booklet and all programmes
- Sponsor's logo in November/December SWISSCHAM AFRICA GHANA Newsletter
- Sponsor's logo on GREEN CHRISTMAS CONCERT DVD for sale

cost US\$6,000 (six thousand)

silver – benefits

- Sponsor's logo in the event booklet and all programmes
- Sponsor's logo in November/December SWISSCHAM AFRICA GHANA Newsletter
- Sponsor's logo on GREEN CHRISTMAS CONCERT DVD for sale

cost US\$1,000 (one thousand)



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Chambre Economie Suisse-Afrique
Camera Economica Svizzera-Africa

roll-up – poster & flyer

contact 020-809-2500



INTERNATIONAL STARS
@ X'MAS CONCERT & GALA NIGHT

SWISS GHANAIAAN BUSINESS WEEK

27th November – 4th December 2011
Tickets: Kente – Muesant – Silverbird Grandson Plaza Mall
GTBank – Airport Branches & SWA – respective Flight Pools
Help Lines: 020-809-2500 – 024-421-3736



SWISSCHAM - AFRICA GHANA
Member of the European Network EBCAM

NOTE: Discounted & Membership tickets only from BM



MA-JAY BUK-BAK
@ GALA NIGHT



SPECIAL BUSINESS COCKTAIL
& Business Exhibition
28.11.2011 @ 6-10pm
@ Fiesta Royal Hotel



TICKET GHC 150

GREEN CHRISTMAS CONCERT w. Int. Stars
& Business Exhibition
30.11.2011 @ 7-10pm
@ National Theater



TICKETS: GHC 100/40/20

GALA NIGHT – Dinner Dance
Fashion - & Int. Entertainment Show
03.12.2011 @ 7 pm - till Midnight
@ Moevenpick Ambassador Hotel



TICKET GHC 250

Sponsors:

SWISS GHANAIAAN BUSINESS WEEK
27th November – 4th December 2011
Tickets: Kente – Muesant – Silverbird Grandson Plaza Mall
GTBank – Airport Branches & SWA – respective Flight Pools
Help Lines: 020-809-2500 – 024-421-3736

INTERNATIONAL STARS
@ X'MAS CONCERT & GALA NIGHT

MA-JAY BUK-BAK
@ GALA NIGHT

SPECIAL BUSINESS COCKTAIL
& Business Exhibition
28.11.2011 @ 6-10pm
@ Fiesta Royal Hotel

GREEN CHRISTMAS CONCERT w. Int. Stars
& Business Exhibition
30.11.2011 @ 7-10pm
@ National Theater

GALA NIGHT – Dinner Dance
Fashion - & Int. Entertainment Show
03.12.2011 @ 7 pm - till Midnight
@ Moevenpick Ambassador Hotel

TICKET GHC 150

TICKETS: GHC 100/40/20

TICKET GHC 250

Sponsors:

poster A3

SWISS GHANAIAAN BUSINESS WEEK
27th November – 4th December 2011
Tickets: Kente – Muesant – Silverbird Grandson Plaza Mall
GTBank – Airport Branches & SWA – respective Flight Pools
Help Lines: 020-809-2500 – 024-421-3736

INTERNATIONAL STARS
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30.11.2011 @ 7-10pm
@ National Theater

GALA NIGHT – Dinner Dance
Fashion - & Int. Entertainment Show
03.12.2011 @ 7 pm - till Midnight
@ Moevenpick Ambassador Hotel

TICKET GHC 150

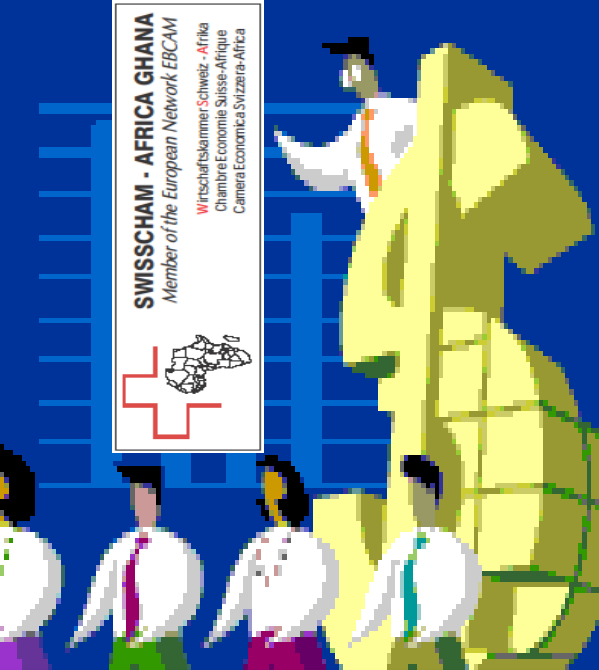
TICKETS: GHC 100/40/20

TICKET GHC 250

Sponsors:

flyer A5

roll-up advert size: 85 x 200 cm



REGISTER NOW!

For the biggest

BUSINESS NETWORKING

Event in Ghana from

27th NOVEMBER till
4th DECEMBER 2011
@ the newly opened



Ambassador Hotel Accra

Contact: papimerki@yahoo.com

Mobile: +233-20-809-2500

What's New?



MÖVENPICK

Ambassador Hotel Accra

"SWISS-GHANAIAAN BUSINESS WEEK"

Green Christmas in Ghana!

We are presently planning with our Head Office SWISSCHAM AFRICA SWITZERLAND and the Management of "MÖVENPICK" the newly opened Ambassador Hotel, and LUFTHANSA/BRUSSEL a **"SWISS GHANAIAAN BUSINESS WEEK"** from 27th November till 4th December 2011

We expect Swiss and Ghanaian Business Entrepreneurs from Switzerland to come to Ghana for an exiting event, when on the 28th November 2011 the **"SWISS GHANAIAAN BUSINESS WEEK"** will open with a **"Business Cocktail"** and with its highlight on the 3rd of December 2011 when we expect a 550 Business Community from Switzerland and Ghana to gather together for a **"GALA NIGHT!"** The main focus is on **"BUSINESS NETWORKING"**. The programme will also bring together great entertainment artists from Switzerland and Ghana. This is to promote tourism between to two countries. Members will pay for *both* events as a package US\$100 (one hundred) and NONE Members will pay US\$200 (two hundred) *Reserve a seat NOW* by calling: +233-20-809-2500 or E-mail to: papimerki@yahoo.com

At this stage it is only an appetizer for an exiting event in promoting **"BUSINESS NETWORKING"** among SWISS-GHANAIAAN and any other likeminded business partner! At the same time you may invite a friend or family member to visit you in Ghana and take advantage of a good offer flight- and entertainment.

Request for our special brochure for the **"SWISS GHANAIAAN BUSINESS WEEK"** to e-mail: papimerki@yahoo.com

REGISTER NOW!

Will
YOU
be
OUR
SPONSOR?
Great
reward
awaits YOU!

Talk to US
by calling
hotline

+233-20-809-2500

or mail to:

papimerki@yahoo.com

MÖVENPICK

Ambassador Hotel Accra



Business class offer:

US\$5,950 (single room 1-person) **US\$5,145** (double room 2-pers. each)

Includes:

- Business class LUFTHANSA/BRUSSEL flight from Zurich-Accra-and back.
- 7 Nights @ **5-Star Hotel** standard single- or double room with buffet breakfast.
- Participation @ **BUSINESS COCKTAIL** on Monday 28th November 2011
- Participation @ **THE GALA NIGHT** on Saturday 3rd December 2011
- SWISSCHAM AFRICA GHANA arrangement for Business Networking
- Optional tours as per special offer!

Booking: Latest: 01.09.2011

Payment: Latest: 01.11.2011

Contact in Switzerland: Flavia Robin

Mobile: 076-386-41-35 (Text only)

E-mail: rofl@swiss.com

Contact in Ghana: Kurt Merki, Snr.

Email: papimerki@yahoo.com

Mobile: 020-809-25000

Note: If you choose to lodge somewhere else, the event package is for:

Business class: US\$4,200 (Excluding Hotel cost)

Economy class: US\$41,700 (Excluding Hotel cost)

Fare prices may reduce, if a larger group will emerge

Tours & Entertainment Special Offers

We offer during your stay the additional options:



Tour 1

Accra City Tour & Courtesy call on the President of Ghana

Date: Tuesday, 29.11.2011

Time: open

Cost: US\$20



“Green Christmas Concert”

Artist of classical music from Switzerland & Ghana showing in a Pre-Christmas concert their skills from various composers around the world including Swiss and Ghanaian composers.

Date: Wednesday, 30. November 2011 **Venue:**

National Theatre Accra **Time:** 7.30 pm –till 10 pm

Cost: US\$40 including an aperitif.



Tour 2

Aburi Botanical Garden & Akropong, where Swiss Missionaries worked almost 200 years ago!

Date: Thursday 1.12.2011

Time: 11 am till 4 pm.

Cost: US\$80 including Lunch



Tour 3

Akosombo Dam man made world's largest dam.

Date: Friday 02.12.2011

Time: 10 am till 4 pm.

Cost: US\$100 incl. Lunch

Note:

We only undertake this 3-Tours, if we have at least 20 people.

Programme and prices are subject to changes!

SWISSCHAM AFRICA GHANA NEWS – OCTOBER 2011

FIESTA ROYALE

HOTEL - ACCRA

A PREFERRED HOTEL GROUP PARTNER

Welcome to
Fiesta Royale Hotel, Accra

Spacious and functional bedrooms
Well appointed chalets surrounded by beautifully landscaped gardens
Conference facilities and packages tailored to meet your needs
The choicest foods and drinks

All these available at the Fiesta Royale Hotel at competitive rates

Come and experience a Sterling Service and a Unique Experience!

FIESTA ROYALE

HOTEL - ACCRA

A MEMBER OF

Head Office: 8400-000, North Star/rofl, Accra, Ghana
PMU 10.3 Carpenters, Accra
Tel: (233-30) 2740 811 Fax: (233-30) 2587 056
Email: info@fiestaroylehotel.com
www.fiestaroylehotel.com

Economy class offer:

US\$2,950(single room 1-person)**CHF2,500**(double room 2-pers each.)

Includes:

- Economy class LUFTHANSA/BRUSSEL flight from Accra-and back.
- 7 Nights @ **4-Star Hotel** standard single - or double room with buffet breakfast.
- Participation @ **BUSINESS COCKTAIL** on Monday 28th November 2011
- Participation @ **THE GALA NIGHT** on Saturday 3rd December 2011
- SWISSCHAM AFRICA GHANA arrangement for Business Networking
- Optional tours as per special offer!

Booking: Latest: 01.09.2011

Payment: Latest: 01.11.2011

Contact in Switzerland: Flavia Robin

Mobile: 076-386-41-35 (Text only)

E-mail: rofl@swiss.com

Contact in Ghana: Kurt Merki, Snr.

Email: papimerki@yahoo.com

Mobile: 020-809-25000



Arlette Hock-Violin



“Green Christmas Concert”

Artist of classical music from Switzerland, UK, Germany & Ghana showing in a Pre-Christmas concert their skills from various composers around the world including Swiss & Ghanaian composers.

Arlette Hock, studied under her Father Prof. Wolfgang Hock, at the Government University of Music in Karlsruhe Germany. After her First Degree she continued her studies under Prof. Wolfgang Marschner at the Music Academy Freiburg in Breisgau, Germany.

Today, Arlette Hock, plays in may famous Orchestras as the Leading Violinist, such as; „The Tonhalleorchester Zurich“ - „Opera Zurich“ and „Zurich Kammerorchester“.

Her passion is chamber music and she plays in many different Ensembles. Furthermore she plays as Violinist soloist with „Festival Strings Lucerne“, „Baden-Badener Philharmonie“ and as well at the „Camerata Zurich“ where she plays as 2nd Concert Leading Violinist.

CDs:

- Zigeuner- und Wiener Kaffeehausmusik: Arlette Hock, Violine, Felix Gubser, Klavier
- Konzertante Sinfonien für Violine, Oboe und Orchester Arlette Hock, Violine, Kurt Meier, Oboe
- Mario Beretta: The Alphorn and the Sea. Musikszene Schweiz MGB CD 6186.

CDs available at:

arlette.hock@gmx.ch



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Bernadette
Sialm Soprano



“Green Christmas Concert”
Artist of classical music from Switzerland, UK, Poland, Germany & Ghana showing in a Pre-Christmas concert their skills from various composers around the world including Swiss & Ghanaian composers.

Born and raised in a family of musicians in Switzerland, near Basel, soprano Bernadette Sialm received her first violin and piano lessons at the age of six. After finishing high school, she completed her studies in music and solo vocals at the Music Academy in Basel and in Zürich, Switzerland as well as in Freiburg in Breisgau, Germany. She was a member of the Swiss Opera Studio (Prof. Carol Smith, Zurich) and graduated with her diploma for concert opera. Concurrently, having successfully completed her teacher's diploma at the Music Academy of Basel, she attended the soloist class with Prof. Verena Schweizer, which she concluded with her concert diploma.

Since then numerous engagements have seen the international soloist perform in many concert halls and opera houses around the globe, including the Municipal Theatre of Bern, Switzerland, the Concert Hall in Freiburg in Breisgau and at the Lake Constance Festival in Germany, as well as in France and Austria. The soprano has also participated in several world premieres. She was, for example, the soloist in the world premiere performance of Psalm 137 "We sat and wept by the streams of Babylon" by Swiss composer F.Th. Fröhlich from the year 1827, which was broadcast by Radio DRS 2.

Bernadette Sialm attended master classes in the U.S., Germany and Sweden, with Joan Sutherland, Klesie Kelly, Carol Smith, Elisabeth Glauser, Beata Heuer-Christen, Jakob Stämpfli and Friedrich Gürtler. Various radio and CD recordings complete her versatile artistic activity.

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Kennedy Dankwah Ghana's # ONE Baritone



“Green Christmas Concert”
Artist of classical music from Switzerland, UK, Germany & Ghana showing in a Pre-Christmas concert their skills from various composers around the world including Swiss & Ghanaian composers.

The Ghanaian Baritone was born in Accra to a mother who was very musical. At a tender age of nine (9), he had already started singing in children's choir, mostly playing the leading role. However, his passion to sing became a duty call when he joined the **“Winneba Youth Choir”** (Ghana's famous Youth Choir) in the year 2003. He knew of another Ghanaian Bass-Baritone named Kweku Yeboah, who became his inspiration when in 2004 the above mentioned Choir performed excerpts from the Messiah by G. F Handel with the Ghana National Symphony Orchestra (GNSO). From that time, he had assumed a leading role in concert with the choir performing solo works and getting engaged elsewhere for the same duty. In October, 2005 he joined a group of friends who wanted to pull talents together with unity of purpose, and became a founding member of a famous quartet group known as the **“Harmonious Quartet”**. In 2006, he made his concert debut as Bass in G. F Handel's Messiah with the GNSO. The following year saw the **“Harmonious Quartet”** grow into a choral group known as **“The Harmonious Chorale-Ghana”**, which he again was very instrumental in its formation. During that time, he met Mr. Kurt Merki, Snr. who aside offering him a fatherly guide and care, also offered to be his manager and giving him singing lessons to date. Kennedy has featured in the following concerts:

- 2006 The Oratorio **“Messiah”** by G.F Handel as Bass with the GNSO
- 2006 The Oratorio **“Laudate”** by Alfred Patrick Addaquay as Bass with the Oguaa Youth Choir
- 2007 **“I See A Rainbow Over Ghana”** by Kurt Merki Snr. as Bass with GNSO and the Tema Youth Choir (CD recording)
- 2008 Excerpts from Handel's Messiah as Bass with the Harmonious Chorale-Ghana
- 2009 **“Crucifixion”** by John Stainer as Bass with the Holy Family Catholic Church Choir
- 2010 **“Olivet to Calvary”** by John Maunder as Bass with the University of Ghana Jubilee Choir
- 2011 April The Oratorio **“Creation”** by F.J Haydn as Bass with the St. Thomas Aquinas Catholic Youth Choir-Accra
- 2011 June The Oratorio **“Creation”** by F.J Haydn as Bass with the Harmonious Chorale-Ghana (CD recording)
- 2011 October The Oratorio **“Messiah”** by G.F Handel as Bass with the Bethel Methodist Church Choir-Takoradi
- All other organized concerts of the Harmonious Chorale-Ghana and many more. (CD recording)

He has worked with Conductors and Directors such as: Dr. Roy Wales, Stephan Luttermann, Lahnor Adjetey, Olivier Delafosse and many others.

Kennedy Dankwa is a student of Mathematics at the University of Ghana. He aspires doing further studies in his area of specialization and obtaining a Diploma/Degree in Music.

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Wire Weaving Industries (Ghana) Limited is a pioneer manufacturing company established in 1965 in response to the growing demand of Ghanaian consumers. Its first products were seen on the Ghanaian market in September 1969.

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Wire Weaving Industries Ghana Limited is the first wire and steel plate conversion industry in Ghana to receive the prestigious, internationally recognised, ISO 9001:2008 certification.

The Managing Director of Wire Weaving Industries Ghana Ltd mentioned that this certificate is an award for the effort and commitment of the management and all employees of the organisation. He added that WWI business process has now become more cost effective and efficient in satisfying its customers in Ghana and abroad. He said that ISO 9001 is simply a necessity and not a luxury. It is an excellent quality format that no company should be without.

The HR Manager of SGS Ghana Ltd, Mr. Francis Danyi, presented the certificate to the General Manager of WWI. He mentioned that this certification means WWI has a world-class Quality Management System which is independently verified by Systems and Services Certification (SSC) of the SGS Group. SGS Ghana, leaders in ISO auditing and training services, is a proud partner of WWI in their certification.

The General Manager of WWI, Mr. Gayas Toutoungi, emphasised that ISO is an excellent vehicle for total quality management and continual improvement of business processes. He highlighted some key benefits of the ISO certification being a motivated workforce and the elimination of poor quality resulting in improved customer satisfaction. While congratulating the team, he said the active involvement of the entire work force made the journey to ISO certification successful.



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Part of our commitment to serving our patients involves providing information that helps them to make more informed decisions about their oral health needs. Our website www.beaverdentist.com is a resource we hope you'll find both useful and interesting. Beaver Clinic Limited

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cenpalm

Member's Company Profile

MISSION STATEMENT

Cenpalm's mission is to provide optimum relocation services to support and assist investors, corporate executives, expats and Ghanaians entering Ghana meet essential relocation transition needs, as well as to seek partners for the growing investment opportunities Ghana offers. Partnership opportunities exist in the Real Estate, Tourism, and Education Industries.

OUR PARTNERS

We partner with the best specialists in the various areas to ensure a seamless transition to your new environment. Our relocation services focus on people and their unique situations.

OVERVIEW OF OUR SERVICES

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- Schooling assistance and counseling
- Household Goods Move Management
- Ongoing Destination Support
- Concierge Services
- Language and Cross-Cultural Training
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- New Business Planning & Start ups

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Has over 25 years accounting and taxation experience.

Abena Sowah, BBA -Business Admin.,
University of Wisconsin, USA.

Several years experience in Educational Consulting and school/university placement and HR/Relocation. Experience with investment trade missions.

CONTACT INFORMATION

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Our New Members!

Your Membership Certificate will be given to you on our next meeting, 28th November 2011

50. deweger, gruter, brown & partners, architects (Winner of the 50th Member- free Membership Fee for 2011)

52. Pelican Properties Ltd.

53. Beaver Clinic Ltd.

54. Pricewaterhouse Coopers (GH) Ltd.

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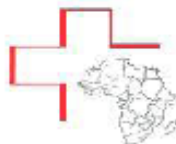


What's New @ The *Swiss Embassy* Economic Desk?



Schweizerische Eidgenossenschaft
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Embassy of Switzerland in Ghana



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Division of Labour between the Swiss Embassy and SwissCham-Ghana

Swiss Embassy: Political Mandate

1. Is the official representation of the Swiss Government in Ghana for bilateral relations.
2. Negotiates bilateral, intergovernmental treaties and agreements.
3. Assists Swiss investors to find information about doing business in Ghana.
4. Provides or facilitates consultancy services together with OSEC at a fee (up to one hour free of charge. Subsequent hours attract CHF 120).
5. Partners with government of Ghana institutions to create business opportunities for Swiss investors.

Contact:

www.eda.admin.ch/accra

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Economic Counsellor
Embassy of Switzerland

Phone +233 (0) 302 225 008

Fax +233 (0) 302 223 583

Email acc.economicsection@eda.admin.ch

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Trade and Private Sector Development
Specialist
Embassy of Switzerland

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Fax +233 (0) 302 223 583

Mobile +233 (0) 204 311 437

Email agatha.quayson@eda.admin.ch

SwissCham: Commercial Mandate

1. Is a membership association of Swiss / European businesses in Ghana as well as Ghanaian businesses interested or having businesses in Switzerland / Europe; The membership attracts an annual membership fee (1'000 USD for international members with its HQ outside Ghana, 500 USD for local members resident in Ghana).
2. Represents members' interests in economic dealings between Switzerland and Ghana.
3. Provides a Forum for Networking, training, advisory services and Information Exchange for members.
4. Collaborates with other Chambers of Commerce.
5. Organizes or facilitates trade missions between Ghana and Switzerland.
6. Free of charge electronically transmitted "SWISSCHAM AFRICA GHANA NEWS" letter.

Contact:

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SWISSCHAM AFRICA GHANA

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Association of Swiss Chambers of Commerce in Africa

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Chairman: M. Jean-Marc Suter
Général: M. Jean-Marc Suter

Registration Form

Company Name: (For Ghana & Other country)

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Describe location or attached sketch in Ghana: Other country:

Head office in Ghana? Yes..... or No..... Branch in Ghana: Yes..... or No

Head office in other country? Pls. indicate:

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Mobile Numbers Ghana: Other country:

Fax Numbers Ghana: Other Country:

Name of Managing Director or CEO:

Name of assistance to MD/CEO (in case of absence):

Describe type of business: e.g. Trade/Industry/Agent or Others:

Attach: Company profile/brochure:

GH-Certificate of Incorporation #: Date: GH-Certif. to Commence Business #: Date:

Other Country Business Registration Certificate #: Date: Country:

Remarks or suggestions:

Acceptance of registration with SWISSCHAM GHANA:

Place: Date:

Position: Signature: Company Stamp:

N.B. Please complete *Registration Form* and send it back to panimerki@yahoo.com and let your payment be made direct to the USD\$ account Number 2021103217220 in favor of: *Swiss Chamber of Commerce, (SWISSCHAM GHANA)* at any GT-Bank branch. The registration form must show the pay-in slip receipt from the bank, before registration is accepted. No registration fee. The membership fee for any type of company is per annum only US\$500, *except for:* multinational companies or companies with its head office outside Ghana, is: US\$1,000 per annum. The membership year starts: from 1st January and ends 31st December

For official use: Membership Number/File No.: Year: Receipt #: Amount US\$.....

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The idea of the *Think-Thank Meeting*

is to find out the problems businesses are facing in both countries Ghana & Switzerland and of how the **SWISSCHAM AFRICA GHANA**

can help to overcome them, by having a dialog between the respective Governments and the Private Sector .

The CEO will continue to contact members during MAY on individual bases!

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+233 028 967 4112

Kumasi Office

Mangel Klicks Technical Services
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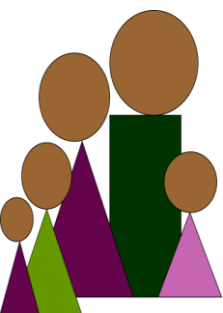
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Thank you for your attention!

Kurt Merki, Snr.

**Your contributions or comments
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