

Biographical Abstract

Gisbert Henry Wagner, Consulting Economist

I. Synopsis

1946 Born in Duesseldorf, Germany, to a family with roots dating back 700 years in - and deep involvement in the industrial, commercial and financial history of - the Rhineland nationally and internationally, e.g., China (*The Kiautschou Bay Leased Territory*), Africa (*German South West Africa*) and North America.

In 1968, following schooling in Europe, Mr. Wagner immigrated to Canada, becoming a citizen of that country in 1973. His broad experience as an international economist includes international financial transactions, currency exchanges, commodity trading and manufacturing operations. He has held senior positions in industry and was a Principal in one of the world's largest audit and management consulting firms. In the new reality of rapidly decreasing confidentiality and increasing information exchange, he:

- ▶ Advises on all issues involving large industrial and commercial projects.
- ▶ Arranges and helps corporate and private clients with international opportunities to protect their privacy and increase their wealth; manages transactions on behalf of individuals, as well as corporate and institutional clients;
- ▶ Has taught at universities and colleges, and prepared teaching materials;
- ▶ Has written extensively on international trade, project and resource management and financial transactions;
- ▶ Has participated in planning, negotiations and putting into effect trade agreements and immigration policies.

II. Detail

- **Born 1946** in Düsseldorf, Germany

Educated in various countries in Europe, including studies at the Université de Paris (Sorbonne), graduating as Economist, specializing in International Trade.

- **1968 to 2010,**

1968 - Settled in Canada, becoming a Canadian Citizen in 1973.

❖ Obtained security clearance for working on classified governmental matters.

1968 – 1979 - Senior positions in industry with:

- Power Corporation of Canada (under Paul Desmarais sr. PC, CC, OQ, Chmn and CEO, †2013),
- International Nickel Corp. (under Charles F. Baird, CEO, †2009)
- General Instruments. (under Frank G. Hickey, CEO, †2006 and Donald Rumsfeld, CEO)

1980 International auditors and management consultants Arthur Young (now Ernst &Young) invited him to join the firm as Principal in the Logistics and Operations Management practice, based in Toronto, Canada, with secondary office in Chicago. IL. USA.

Assignments were worldwide with private individuals, companies, governments, foundations, not-for-profit and teaching institutions, e.g.:

Biographical Abstract

Gisbert Henry Wagner, Consulting Economist

- ✓ Participated in the planning, and setting-up of Canada's Absentee Immigrant Program. Jean Chrétien, OM, CC, PC, QC, Prime Minister.
- ✓ Provided guidance and consulting advice in the planning, negotiation and implementation of the North American Free Trade Agreement (NAFTA). (under Peter O. Murphy, deputy United States Trade Representative in 1983 and chief negotiator of the United States-Canada pact in 1986, †1994; Ronald Reagan, President †2004.)

Short listing of personal corporate VIP acquaintances [and their projects] includes:

- Sam Walton †1992 (*Wal-Mart, Sam's Club*, founder);
- Dave Thomas †2002 (*Wendy's*, founder);
- Frank Stronach, *Order of Canada*, (*Magna International Inc.*, founder);
- Jay Arthur Pritzker †1999 (*Marmon Group*, founder).
- Lee Iacocca †2019 (President and CEO of *Chrysler Corporation* from 1978, chairman from 1979, until his retirement at the end of 1992.)

There is of course a far longer list of clients Mr. Wagner and his staff worked with. His personal project and oversight duties varied, but the foremost focus was constantly to ensure the **value-adding code** was being observed.

Assignment rankings stretched from “confidential” to “strictly secret”.

1990: took a Leave of Absence to teach and present seminars at various universities and colleges, e.g. University of Southern California, University of South Carolina, and Seneca College. Wrote and prepared teaching materials for use at these and other institutions. Topics included: *International Finance and Europe '92*; *Project management in the 21st century*; *Applying Project money to build value*; *Cash flow and the business cycle*; *Precious metals Trading and Management*.

1993, responding to an invitation by the Prime Minister of *The Commonwealth of The Bahamas*, the Rt. Hon. Hubert A. Ingraham, PC, MP, Mr. Wagner moved to New Providence (Nassau), The Bahamas and co-started Paragon Estates GmbH Limited. (*NB:* The double legal ending required and received parliamentary approval.) Much of the firm's work involved helping corporate and personal clients manage their financial resources. Particular focus was on achieving and completing Projects for the above mentioned client groupings.

Projects in The Bahamas proper included:

- ✓ Rebuilding of whole communities after Hurricane Andrew in mid-August 1992 pounded the 700-island Bahamas chain, it being one of the most powerful storms ever recorded in the Atlantic. A total of 800 houses were destroyed, leaving 1,700 people homeless.
- ✓ He also supported the Atlantis Paradise Island (*Solomon (Sol) Kerzner, K.C.M.G. Chmn.*) project, including the building of a second bridge to and from Nassau city to Paradise Island. This dream-to-reality project brought the Bahamas truly up-to-date as a major tourism Mecca.

Biographical Abstract

Gisbert Henry Wagner, Consulting Economist

- ✓ Another rebuilding project was designed after Hurricane Floyd struck September 14, 1999 with even greater force.

Unfortunately, due to health issues Mr. Wagner had to return to Canada in 2000, leaving the implementation management to his associates within Paragon Estates GmbH Limited. (The company was sold later on).

2000 Back in Canada he worked supporting the strengthening of economic ties leading to the instituting of *The Comprehensive Economic and Trade Agreement between Canada and the European Union and its member states* (CETA). Effected in September 2017. (Too numerous the list of government and industry personalities to list here.)

2010 Following his marriage to a well-thought-of German business woman, both moved to Germany (Düsseldorf). Here Mr. Wagner arranged for the formation of a project management and consulting firm, Earthink®GmbH, where he serves as Geschäftsführer (Managing Director). In principle, the firm's appeal is to clients whose needs revolve much the same issues as Mr. Wagner's past formal engagements. He is supported by an assortment of professionals whose collective experience spans more than a few lifetimes. Earthink®GmbH is very careful to engage only with client prospects that share its values and resolve for success! Currently, the firm's client operations and/or project prospects and assignments are located, just like its support staff, in the European Union (EU), North-America, Australia, Central Africa and Asia. Earthink®GmbH does NOT provide "References"!

Rather, it relies on:

- personal contact with prospective clients,
- careful getting to know each other, and
- basing an engagement decision on the mutual rapport thus gained.

General Remarks:

I. The need for extreme care to avoid supporting unlawful or immoral projects has increased dramatically. Because of this and in view of his exceptional record of accomplishments and depth of knowledge Gisbert is much sought after as a trusted advisor.

II. Many financial institutions (e.g., insurance companies, banks, trusts), as well as material and operations oriented companies engaged Mr. Wagner's services as consultant and/or project leader. Much of the activity was done on-site on in North America, Western Europe, Asia and Australia.

Specific work included:

- a) facilitating international loan requirements and project funding; management of cash-on-hand; trading of financial instruments; arranging of currency and precious metals trades;
- b) material/operations companies: assistance in arranging and setting up of project logistics and acquainting appropriate contacts, facilities, banking and logistics.

III. Managing international projects and financial resources must reflect a cognizance of falling tariff barriers and spreading reciprocal information links. It makes no difference, whether an entity is involved only in

Biographical Abstract**Gisbert Henry Wagner, Consulting Economist**

its national economy or whether it operates in international markets. On the one hand, there is the ever-increasing exchange of information within the business community and between governments; and, on the other hand, the opportunity to participate in very profitable international business transactions.