

Fifth Annual Evaluation and Retreat (2005)

in Alzenau / Bavaria, Germany 16th and 17th of December

Macroeconomic and Industrial Benchmarks for Emerging Markets in Central and Eastern Europe; Matchmaking for Traditional SME

Topics

This fifth retreat concludes five years of humble and global work of Spelleken Assoc., Alzenau. As the title of this event says, the purpose is to evaluate the past experience, to discuss innovations and to take a breath for the future.

There are two key issues to be discussed in this event:

Macroeconomic and Industrial Benchmarks for Emerging Markets according to their EU-Status: There is a crucial difference between European Countries being or not being a member of the relevant free trade agreements (EU in Europe and NAFTA in the Americas). Within the regional portfolio of our organisations and esp. South-East-Europe, such border distinguishs the countries of the Balkans and the CIS (Former Soviet Union). Does this border influence customs, investment and labour conditions in a homogenous way? Can we match inner and outer EU-countries in an integrated approach? Can we anticipate the long-term wages for sustainable production strategies?

Matchmaking for SME especially Crafts Enterprises (so called Handwerk) in Central and Eastern Europe: Can SME with a strong traditional background benefit from the open European Market? Which of our partner search and mesoeconomic matchmaking do help small industries to expand their supply chain and eventually their distribution? Can we navigate globally using a set of scientific ratios such as clusters, supply-chains etc.?

Programme

Friday, 16th of December 2005(Opening)

- Strategies and Action Planning for Country

12:00 Office

Partners re Internal Projects (eg. Matchmaking for Metal, Non Food) 18:00 Toast Reception and Toast at Spelleken Assoc. / 63755

Alzenau-Michelbach, Zum Simmig 13

19:30 Dinner

Saturday, 17th December 2005

Reports from the Countries

9:30 Evaluation Seminar

 Sergiu Ghetiu, Moldova Cris Virgil Nemes, Romania

Ivan Babacev, Serbia & Montenegro

Special Guests

Brief Projects Report

 Industry Projects (Henkel, Rolls Royce, Xella) Business Promotion Projects (BMWA, LGH,

- PPP)

13:30 Walk through the Michelbach Vineyards

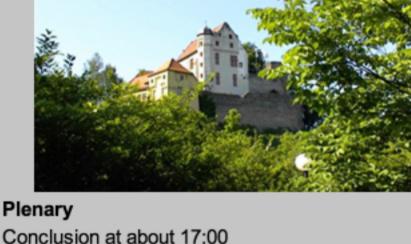
12:30 Lunch

Working Groups

industrial benchmarks for emerging markets

- matchmaking for SME esp. in crafts (Handwerk)
- Moderation: Cris Nemes, Sergiu Ghetiu, Ivan Babacev

Lunch at the Place of Seminar



Lodging Information

Moderation: Hans-Gerd Spelleken

Typical rural hostel at the place of pilgrimage Zum Gr nen Baum

Michelbacher Str. 21 63755 Alzenau / K lberau Tel.: +49 6023 2743 Fax: +49 6023 2737

Double room 70 � (incl. Breakfast) and our recommendation:

Single room 46 � (incl. Breakfast)

Scenic classical hotel in Alzenau-Michelbach itself Landhaus Herrnm®hle since 1891

63755 Alzenau / Michelbach Tel.: +49 6023 5080

> Fax: +49 6023 3313 Single room 55 � (incl. Breakfast)

Herrnm
hle 4

Double room 70 � (incl. Breakfast)



How To Find Us Nach Alzenau:

Ausfahrt Alzenau Nord: dann Richtung Alzenau • Nach ca. 5 km an der groven Kreuzung in Michelbach nach links abbiegen Richtung Gelnhausen,

Albstadt

Windscheidt, Bernd

Fitza, Joachim

Tanja L�sekamm

List of Invited Persons (Selected)

Entwicklung

Spelleken Assoc.

Aus allen Richtungen zur Autobahn A 45 (Sauerlandlinie)

- Name Organisation
- Country Kampen, Christian Frankfurt / Germany Kreditanstalt f�r Wiederaufbau InWent Internationale und K�ln / Germany Bildung

Berlin / Germany

Alzenau / Germany

Bundesministerium for Wirtschaft und Arbeit

Mertens, Marcus	Xella International	Duisburg / Germany
Kaufmann, Dr. Jochen	Henkel Bautechnik International	D�sseldorf / Germany
Rittmann, Heinz G.	Baugewerbliche Verb�nde	D�sseldorf / Germany
Lau, J ∲ rgen- Johannes	Landesgewerbef�rderstelle des Handwerks	D�sseldorf / Germany
Krzyzak-Zeller, Reiner	Roediger Vakuum- und Haustechnik	Hanau / Germany
Steffen Hentsch	Rolls-Royce Motors, Ltd. & Co. KG	Oberursel / Germany
M�ler, Detlef	Authentix	Moers / Germany
Martsch, Siegfried	Martsch Consulting	Arbil / Irak
Nemes, Christian	Primus Management Consulting	Timisoara / Romania
Ivan Babacev	ABBA Consulting	Belgrad / Serbia & Montenegro
Ernst-Thilo Roetger	Frecon Business Consultants	Hamburg / Germany
Sostmann, Axel	DSP Consulting	T�rkei / Afghanistan
Cerrato, Pedro	Nortel Networks	Frankfurt / Honduras
Spelleken, Hans-Gerd	Spelleken Assoc	Alzenau / Germany