

28. AmCham Germany Transatlantic Partnership Award

- Donnerstag, 5.3.2015, ab 19 Uhr, Allianz Forum am Pariser Platz in Berlin.
- Mit dem 28. AmCham Germany Transatlantic Partnership Award werden die Airbus Group und die United Technologies Corporation (UTC) geehrt. Stellvertretend für die Unternehmen werden die CEOs Dr. Thomas Enders und Gregory Hayes den Preis entgegennehmen.
- Ablauf:
 - Welcome Bernhard Mattes, President AmCham Germany and Chairman of the Management Board, Ford-Werke GmbH
 - Am Piano: Justus Frantz
 - Opening Address Ambassador Wolfgang Ischinger, Chairman Munich Security Conference
 - Ihre Laudatio (rund 15 Minuten, auf Englisch)
 - Award Ceremony, Danksagungen, Foto
 - Am Piano: Justus Frantz
 - Schlusswort Bernhard Mattes

Dear Mr. Mattes,

Ambassador Ischinger,

Ladies and Gentlemen,

Do you remember what happened on June 24, 1948? It was the day the Soviets blocked all rail, road and water access from the Western zones to West Berlin. This maneuver – which resulted from ongoing tensions over Allied moves to create a single economic area out of the British, French and American zones and the introduction of the new “Deutsche Mark” currency – provoked prompt reaction by Western Allies, foremost the US. Aircrafts began flying supplies into the city and everything the Berliners needed to survive — from groceries to gasoline – was delivered to them by air over the next 15 month.

Most of the supply flights were made by tiny C-47s and four-engine transport aircrafts; the “Raisin” or “Candy Bombers”, as the Berliner called them. Nonetheless, Western Allies –

under the command of the American General Lucius D. Clay – succeeded to land an American or British plane every few minutes into Berlin and thus to deliver over two million tons of goods.

What we call the “Berlin Airlift” today, was not only a technical masterpiece and a milestone in the history of aviation, but also an important emotional precondition for the future amicable relationship between Germans and Americans.

Today’s event – which by the way takes place in proximity to the former inner-city sector boundary – shows that aviation has not only mattered for transatlantic relations in the past. The jury of the American Chamber of Commerce in Germany has chosen “Airbus” and “United Technologies Corporation” for the 28th “Transatlantic Partnership Award”.

And I can only applaud to this decision, because the two companies represent a role model for the success of today’s transatlantic trade.

“But what is so special about these two corporations?” you might ask. From my own long-standing responsibility at Airbus Group and a close cooperation with UTC, I can tell you: a lot!

First, the companies are exemplary because they contribute to a significant extent to the economy on the other side of the Atlantic:

The European Airbus Group has more than 3.800 employees working at 38 locations in 16 US states. The company supports over 245.000 American jobs through its network of suppliers and annually sources goods and services in the amount of around € 14 bn. As a result, more US aerospace and defense goods and services are bought by Airbus Group than by any other company or even country in the world.

Already in my active days, Airbus Group followed the strategy to gain foothold in the US. I still remember how happy

Mississippi Senator Trent Lott was when I conveyed the good news that Airbus Group had decided to manufacture the Lakota in Columbus. To be honest, I think what really amused him was my English: As a former exchange student from Jackson, Mississippi, my Southern accent was almost as strong as Senator Lott's.

UTC's footprint in Europe is also stunning: The American company employs over 60.000 people in more than 1.600 locations – including more than 100 manufacturing facilities – in 32 countries in Europe. Through its business units “commercial aerospace”, “defense”, “building and industrial systems”, UTC generates a sales volume of US\$ 12.6 bn in Europe – representing 27% of its global revenue.

The company thereby looks back on a long tradition: UTC combines European companies like “Chubb” that opened its first factory in the UK in 1818 and companies founded in the US such as “Otis” and “Carrier” that have a well-established base in Europe today.

Second, the companies are exemplary because they compete across the Atlantic:

Airbus Group and UTC are in heavy global competition with their respective helicopter subsidiaries “Airbus Helicopters” and “Sikorsky”. Both companies maintain major production facilities on both sides of the Atlantic: Sikorsky in Mielec, Poland and Airbus Group – as mentioned before – in Columbus, Mississippi.

Third, the companies are exemplary because they nevertheless cooperate heavily across the Atlantic:

Airbus Group’s turnover with UTC as a direct supplier amounts to around € 2bn which makes UTC the Group’s 5th largest global supplier.

Major engine developments for all Airbus aircraft families come from UTC via their subsidiary “Pratt & Whitney” or

their Joint Ventures. Flagship projects are P&W's partnership in the Engine Alliance for the A380 program and its engine for the A320neo – the fastest selling aircraft in aviation history.

And Pratt & Whitney's partnership with MTU is stretching back to the 1920s. In 1990, the two companies even decided to form a strategic partnership, the key aspect of which was that Pratt & Whitney and MTU would include each other in all new commercial engine programs in which either company participated.

And as a former Chairman of the engine manufacturer MTU, I learned that without UTC, MTU would be nowhere in civil aircraft engines. It was always a tough fight which part of a new engine MTU would get. But as risk sharing partners, we always found a good solution. In the area of military aircraft engines, MTU was – together with the other European air engine manufacturers – a strong competitor to UTC in Europe. But the competition was always fair; if at all, it was

sometimes politically influenced on both sides of the Atlantic. If I remember right, the first proposal of the Airbus Group for the A400 engine was from UTC.

However, business cooperation between Airbus Group and UTC does not stop at engines – most civil aircraft families as well as the military transport plane A400M are for example equipped with systems, sensors and breaks manufactured by UTC.

Airbus Group's ambition to access the American market was not only driven by egoistic motives – as the US is the biggest aerospace market – but also because of the great correspondence of our nations. Europe and America defend and advocate for the same values. Airbus thus regularly took part in American tendering processes; the tanker is just one prominent example.

Ladies and gentlemen,

the balancing between competition and cooperation can only be managed by a very committed team. You need people who love their jobs and who go beyond the ordinary measure. And you need strong leaders living the transatlantic idea. Tom Enders and Gregory J. Hayes are very exemplary themselves in this respect. They have proven that companies can be partners and competitors at the same time. That transatlantic cooperation is as important as competition. Congratulations to you and your teams!

[Initiate applause.]

From a political perspective, Airbus Group and UTC send a positive signal to the ongoing negotiations on T-TIP – the Transatlantic Trade and Investment Partnership – which is more than ever of strategic importance considering the various trouble spots all over the world. Europe and the

United States of America are strong partners and T-TIP has the potential to bind our nations even closer together.

Yes, our awardees demonstrate that it is possible already today to successfully work together across the Atlantic. And such clear evidence for transatlantic cooperation and transatlantic competition in parallel is much more representative in business than what media headlines about the traditional Airbus vs. Boeing standoff suggest.

But yes, it is also possible to even improve the economic framework conditions for successful businesses – for the good of all of us – I only can underline that with the specific experience of the automotive industry. T-TIP will be beneficial for Europe as it will be beneficial for the US. It will bring further growth and prosperity to both our nations.

My vision for our nations' future collaboration in the defense sector is an even closer partnership also in very sensible

areas. NATO should initiate common defense projects for better interoperability asking for joint proposals by American and European companies. I am sure we would immediately have competitive transatlantic teams.

From my point of view, the most important prerequisite for such an approach is our mind-set! We will need to expand our trust and prove that we really consider each other as true reliable partners – even in very sensitive areas.

Let me tell you an anecdote in this context: I met Virginia Senator John William Warner when we at EADS wanted to enlarge our cooperation with “Northrop Grumman”. I told him: “If Europe and the US want to develop and produce joint products, we not only have to improve interoperability. It is essential for us to be given access to your triple black documents.” The Senator was visibly surprised by my blunt demand for access to America’s strictly confidential documents and responded: “Young man, this is a difficult question. I don’t believe it will happen in my lifetime.”

I hesitated a moment, then I said: “Senator, that gives me some hope, because your age is already advanced.” He looked at me considering whether he should kick me out or laugh. He decided for the latter.

Ladies and gentlemen,

I am a convinced and strong supporter of the transatlantic friendship. And I feel strongly about the closer linkage of transatlantic trade through a respective agreement.

Dear Tom, dear Gregory (Hayes),

it is thus my pleasure to praise you and your companies tonight: UTC and Airbus are perfect examples of businesses fully engaged and interconnected in a transatlantic value chain. They contribute significantly to the European-American relationship and are thus worthy prize winners of the “Transatlantic Partnership Award” 2014.

Congratulations!