



L'EDITION FACC Philadelphia

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Summer/Fall 2007 Issue

Jean-François Phelizon of Saint-Gobain Corporation Honored at 17th Annual Fête du Printemps

On Friday, June 8th, Jean-François Phelizon, Vice Chairman, President and Chief Executive Officer of Saint-Gobain Corporation (Valley Forge, PA), was honored by the Philadelphia Chapter of the French-American Chamber of Commerce (FACC) at the 17th Annual Fête du Printemps. This black tie spring gala is the most prestigious gathering of Greater Philadelphia's French and globally-minded American business leaders, attracting over 200 guests. This year's Honorary Gala Co-Chairmen were His Excellency Jean-David Levitte, Ambassador of France to the United States, and The Honorable Edward G. Rendell, Governor of Pennsylvania.

The Sheraton Society Hill hosted the event, celebrating the FACC's 18th year of community service. The evening kicked off with a Sparkling Caviar Assouline Reception and Silent Auction. President Peter Tucci presented the FACC's Annual Award for Outstanding Contributions to French-American Business Relations to Mr. Phelizon, followed by his remarks. He spoke about the value of organizations like the FACC that have helped him and other expatriate executives make excellent business contacts and develop lasting friendships. The distinctive award which features a bas-relief sculpture of our honoree was created by Pierre Lefebvre.

Executive Chef Glen Matlack of the Sheraton Society Hill prepared a fabulous gourmet menu, complemented by wines selected by Joel Assouline of Assouline & Ting. The Wayne Gustafson Orchestra provided music for dancing.

"The French-American Chamber of



Jean-Francois Phelizon and Peter Tucci shake hands on fostering stronger French-American business relations

Commerce was delighted to honor Jean-François Phelizon, President and CEO of Saint-Gobain Corporation, one of the most important French affiliated companies in North America and our region. Mr. Phelizon has been an enthusiastic supporter of both the Philadelphia and New York Chapters of the French-American Chamber of Commerce", stated Peter Tucci, FACC-Philadelphia President.

Compagnie de Saint-Gobain, one of the top 100 industrial corporations in the world, is a leading manufacturer of flat glass, glass packaging, construction products, and high performance materials, employing more than 200,000 people in 50 countries.

The FACC wishes all the best to Jean-François Phelizon as he returns to France in his new role as Advisor to the Chief Executive Officer at Compagnie de Saint-Gobain, effective September 1. He has been a great friend of the FACC.

Calendar of Events

Thursday, August 16, 6-8 PM **9th Annual Summer Contacts Networking Reception**

Host-Sponsored by Philadelphia International Records and Gamble Huff Music - *The Sound of Philadelphia* (TSOP).

Wednesday, October 10, 6-8 PM **The Election of French President Nicolas Sarkozy: A New Era in French-American Relations?**

Panel Discussion and Q&A with Dr. Harvey Sicherman, President of the Foreign Policy Research Institute and former aide to three U.S. secretaries of state, and Jean-Loup Archawski, a local, retired French CEO and founding member of the FACC. Networking before and after the formal program.

Host-Sponsored by Duane Morris LLP

Monday, November 19, 6-8:30 PM **19th Annual Savor the Reds Beaujolais Festival**

Food and wine tasting extravaganza celebrating the arrival of the new vintage. Organized with the Greater Philadelphia Restaurant & Purveyor Association.

Sponsored by Loews Philadelphia and Air France with more to follow.

For more information visit
www.faccphila.org

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Jean-François Phelizon with the Saint-Gobain team

Special Thanks to

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Pierre Lefebvre, Sculptor
Wayne Gustafson Group
Wild Flowers

*and all the Silent Auction Prize Donors
that helped make this event a success!*



Carolyn Baur and Joe Deeney (ends) of Air France
with David Baur and Pauline Deeney



The FACC Super Volunteers
with Karine Manillier, our French Director

International Networking Reception at The Residences at Two Liberty Place

Thursday, March 8th

Host-Sponsored by

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Justin Petersmeyer, Director of Residential Sales for the Residences at Two Liberty Place, Bill Burns of Asher & Co., FACC President Peter Tucci, and Bob Zielinski of Wolf Block

Presentation & Luncheon with Denise Sullivan Morrison of Campbell USA

Thursday, April 17th

Hosted by

The Union League of Philadelphia

In Partnership with

**The Irish American Business Chamber
and Network**

**The German-American Chamber
of Commerce**



Bill McLaughlin of the IABCN and the FACC's Judy Ujobai with Denise Morrison, President of Campbell USA

11th Annual Barry Callebaut Chocolate Festival

Thursday, May 10th

Host-Sponsored by

The Restaurant School at Walnut Hill College

Barry Callebaut USA

Merci beaucoup to the FACC's VP of Membership & Board Member Bruno Casabon, Director of New Business Development for Barry Callebaut USA; and to Chefs Philip Pinkney and John Gallagher of the Restaurant School and their talented students for making this event a success!



FACC Treasurer and Board Member Ed Lovelidge (center) with colleagues from PricewaterhouseCoopers LLP

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Ambassador Jean-David Levitte Named Diplomatic Advisor to President Sarkozy

When Nicolas Sarkozy took office as President of the French Republic in May, following his election with 53.06% of the vote, he named Jean-David Levitte, Ambassador of France to the United States, to be his diplomatic advisor and head up the country's first American-style national security council. This appointment was viewed as confirmation of the new administration's desire to develop a more positive relationship with the United States.

Ambassador Levitte is considered in diplomatic circles to be one of the best ambassadors ever to serve in Washington. He is well-known for his abilities at handling what was probably the most difficult period in France-U.S. history -- the Iraq war. When the media and others were having a field day bashing France and *Freedom Fries* were mandated, Ambassador Levitte tirelessly met with people all over the country to remind us that "longstanding friends sometimes find themselves in disagreement, but Franco-American ties were historic and solid."

On July 12th, the FACC's President Peter Tucci, Executive Director Judy Ujobai, and Assistant Director Karine Manillier had the privilege of attending a VIP reception at La Maison Française in Washington, DC to bid a fond farewell and thank Ambassador Levitte and his wife Marie-Cécile for their outstanding support of our organization.

Information for this article comes from Roland Flamini's 5/29/07 article at www.worldpoliticsreview.com, Gail Scott's 7/16/07 article at www.washingtontimes.com, and NEWS FROM FRANCE and the Embassy of France website at www.ambafrance-us.org.

Ambassador Levitte was a frequent visitor to the Philadelphia area and was honored by the FACC at our 2003 Fête du Printemps. He accompanied Valéry Giscard d'Estaing to a luncheon with our Board of Directors in 2005 and briefed our members on the status of bilateral relations in January 2007. He was touched that we made the trip to Washington, DC to see him, but after so many visits to Philadelphia, we were delighted to have the opportunity to personally wish him well in this new phase of his very distinguished career.

Following the reception, Ambassador Levitte stated, "President Sarkozy always expresses deep friendship towards the U.S. He has committed himself to use this friendship between France and the U.S. for peace and stability around the world. It is an honor to serve as his diplomatic advisor and I am glad I will have many opportunities to come back to the U.S."

With more than \$1 billion in daily commercial transactions between France and the U.S., a new French president who has expressed pro-American sentiments and Jean-David Levitte by his side, we remain optimistic for even stronger French-American business relations in the coming years.

Wendy Williams - Citizen Ambassador



In January, Wendy Williams, Vice President at Impax Marketing and an FACC Associate Corporate Member, met Ambassador Jean-David Levitte at Mrs. Danièle Thomas Easton's Legion of Honor ceremony which was followed by an FACC event where he gave an update on the status of French-American relations. It was the first time that Wendy had the opportunity to hear the Ambassador speak so enthusiastically about our city, the outstanding contributions of Mrs. Thomas Easton, and the efforts of FACC-Philadelphia.

In February, Wendy, who also serves as an IVC Board Member, was asked to host Ambassador Levitte at a luncheon during their National Conference in Washington, DC. Their mission is "citizen diplomacy for world peace -- one relationship at a time", and the group often hosts guests for the State Department in 90 U.S. cities. That evening, Wendy was invited to a reception at the Ambassador's residence, where he gave a tour highlighting the many works of art and sculpture that illustrate the history of our strong Franco-American alliance, from Washington, Lafayette and Franklin to the Louisiana Purchase and present day.

Wendy later shared a newspaper article from the PRINCETON PACKET with the Ambassador which told the story of her romance with husband Tommy, their honeymoon celebration at the Eiffel tower and their great love of France which they visit each year. Wendy also confided that one of her childhood dreams was to become an ambassador, which he acknowledged in a letter, writing "no doubt you are an outstanding ambassador of France in Philadelphia" -- a dream come true for her!

In addition to her passion for France, Wendy is passionate about her work with Impax Marketing Group, a full service advertising agency, located in Center City for 20 years. Wendy's Boutique provides promotional products to companies in the following niches:

The SAFETY BOUTIQUE provides communication aids and recognition gifts for safety and environmental performance for hundreds of companies like Arkema, Rohm and Haas, and ExxonMobil.

The HOSPITALITY BOUTIQUE works with hotels and organizations like the GPTMC, Avenue of the Arts, PCVB, and FACC, providing banners, lapel pins, gifts, and promotional items like pens and keychains.

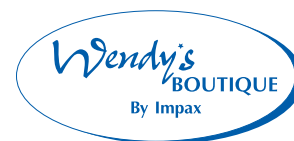
The SCHOOLS BOUTIQUE provides "thank you gifts" for capital campaign donors and souvenirs for alumni events, like tote bags and mugs.

The upcoming GLOBAL GIFTS BOUTIQUE will feature culturally sensitive gifts for world business travelers.

Wendy would be delighted to hear from you; call direct anytime.



IMPAX MARKETING GROUP



wendysboutique.com

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France Under Sarkozy – Will Change Really Happen?

by James D. Rosener, Esq.

On May 6, 2006, Nicolas Sarkozy was elected President of France by a wide-margin – defeating a media-friendly woman popular with the center and left in an election with historically high turnout. Sarkozy's election was noteworthy because it followed the 12-year term of his party's long-time masthead, Jacques Chirac, which finished under a cloud of social strife caused by a failed attempt at modest reform of labor laws, and social integration of second and third-generation North Africans. Time will tell if Sarkozy was given a mandate for reform or just a ticket to steer the country founded on *liberté égalité fraternité* down its long-traveled path of "social justice above all."

France has never been known as a country that welcomes free-market reforms. Indeed, France has seldom departed from the policies – begun by Jean-Baptiste Colbert, minister to Louis XIV between 1647 and 1669 – of promotion of internal competition, protection against foreign competition and promotion of domestic industry. Yet Sarkozy campaigned to change work rules, reform pension and social security, and reduce public spending, which at 54 percent of 2006 GDP was the highest in Europe behind Sweden. These reforms pose an incredible challenge for France.

In 2005, while Sarkozy was the Interior Minister of France, thousands – if not millions – of young French citizens took to the streets to protest a reform initiated by the government of Dominique de Villepin that would have made it easier for French businesses to employ younger people in their first job. Simply stated, the *contrat de première embauche* would have permitted an employer to terminate an employee who was younger than 27 without having to assign a reason or to pay severance. The French felt that their fundamental right to government protection against industry abuse was at stake. Rather than lead the country through this difficult period by explaining the wisdom of the reform, Sarkozy essentially disappeared from view and let de Villepin, his only real rival for the presidential race, bear the full wrath of the population, eliminating any chance of a serious challenge. Was it fear or political brilliance that drove Sarkozy to the sideline?

The principal plank of Sarkozy's reform is to better prepare France to compete in a global marketplace. France may be a caricature of the need for reform, but all countries – the United States and China included – need to find a balance between global competitiveness and domestic prosperity. It does little good for a company to make products in India if it leaves domestic consumers unable to purchase them. Similarly, despite China's growth as a supplier to the world, it continues to resist opening its markets and freeing its currency to level the playing field for competition from manufacturers in western countries.

Airplane manufacturer Airbus seems to be a microcosm of Sarkozy's challenge. Airbus, one of two suppliers of large airplanes, is the product of English, German, French, Italian and Spanish cooperation in the creation of a pan-European aircraft manufacturer. The company's composition, which included businesses in five countries, resulted in a manufacturing and assembly process that created enormous logistical complications and competitive disadvantages. Wings made in England, airframes made in Germany, and other parts made elsewhere all needed to be transported over small country farm roads in the southwest of France for assembly. The allocation of scope among the countries was based on the relative ownership of the constituent companies located there. In essence, protection of the regional economies prevailed over finding the most efficient and effective manufacturing methods.

The result of the inherent manufacturing challenges is best exemplified by the delays in the A380 super-jumbo jet – a technologically advanced, well-received replacement for the Boeing 747. Despite its design advantages and market acceptance, the A380 remains grounded in logistical problems and cost overruns, leading some customers to cancel their orders. These problems have caused Airbus' management to embark on a difficult overhaul called Power8. However, the prospect of thousands of job losses and the closure of several factories has raised political tensions between the company's French and German backers. The question today is how Sarkozy will manage these issues.

Most observers believe that Sarkozy will combine his desire to move France to a free-market-based system with the political pragmatism that got him elected, and work out a compromise that gives Airbus room to cut costs while strengthening France's influence over the company. Doing more than that will unleash the same kind of demonstrations and strikes that have characterized the French employer/worker relationship for generations, and likely will destroy any chance at meaningful reform.

Perhaps Sarkozy will use his mandate to press reforms needed to prepare France to compete in a global marketplace. For example, he is expected to take aim at the many pillars of managed economy, such as the 35-hour work week. At the same time, expect him to work to strengthen various French corporations, such as Total, Electricité de France, Danone and Thales, to make them "national champions" worthy of protection from takeover by outsiders.

Sarkozy's challenge – finding the right balance between having an economy that is strong enough to support the growth needed to sustain the French way of life with the realities of global competition – is a challenge shared by every national leader. Trade barriers are no longer the defense, especially for Western Europe, where the expansion of the economic bloc of the European Union has caused lower-cost factories in Eastern Europe to spring up like mushrooms after a summer rain. Even monetary policy is no longer at the disposal of Sarkozy and his cohorts in Berlin, Madrid, Rome and elsewhere, since the euro has replaced local currency. Outside the euro-zone, monetary policy is only as effective as that used by global competitors. If China refuses to float the yuan market in a meaningful way, fluctuations in the dollar are unlikely to rebalance money flows.

Perhaps the leader of France will be the one to show the rest of the world how to strengthen the internal market through the promotion of competition among local businesses, the erection of barriers to foreign competition that encourage the appropriate balance between free and fair trade in the face of unequal market conditions, and help local companies become true national champions capable of competing worldwide. Any attempt to do more would risk failure, and any attempt to do less would risk France becoming a rusty, old, lumbering sarcophagus unable to generate enough speed to takeoff.

Maybe Louis XIV's minister was on to something – it is just too bad that it took 500 years for someone to get the chance to get it right.

James D. Rosener, Esq. is a partner in Pepper Hamilton LLP where he is Chairman of the International Practice Group and Managing Partner of the New York Office. Mr. Rosener's practice focuses on cross-border mergers and acquisitions, private equity, distressed company restructuring, and public and private financing. He is a Board Member of FACC Philadelphia and the European-American Chamber of Commerce in Paris.

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In 2006, France ranked 3rd in the world for foreign direct investment. Investors target France for its highly skilled workforce and strategic location in the heart of the Europe. In the past few years, France has changed significantly by launching reforms (including labor, retirement, health, innovation, etc.) to make it easier and more profitable than ever for international companies to succeed in France.

With key initiatives expected to be introduced by its recently appointed government, France's business environment could become more friendly than ever.

Anticipated to take effect this summer, several of the reforms could be important for the 20,000 foreign companies currently operating in France and could help drive the country's attractiveness in the coming months, right in the midst of strong growth in the European market:

■ **Labor market flexibility:**

There are plans to modify France's two-tiered work contract (CDD and CDI) system and introduce a simplified contract with aligned dismissal procedures. The goal is to improve the hiring —and, if necessary, firing— of workers to offer employers greater flexibility.

■ **“Work more to earn more”:**

The 35-hour work week should continue to serve as a base, but starting October 1, 2007, all employees could be paid overtime at 25% of the standard hourly rate, even those who work for companies with less than 20 people. Employees could be exempt from taxes and social charges on overtime work. On the employer side, companies could benefit from social charge reductions of between €1.50 and €0.50 per hour, depending on if they have more or less than 20 employees.

■ **Lower corporate and income taxes:**

A lower corporate tax rate could be envisaged in the future for companies, while individuals could see more estate tax cuts and wealth tax exemptions. Also, those subjected to wealth tax will be able to invest up to 75% of the tax amount in small-and-medium sized enterprises, with a limit of up to €50,000. A tax shield is also projected for the start of January next year, with tax expected to drop to 50% of annual income: including direct taxes, national and local, as well as general social contribution taxes (CSG). Students under 25 working part-time jobs will not have to pay income tax.

■ Tax-deductible mortgage interest:

A portion of the interest on new and existing mortgage loans for primary residences could be deductible from income tax over a period of five years.

■ Simplified administration for foreigners:

The creation of the Ministry of Immigration, Integration, National Identity and Co-Development is intended to streamline the process for qualified foreigners to obtain work permits, resident permits and other immigration documents for skilled foreign professionals.

Once the new measures are adopted, Invest in France will send out more detailed information, including points on France's attractiveness for investors and skilled foreign professionals. **Kindly note that the reforms mentioned above are still in progress and could evolve in the near future, following review by the Parliament.**

For more information about the latest changes in France, please visit www.gouv.fr

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Gamble and Huff wrote and produced innumerable ballads of love, peace, pride, unity, strength, and empowerment recorded at their Philadelphia International Records (PIR) empire by many of the nation's top-selling artists, ranging from Teddy Pendergrass, Patti Labelle and Lou Rawls to Harold Melvin & The Blue Notes, The Jacksons and The O'Jays. Hit songs include "Wake Up Everybody", "Ain't No Stopping Us Now", and "Close the Door". With the help of renowned producers Thom Bell, McFadden & Whitehead, Bunny Sigler, Bobby Martin, and Dexter Wansel, the abundance of songs in the prized Gamble-Huff catalog receives airplay every 13.5 minutes throughout the world. In France, Billy Paul of "Me and Mrs. Jones" fame had a "Best of" album that was hot on the music charts. And every local knows Elton John's "Philadelphia Freedom," another No. 1 hit recorded at Philadelphia International Records.

The instantly recognizable tunes and influential lyrics of Gamble and Huff move people to action. That's why advertising agencies and music production houses use their catalog as a musical source for commercials and motion pictures. Their impactful beats and attention-grabbing rhythms make hit records. Artists and producers like Jay-Z, Baby Face, Nelly, Outkast, 50 Cent, Destiny's Child, Usher, Jennifer Lopez, Angie Stone, Simply Red, and Bette Midler also rely on the catalog for just the right sample, lyric and melody.

With countless classics and international acclaim, incredible influence and a continuing legacy, Gamble and Huff's mark on the world of music is indelible. For decades, they have delivered to the world powerful messages in their music making an outstanding contribution to the evolution of the industry.

The dynamic duo's astonishing work continues to shine bright



Leon Huff and Kenneth Gamble, legendary creators of *The Sound of Philadelphia*

on all-time favorites such as the venerated Soul Train theme song, the ever-popular "Love Train," and the timeless and always in demand "For the Love of Money," three of their irresistible dance sensations. Their musical genius, brilliant collaboration and treasured and extensive catalog have earned the songwriting and producing gurus a host of accolades, including the esteemed Grammy Lifetime Achievement Award and prestigious induction into the Songwriters, R&B and Dance Music Halls of Fame.

Philadelphia International Records is located on the Avenue of the Arts, just opposite the Kimmel Center. Visit the TSOP Souvenir Shop anytime to purchase CD's and other memorabilia or for the complete *Sound of Philadelphia* experience and tour, contact Chuck Gamble, EVP (Kenny's exuberant nephew), or Amir Khan to discuss corporate packages. FACC Members will have the opportunity to sample the magic when PIR hosts our *9th Annual Summer Contacts Networking Reception* on Thursday, August 16th. This event is sure to sell out!

Chuck Gamble, Executive Vice President
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The firm, a 90 lawyer boutique, is one of the largest intellectual property law firms in the United States and the largest in Pennsylvania, New Jersey and Delaware. With offices in Atlanta, Philadelphia and Seattle, the firm is able to offer national and international clients a wealth of experience in patent, trademark and copyright law, and in safeguarding products and services from unfair competition.

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Encompassed within our practice is the protection of intellectual property, IP litigation strategy and practice, and counseling

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