

DVC -- FUKUOKA

JUNE 11, 1996

GOOD MORNING, AND WELCOME TO THE OPENING OF THE 10TH ANNUAL AMERICAN ELECTRONICS SHOW. THIS IS THE OLDEST CONTINUAL SHOW OF ITS KIND IN JAPAN -- AND I HEAR IT IS THE LARGEST EVER IN FUKUOKA.

IT WAS NOT LONG AGO THAT FAXES WERE A NOVELTY, AND THE INTERNET WAS A FAR OFF DREAM. BUT THESE NEW DEVELOPMENTS HAVE SINCE CHANGED OUR LIVES. AT THIS IMPORTANT SHOW YOU WILL SEE ITEMS THAT WILL YET CHANGE HOW WE LIVE. THE FACT THAT I CAN PARTICIPATE WITH YOU THIS MORNING, THROUGH THE MAGIC OF ELECTRONICS, STILL AMAZES ME.

WE FIND MANY OF THE TOOLS FOR HUMAN PROGRESS IN THE GROWING ELECTRONICS SECTOR, IN WHICH AMERICAN COMPUTERS AND OTHER PRODUCTS HAVE BEEN VERY SUCCESSFUL WITH JAPANESE CONSUMERS AND BUSINESSES. (TO GIVE ONE EXAMPLE, U.S. FIRMS HOLD OVER 80% OF THE PACKAGE SOFTWARE MARKET IN JAPAN.) WE ARE THEREFORE PROUD TO DISPLAY OUR PRODUCTS TO OUR TRANS-PACIFIC NEIGHBORS IN JAPAN.

GROWTH IN THE ELECTRONICS SECTOR IS DUE IN LARGE PART TO EFFORTS TOWARDS DEREGULATION. ELECTRONICS IS ONE OF MANY SECTORS IN WHICH REGULATION CAN ONLY STIFLE GROWTH, AND IN WHICH COMPETITION IS GOOD FOR ALL OF US. MANY STRONG AMERICAN COMPANIES EVEN COMPETE FOR CONSUMER ATTENTION WITHIN THIS SHOW ITSELF. SUCH A HEALTHY INTERCHANGE SPARKS CREATIVITY AND INNOVATION, WHICH GENERATES AN ARRAY OF NEW AND MORE AFFORDABLE PRODUCTS FOR CONSUMERS IN BOTH NATIONS.

THE "GLOBAL INFORMATION INFRASTRUCTURE" WHICH OUR GOVERNMENTS ARE PURSUING IS ANOTHER LIFE-CHANGING CONCEPT, AND AT THIS SHOW YOU WILL SEE THE PHYSICAL COMPONENTS -- THE HARDWARE AND SOFTWARE TOOLS -- NECESSARY TO REALIZE THIS CONCEPT. THE LONGER-TERM RESULT WILL BE TO LINK OUR SCHOOLS, COMPANIES, AND INDEED OUR WORLD TOGETHER. WITH THESE TOOLS, WE WILL CREATE A GLOBAL DIGITAL LIBRARY SO THAT OUR CHILDREN AND THEIR COUNTERPARTS AROUND THE GLOBE WILL HAVE QUICKER AND MORE MEANINGFUL ACCESS TO THE WORLD'S WEALTH OF INFORMATION.

GIVEN THE IMPORTANCE OF THIS SECTOR, I AM NOT SURPRISED AT THE GREAT SUPPORT THIS SHOW RECEIVES HERE. I WISH TO THANK MITI, JETRO, FUKUOKA CITY, FUKUOKA PREFECTURE, THE KYUSHU-YAMAGUCHI ECONOMIC FEDERATION, KYUSHU "KEIZAI DOYUKAI," AND KYUSHU CHAMBERS OF COMMERCE, WHO HAVE BEEN INVOLVED ALONG WITH KYUSHU'S LARGEST COMPANIES AND THE GOOD PEOPLE OF THE REGION.

I ALSO WANT TO RECOGNIZE THE MANY BUSINESS CUSTOMERS WHO HAVE SUPPORTED THIS ELECTRONICS SHOW WITH THEIR PURCHASES OVER THE PAST TEN YEARS. I THANK YOU ALL FOR YOUR CONTINUED SUPPORT, AND LOOK FORWARD TO YOUR SUCCESSFUL PARTICIPATION IN THIS YEAR'S SHOW.

AGAIN, WELCOME AND THANK YOU VERY MUCH FOR ALLOWING ME TO PARTICIPATE -- AT LEAST ELECTRONICALLY. THANKS ALSO TO OUR PRINCIPAL OFFICER, WHO REPRESENTS THE U.S. GOVERNMENT IN YOUR REGION, JASON HYLAND. JASON

Jason Hyland comes on with a note about the California wine being used for the toast (draft attached) ... You should stay on to demonstrate the interactive nature of the digital video link -- and emphasize that you are actually participating real time.



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