

December 4, 1996

Global Panel Aachen

It was an honor for my town to host, once again, the speakers, chairmen, and other participants of Global Panel. In 1995, Global Panel came to Germany for the first time. Special guest of honor, former United States President George Bush, accompanied by his wife Barbara, gave a memorable speech in which he presented valuable background information related to the German reunification process.

In 1996, I had the pleasure to welcome Global Panel to Aachen not only for a Gala Dinner as in 1995, but for an entire day of meetings between German entrepreneurs, politicians, and other interested individuals with delegations from China, Cuba, Hong Kong, Jordan, Mauritius, Zanzibar, and Russia.

In Aachen, Global Panel was a top international event. It was broadcast on television and radio, and reported in a number of newspapers. Interviews with various delegation members provided the German public with useful information on their countries. Among the prominent guests in Aachen were the President of the Republic of Mauritius, accompanied by his Ministers of Industry and Foreign Affairs; the Minister of Foreign Investment of Cuba; the Minister of Water Irrigation of Jordan; the State Planning Minister of Zanzibar; and Mr Yavlinski, who ran third in the race for the Russian presidency in 1996. Never before had Germany received such high ranking and prominent delegations from Mauritius, Cuba, and Jordan.

The logistics required to hold a large conference such as Global Panel in The Hague, and in Aachen for a single day, were mastered professionally. It was also made possible thanks to NATO, which opened its AWACS airport in Aachen for the airplane carrying our guests. This was a unique privilege that has also been promised for future endeavors related to Global Panel. I also wish to thank the many sponsors, who have made Global Panel possible by granting the required funding.

I want to thank the many guests from abroad, who came to Germany to benefit from the truly international nature of Global Panel. Both Germany and the Netherlands brought together international guests who operate in a worldwide setting. The opportunities to connect and communicate at both locations, The Hague and Aachen, certainly offered the chance to meet the global competition for information and markets. On top of that, it provided for worthwhile visions on our future global community, as seen by today's leaders.

I was delighted to hear from many of the 400 German participants that they were very satisfied with the results of Global Panel 1996 in Aachen.

I hope to see you at Global Panel 1997, in The Hague, Aachen, or both.

Dr. Ulrich Daldrup
Mayor of Aachen

Global Panel Germany was sponsored by:

Mercedes Benz
ERC Aachen Münchener Rückversicherung AG
Hotel Quellenhof, Aachen
Hotel Holiday Inn Garden Court, Aachen
BMW Motor Cars, Willi Kohl
Caspar & Co. KG, Aachen
Derichs und Konertz Bauunternehmung, Aachen
Mamorwerk Grünzig, Aachen
FEV Motorenteknik, Prof. Pichinger, Aachen

Rheinisch Westfälische Technische Hochschule
Aachen, Institut für internationale Zusammenarbeit
Santex Moden, Aachen
Walter Bau AG, Köln
Wotax Steuerberatung, Aachen
Ingenieurbüro Bürger, Aachen
Braun und Trienekens, Aachen
Tilke Ingenieure für Umwelttechnik
GFE Aachen

December 5, 1996

Workshops in Aachen

Global Panel Aachen 1996 offered several workshops on the following issues: Cuba's focus on a free market economy and privatization; trade and investment opportunities in Mauritius; business and investment opportunities in Jordan; the future of Hong Kong; a national project of human resources development in Zanzibar.



The Global Panel Dinner in Aachen, Germany.

Cuba

The Cuban Minister of Foreign Investment and Economic Cooperation, H.E. Ibrahim Ferradaz García, keynoted the Cuba session with a depiction of Cuba's current financial and socio-economic situation. Cuba has left behind a very difficult economy and is now focusing on the development of its private sector. In this, it is slowly entering a free market economy. More than 260 foreign private investments have been realized in Cuba, many coming from the European Union, especially Spain, Italy, and the Netherlands. Cuba is accessible for more investment and is still seeking the first German investor. In 1996, however, Germany and Cuba signed an Investment Promotion Agreement. The Minister concluded by explaining the difficulties in Cuba due to the American Helms-Burton Law and expressing his hope to find allies in Europe.

The Cuban delegation to Global Panel was the highest ranking ever to visit Germany. The Minister of Foreign Affairs and the Minister of Foreign Investment headed a delegation of fourteen, including the Vice-President of the Central Bank in Cuba, the Vice-President of the Investment Bank, and Directors of Ministries and Federations.

Following the session, the keynote speaker was interviewed by representatives of several German newspapers. Thanks to Global Panel, the German public had the opportunity to acquire first-hand, useful

information on Cuba. Undoubtedly, Cuba's presence at Global Panel Aachen has opened the door to further contacts and new political and economic interest in that island country.

Mauritius

Although H.E. President Cassam Uteem had traveled to Germany many times as a private citizen, for the first time in the history of Mauritius, the country's President has now paid a visit. Upon his return to Mauritius, the President wrote to Mayor Daldrup, host of Aachen's Global Panel, that the Mauritius workshop had been the most efficient and best ever cooperative event for Mauritius and Germany. With the assistance of the Media Office of the Government of Mauritius, based in Düsseldorf, some sixty German and Austrian industrialists visited Aachen to hear all about Mauritius and to discuss business. To follow up, a sizeable group of entrepreneurs will visit Mauritius in the next few months in order to examine and continue a discussion of business opportunities.

Jordan

With the assistance of the Technical University of Aachen, a major German workshop on Jordan's business and investment opportunities was organized. The Jordanian delegation, headed by the Minister of Water Irrigation, Mr Samir Kawar, consisted of 46 presidents of leading companies and financial institutions. In the context of this workshop, they met with their German counterparts. Prof. Dr Werner Gocht, a well-known professor at the Aachen University with an excellent reputation in Jordan, chaired the session.

The German participants included representatives of the Ministry of Economic Cooperation, the City of Bonn, and major state-owned institutions such as the KfW, the GTZ, and the DEG. In total, nearly 80 persons listened attentively to the challenging opportunities as presented by the Jordanian delegation. The German interest in doing business with Jordan is focused on trade, tourism, water management, and the development of human resources--

particularly vocational training. Undoubtedly, the future holds new bilateral projects. H.R.H. El Hassan bin Talal, the Crown Prince, wrote a letter to the Mayor of Aachen, inviting him to a follow-up meeting in Amman in the Spring of 1997.

Hong Kong

The Hong Kong workshop was led by Dr Arno Morenz, President of the ERC Aachen Münchener Versicherung, and held in the head office of this leading insurance company, a castle in an Aachen suburb.

German bank managers and presidents of international companies showed their strong interest in learning from the Chinese Vice-Minister in charge of Hong Kong Affairs, Mr Chen Ziyang. The central question of the session was: what will become of Hong Kong in 1997, when it will definitely be a part of China? The picture, as presented by the Minister, was rather optimistic. In his view, not much will change, and Hong Kong will continue its business as usual. However, many of the German companies represented at the workshop, which are active in Hong Kong, were rather skeptical. The Minister asked them to continue to have faith in the future of Hong Kong.

Zanzibar

The major interest of Zanzibar's representatives at



The Mayor of Aachen, Dr Ulrich Daldrup, offered Dr Grigory Yavlinski a medal with an image of the parton of Aachen: Charlemagne.

Global Panel was to find partners for a national project of human resource development. Zanzibar, in trying to develop its vocational training system, is looking for a partner to assist in the realization of a vocational training center and a number of training programs. Mr Jürgen Heyne, President of the Chamber of Handicrafts of Frankfurt (Handwerkskammer Frankfurt), proposed a partnership. Mr Shamuhuna, Minister of State Planning, upon his return to Zanzibar, has taken immediate action to implement the venture with this new German partner.



Chen Ziyang (Hong Kong & Macao Affairs Office, China) and Dr Arno Morenz (ERC Aachen Münchener Rückversicherung AG) enjoying their dinner.

Press Coverage at Global Panel 1996

During Global Panel 1996, a variety of (inter)national reporters gathered to cover its activities, to attend the special press sessions, or to interview the speakers of Global Panel. The European Research Center offered the reporters, as well as general participants, its facilities at the Conference Business Center. The Center's



Former Dutch Prime Minister Ruud Lubbers is being interviewed by a group of journalists during Global Panel.



Online with the world: Global Panel service for journalists



International press gathering at the Conference Business Center to interview Jim Clark (Netscape).



The "Document Company" at Global Panel 1996.

copy facilities were offered by Rank Xerox, and computer facilities were offered by RAM Mobile Data.

Oracle Press Lunch

One of the special press sessions during Global Panel was organized by Oracle. In the historic Kurhaus Hotel in Scheveningen, Oracle held a press lunch for a group of journalists from the computer field. The chairman of the meeting was Mauro Righetti, President of Network Computing Incorporation (NCI) EMEA in Italy.

In his brief presentation, Righetti addressed two main issues: the impact of the network computer (nc) on modern society, and the question of how the nc fits into Oracle's strategy. One of NCI's main competitors, Microsoft, only last year realized the importance of the nc, Righetti said. This computer has many benefits over a conventional personal computer (pc) when it is used to operate in a computer network. As these networks are becoming increasingly important to business and private operators alike, the big advantage of the nc lies in its user-friendliness. Righetti claimed that "the people of Oracle will leave you with the nc, and within five minutes you will be Internetting."

The chairman also discussed the increasing competition in the telecommunication industry. This industry owns the cables through which data is being transmitted, and as a service to their customers they want to offer a package deal which includes the network computer. According to Righetti, several major European telecom companies are testing nc's. "We can expect the first nc very soon."

Throughout this year's Global Panel, a number of speakers stressed the importance of computer networks, and it appears that NCI and Oracle have found a way to make these facilities accessible to a larger public. The new users should not have to study difficult manuals or experience great difficulty when they want to hook their pc's on the Internet. Instead, all they actually need is a telephone line and a network computer to surf the Net.

ERC wishes to thank the following supporting organizations:



Oracle
EFBQ
Randstad
UPS
Unocal
Cap Volmac
Renault
ING Barings
ING Bank
Dun & Bradstreet Corporation

Rabobank International
NFGD
ABN Amro Bank
LGT Asset Management
Niref BV
Curef BV
Unilever



Drukkerij van Dooren
PTT Telecom
Van den Ende BV
Malaysia Airlines
Deloitte & Touche
RAM Mobile Data
Rank Xerox
Nomura Bank Nederland NV
Reuters
Financial Times
Dutch Souvenir Association

VSB Circustheater
Le Manager
Grabowsky&Poort
VNO/NCW
City of The Hague
Grolsch
Heidemij
Academie voor Journalistiek en Voorlichting
Golden Tulip International



Colophon

Published by the organizers of Global Panel:

The European Research Center (ERC)

Verploegh Chasséplein 4

3134 BZ Vlaardingen

The Netherlands

Tel.: +31 10 234 01 55

Fax: +31 10 460 49 69

E-mail: erc@pi.net

Editor:

Juul Muller

Final Editing:

Babs Boter, Donna Gold, Margriet Hagenaars,

Evert Loen

Co-editors:

Bas Boorsma, Babs Boter, Richard van der Eijk, Evert

Loen, Adriaan de Man

Contributing Editors:

Anne van Galen, Renske Altink, Willem Beesems,

Claudine van den Bergen, Eric Beukema, Minke

Brandsma, Marjolein Colijn, Alexandra Christiaan,

Maarten van der Elst, Peter de Groot, Lance Harthoorn,

Marjolein Husken, Petra Leenknechts, Johan de Man, Marc

van Naamen, Steffie van den Oord, Christel Sanders,

Ingrid Schreurs, Manon Stevens, Carolien Terlien, Jessica

Ranselaar, Gianna Uytendwilligen, Irit van der Veldt,

Henkjan Winkeldermaat

Photographs:

Marcel Molle, Adjan van Sleeuwen, Helmuth Vonk

Design and Print:

Drukkerij van Dooren, Vlaardingen

© 1997

Copyrights reserved. Subject to the exceptions provided by law, no part of this publication may be reproduced and/or published in print, by photocopying, on microfilm or in any other way without the written consent of the copyright holder(s); the same applies to whole or partial adaptations. The publisher retains the sole right to collect from third parties fees payable in respect of copying and/or take legal action for this purpose.