

COMMERCE DEPT. VIDEO CONFERENCE

APRIL 23, 1996

I AM PLEASED TO WELCOME YOU TO THE U.S - JAPAN CORPORATE ALLIANCES CONFERENCE. LET ME THANK THE TWO ORGANIZERS OF THE CONFERENCE: THE GREATER PHILADELPHIA FIRST AND THE DEPARTMENT OF COMMERCE FOR THEIR WORK. I KNOW THAT JETRO, FORBES MAGAZINE, AND THE NIHON KEIAI SHIMBUN HAVE ALSO BEEN VERY HELPFUL. LET ME GREET MY OLD FRIEND MAYOR ED RENDELL IF HE IS IN THE ROOM, AND FINALLY LET ME THANK TERRY COOKE WHO HAS BEEN WORKING ON THIS CONFERENCE FROM THE VERY FIRST DAY.

OF COURSE, I HAD WANTED VERY MUCH TO RECOGNIZE RON BROWN WHO STRONGLY SUPPORTED THE CALLING OF THIS CONFERENCE. I AM COMFORTED BY THE FACT THAT RON WOULD WANT US TO HONOR HIM BY GOING FORWARD WITH THE TREMENDOUS POTENTIAL OF THIS MEETING.

THE U.S. AND JAPAN ARE TWO MOST IMPRESSIVE ECONOMIES IN THE WORLD. TOGETHER WE PRODUCE AN ASTOUNDING 40% OF THE WORLD'S GOODS. AS THE REMARKABLY SUCCESSFUL US -- JAPAN SUMMIT CONFERENCE MADE CLEAR, THE US JAPAN RELATIONSHIP IS NOT ONLY CRUCIAL TO BOTH

NATIONS BUT IT IS ALSO IN SOLID SHAPE, THIS IS THE BEST POSSIBLE NEWS FOR US AND FOR THE WORLD.

THE SPIRIT BEHIND TODAY'S CONFERENCE IS TO BE FOUND IN THE ENORMOUS BENEFITS THAT FLOW FROM A SPIRIT OF COOPERATION AND FRIENDSHIP RATHER THAN A STERILE AND COSTLY RIVALRY. AS WE HAVE SEEN, FOR EXAMPLE IN SEMICONDUCTORS, WHEN WE PARTNER AND WORK TOGETHER, EVERY ONE BENEFITS--THE PRODUCERS, AND THE CONSUMERS. INSTEAD OF FIGHTING EACH OTHER, AND SCOWLING AT EACH OTHER ACROSS THE PACIFIC, WE JOIN FORCES AND DO MUCH BETTER THAN WE CAN DO SEPARATELY.

OF COURSE, PARTNERING IS NOT EASY. IT IS COMPLEX, IT IS CHALLENGING, AND UNLESS BOTH SIDES ARE CAREFUL IT CAN FAIL. THEREFORE PARTNERSHIPS MUST BE CAREFULLY UNDERSTOOD AND SHAPED TO SUCCEED. THIS CONFERENCE WILL HELP EVERYONE HAVE A BETTER IDEA OF HOW TO MAKE CORPORATE ALLIANCES WORK AND WORK WELL.

I WISH I COULD BE THERE IN PERSON TO BE A PART OF THIS EXCITING NEW EFFORT, BUT AT LEAST I WILL BE THERE IN SPIRIT.

GOOD LUCK AND HAVE A GREAT CONFERENCE.



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