


**THE MARMON GROUP**

2001


**GLOBAL TRADE**  
 I N S T I T U T E

**N**inety-three students from sixty-seven countries participated in "The Marmon Group 2001 Global Trade Institute" in Chicago, Illinois, USA, from June 10th – 16th. The MGGTI, a Junior Achievement International student conference, sponsored by The Marmon Group of companies and hosted by the Illinois Institute of Technology, is the first of what we hope will be an annual event where 112 countries from Albania to Zimbabwe nominate their top performing Junior Achievement program students to attend.

The Marmon Group Global Trade Institute's (MGGTI) mission is to provide a dynamic environment for young entrepreneurial students, from the world's urbanized and underdeveloped countries, to learn about global trade. This seven day intensive program is aimed at developing character, teamwork skills and confidence, as well as cultural understanding, as the students train and work in teams to discover innovative ways of doing business. It is expected that they will be inspired to convert ideas into action as they develop lifelong networking contacts and friendships among tomorrow's entrepreneurs and leaders from many societies.

Robert A. Pritzker, President and Chief Executive Officer of The Marmon Group, Inc., said: "Since people and cultures throughout the world are connected through trade, we are pleased to sponsor this Institute. A key to development and prosperity worldwide is providing opportunities and assistance to engage and positively prepare youth for their roles within the world of work and enterprise, citizenship, and family life." Mr. Pritzker serves on the board of JAI and is chairman of the board of IIT. The Marmon Group is an international

association of autonomous manufacturing and service companies with collective sales of \$6.8 billion.

"Our goal is to help our young participants define success for themselves," commented David Loose, Vice President of Operations at Junior Achievement International. "We want to help our Institute students explore their goals in life and plans to achieve them. With the

involvement of youth from over 65 nations, we will provide them with a life-changing and lasting experience."

Offering high achieving students the opportunity to network with students from many countries will help forge lifelong friendships, and the creation, in time, of innovative entrepreneurial enterprises. Often students leave school with academic knowledge of their professions, but later realize that the majority of careers require knowledge of how to start, operate and manage a business. This Institute experience will provide coaching and training to help start our students onto a successful professional path.

To prepare for the conference, students conducted both individual and group pre-conference activities on the Internet including business plan and speech competitions, problem solving, leadership surveys, and questionnaires. The participants set up a website community before the conference where they continue to communicate with each other.

Awards were presented at the closing ceremonies for: Best One Page Business Plan®, Ethics Bowl, Best Sports Team, Ethics Speech Competition, Launching a High Risk Business Plan and Best Stock Market Game Worldwide™ Portfolio.

## DAY 1

### Theme: Interpersonal Skills for Entrepreneurs — Sunday, June 10, 2001

**WELCOME** by Robert Pritzker, President and CEO, The Marmon Group, Inc.,  
and Lew Collens, President of Illinois Institute of Technology  
**Motivational Speaker - Leadership**

Workshops: Leadership Activities, Doing Business in Different Cultural Settings, Conflict Resolution, Negotiating, The Art of "Deal Making," and Networking, Building Partnerships.



Robert A. Pritzker, President and CEO of The Marmon Group, Inc., addressing the Achievers.

*Student Quote: "...this was a beautiful experience. This is the best thing that I've ever had in my entire life."*



Lew Collens, President of the Illinois Institute of Technology, welcoming the participants.

*Student Quote: "...it went beyond what I had in mind."*



Group 7 working together to "dispose of toxic waste" in a leadership activity.

## DAY 2 Theme: Core Aspects Of Running Your Entrepreneurial Enterprise — Monday, June 11, 2001

Workshops: A Panel of Successful Entrepreneurs – Lessons Learned, followed by an entrepreneurial workshop of a simulation software competition, "Launching a High Risk Business." Patents, Copyrights and Trademark Laws, Product Distribution, International Marketing, Advertising, Media, Corporate Identity and Image, Target Audience, Productivity and Research & Development, and Banking Needs for Small Businesses – Loans, Credit Cards, Budgeting, Cash Flow, Liquidity, Audits and Standardized Accounting Practices.

### THE STEDMAN GRAHAM HONORS LUNCHEON. "Teens Can Make It Happen – Build Your Own Life Brand"



Stedman Graham, Author, with Guy Mayers, Vice-Chairman of the conference and Board Member of JA-St. Lucia.



Entrepreneurs sharing their experiences, Jonathan Warden, Russ Rosenzweig and Alfred J. Lautenslager with Jay Fisher, Director Entrepreneurship Studies, IIT.

*Student Quote: "...truly magical: these speakers were funny, enthusiastic and motivated..."*

Swim practice: Julian Menegazzo, Australia; Lochana Wijesinghe, Sri Lanka; Lilit Yenokyan, Albania; Guy Mayers, St. Lucia; Adrian Sandu, Romania; Clementina Terra, Uruguay; Marissa Haltis, Australia; Jessica Roche, USA; Gal Mainzer, Israel; Andrew Bedford, New Zealand; Francisco Guller, Argentina; Andres Cobas, Uruguay; Michelle Hennessy, Ireland; Olga Pareniuc, Moldova; Varazdat Boyajyan, Armenia.



## DAY 3

### Theme: Globalization — Tuesday, June 12, 2001

Workshop - Orientation on Globalization, World Markets and understanding IPO's.

**Opening session of Chicago Mercantile Exchange. Tour the Chicago Board of Trade. Executives' Club of Chicago luncheon. Speaker, Mr. Michael D. Capellas, Chairman, Chief Executive Officer, and President of Compaq, at the Chicago Hilton & Tower, International Ballroom.**

Sears Tower in Chicago was the world's tallest building at time of construction. Today it is the 5th tallest building in the world.



Ben Van Vliet, Center for Law & Financial Markets, IIT, informing the students about stock markets.



Matthew Koehn, USA; Asen Tsvetkov, Bulgaria; and Osayi Oruene, Nigeria; outside Sears Tower.



Gillian McCabe, Ireland; demonstrating the hand signals used at the Chicago Board of Trade.



Maria Stawowczyk, Poland; Jessica Roche, USA; Pinar Tulay, Turkey; Dorcia Afoa Amoh, Ghana; and Zamira Jabarova, Tajikistan; in the Chicago Mercantile Exchange.





Junior Achievement International thanks The Marmon Group and its member companies for sponsorship of the 2001 MGGTI.



Junior Achievement International thanks the Illinois Institute of Technology for hosting the 2001 MGGTI participants.



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An electronic version of this newsletter, as well as further details about Junior Achievement around the world, are available on our website.

**Contest Sponsors:**

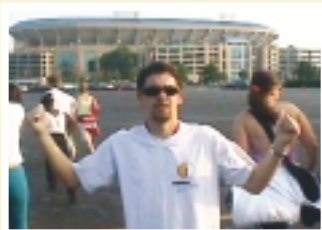


## DAY 4

*Theme: Technology Day — Wednesday, June 13, 2001*

Workshops – Interprofessional (IPRO) Session, Information Technology in Your Small Business, and E-Commerce and Your Business (Things to Know & Problems to Avoid).

**Walk to Comiskey Park for baseball game between the Chicago White Sox and the Cincinnati Reds.**



Vladimir Glasinov, Chile; arriving at Comiskey Park.



Groups 7 and 10 before they play against each other in the MGGTI Sports Competition. Led by Jo Ann Ross, Zimbabwe; and Guy Mayers, St. Lucia.



Susie Mehmedajic, Switzerland; Zamira Jabarova, Tajikistan; and Aydos Ozel, Turkey; rooting for the home team.

## DAY 5

*Theme: Business and Industry Day — Thursday, June 14, 2001*

Group visits to the following companies:

**Trans Union LLC and Manan Medical Products, Inc.  
McDonald's Hamburger College and Prince Castle, Inc.  
United Airlines • Union Tank Car Company • ITW (Illinois Tool Works)**

Visit the Navy Pier. Dinner Cruise on Ugly Duck Cruise, the newest, most modern, fun and casual passenger vessel in Chicago.



Maria Fe Celi Reyna, Peru; Lochana Wijesinghe, Sri Lanka; and Francisco Guller, Argentina; gearing up at the Union Tank Car Company.



Oliver Gjoneski, Macedonia; Gal Mainzer, Israel; Diana Sikorski, Canada; Daniel Abichandani, Canada; Iva Galevska, Macedonia; and John Rigney, Ireland; awaiting their turn on the carousel at the Navy Pier.



Matt Koehn, USA; Julian Menegazzo, Australia; Jessica Roche, USA; and Sabina Sacer, Croatia; being friendly with The Ugly Duck at the Navy Pier.

Dina W. Ismail, Conference Secretary; Orit Shilo, Israel; Matthew Koehn, USA; after dinner on The Ugly Duck.



## DAY 6

*Theme: Ethics — Friday, June 15, 2001*

Workshops: Ethics – Fundamental Principles and Practices, followed by The Ethics Bowl and Developing Environmentally Friendly Products.

**Tour Museum of Science and Industry**



Camila Molestina, Ecuador, inside the Museum.



Oliver Gjoneski, Macedonia, arguing his point in the Ethics Bowl Competition.



Isabel Lira, Peru; Clementina Terra, Uruguay; and Matías Goldin, Argentina; outside the Museum.

## DAY 7

*Theme: Celebrate Success and Achievement — Saturday, June 16, 2001*

### The Marmon Group 2001 Global Trade Institute Awards Dinner and Celebration!

Dr. Leon M. Lederman, Nobel Prize winner, chief guest and main speaker.  
Dinner, Awards Ceremony and Farewell Dance.

Asen Tsvetkov, Bulgaria and Dr. Leon M. Lederman, Pritzker Professor of Physics at IIT.



The Masters of Ceremonies at the Awards Dinner: Suzanne Witte, Holland and Julian Menegazzo, Australia.



First place team in the The Ethics Bowl Competition: Team Cheetahs.



Doug Endrade, Ecuador, and Gloria de Zilva, Sri Lanka, presenting David Dees, Director of Communications, The Marmon Group, Inc., with a token of appreciation for his support.



Tied for first place in the Sports Competition: Group 2.



Tied for first place in the Sports Competition: Group 7.



The first place team in the Launching a High Risk Business Simulation Competition: Osayi's Group.



Finalists of The Stock Market Game™: Sam Taylor, COO of JAI; Andres Cobas, Uruguay – Finalist; Aydos Ozel, Turkey – First Place; Asen Tsvetkov, Bulgaria – Finalist; and Robert Pritzker, President and CEO of The Marmon Group, Inc.



Finalists of the One Page Business Plan Competition: Daniel Abichandani, Canada – First Place; Tapiwa Mabaye, Zimbabwe – Finalist; and Asen Tsvetkov, Bulgaria – Finalist.



Finalists of the Ethics Speech Competition: Nonhlanhla Masina, South Africa – Finalist; Daniel Abichandani, Canada – First Place; and Marissa Haltis, Australia – finalist.