



# ChamberBrief

German American Chamber of Commerce of the Midwest, Inc. (GACCoM)

February 2011 Issue

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## Discussion Platform GACCoM

Welcome to the February edition of GACCoM's ChamberBrief Newsletter! We are working in full swing at our new premises and are happy to bring you the first exciting contents of 2011.

For the sixth consecutive year, the **Annual Economic Forum** featured German and American economists as well as top-notch company representatives. Prof. Dr. Joachim Scheide from the Kiel Institute for the World Economy and Diane Swonk, Mesirow Financial, assessed the economic situation of Germany, Europe, as well as the US and agreed that 2011 will allow for a stable recovery. Rolf Meyer, President & CEO of HARTING Inc. of North America as well as Carol Neubauer, Chairman & CEO of B. Braun Medical, Inc., shared this optimism and highlighted their plans to hire new personnel.



To view the webcast of the keynote speeches and panel discussion moderated by Michael Backfisch, please go to [www.gacom.org/ef-webcast](http://www.gacom.org/ef-webcast).

Join us next week for a panel discussion on freedom of expression, risk-taking, and overcoming obstacles with artists from **Breakthrough! Twenty Tears After German Unification: Critical Perspectives of Berlin Artists** and former U.S. Ambassador to East Germany J.D. Bindenagel.

## ChamberBrief Sponsor

**BARNES &  
THORNBURG LLP**

Stop by at our **Open House** on February 16 to take a look around our new office space and meet members, friends, the GACCoM Board and Staff.

Enjoy reading & come see us soon!

### Upcoming Events

- **Breakthrough Artists Panel Discussion with Ambassador J.D. Bindenagel**  
02/07/2011 Chicago, IL
- **CO Chapter: Treffpunkt Business Leads Forum**  
02/07/2011 Denver, CO
- **CO Chapter: Euro Networking**  
02/10/2011 Denver, CO
- **Open House at New GACCoM Location**  
02/16/2011 Chicago, IL

### Exclusive Offer for GACCoM Members for the Hannover Messe!



**Certified  
Partner**

Hannover Messe, the world's leading showcase for industrial technology, is offering an incredible benefit to all GACCoM members who are interested in attending the Hannover Messe 2011. An impressive line-up of 13 flagship international trade fairs takes the stage at Hannover Messe taking place April 4 to 8, 2011. GACCoM members who register via a special link - just for our members - will receive the HANNOVER MESSE 2011 Premium Gold Pass, including such benefits as a Premium Access Pass with free entrance to the fairgrounds (fast track), free access to the Official Opening Ceremony featuring Chancellor Merkel from Germany and President Sarkozy from France, accompanying conferences and forums, online matchmaking platform, and much more.

This package is a minimum value of EUR 700, exclusively for GACCoM members - another reason to become a member, if you haven't already! GACCoM members can log into their accounts and secure their Gold package by [clicking here](#).

### Virtual Office - *Geschäftspräsenz*



To assist German companies with their entry into the US market, GACCoM's DEinternational department can supply a virtual office, or *Geschäftspräsenz*. As many of our members know, having a US address and telephone number tells customers and partners that a newcomer in the US market is serious about doing business here, and the importance of being able to reach someone during US business hours cannot be overestimated. With a virtual office from DEinternational, companies can increase the contact to their customers and partners without the high costs associated with opening their own office.

Some companies use the virtual office as their permanent US business address, while others use it temporarily in preparation of opening their own location. In other cases, the virtual office acts as the ongoing support staff for a sales manager or other executive. Whatever the particular business goals, the virtual office can help a company gain an immediate foothold, while leaving time for the core team to concentrate on building the business.

The service includes a dedicated phone number and a Chicago address, and one of the GACCoM staff that is personally responsible for the client's account. Hourly packages of 5, 10, 20, and 40 hours per month are available. In addition to handling customer inquiries and general correspondence, GACCoM can also prepare and send mailings, do market research, or complete other tasks for the client company during these hours.

If you know of a company that could benefit from a virtual office, Virginia Attaway Rounds, Director of Consulting Services, will be happy to discuss possibilities in more detail. She can be reached at 312-644-2662 or [rounds@gaccomm.org](mailto:rounds@gaccomm.org).

#### Member Profile: Komet of America, Inc.



**KOMET**® Komet of America, Inc. - subsidiary of the KOMET GROUP® based in Besigheim, Germany - was founded in 1985 in Schaumburg, IL and meanwhile employs 200 people throughout the US, Canada and Mexico, with production sites in Schaumburg, IL and Querétaro,

Mexico. The Group's core business includes designing and manufacturing cutting tools as well as supplying tool concepts and complete solutions for internal machining for the metalworking industry. Closeness to the respective customer base is key in KOMET GROUP's philosophy, a goal the company achieves with presences in over 50 countries on five continents. This and the dedication to providing cost-effective, user-related tool concepts enabled the group to acquire a leading international market position. With the takeovers of Dihart AG and Jel GmbH, KOMET rounded off its product portfolio and represents a dynamic strength in the machining areas for drilling, thread machining, and reaming.

Dr. Friedrich-Hans Grandin, President & CEO of Komet of America and GACCoM Board Member, is optimistic about this year's economic development of KOMET and the US in general. "The US' manufacturing industry rebounded much stronger from the 2009 crisis than expected and we anticipate this trend to continue in 2011, partly through deferred investments during the recession," Dr. Grandin says. "Due to the fact that we kept our talent on board during the recession, KOMET was and is well prepared to serve the demanding needs of its customer base during the recovery so that we substantially gained market share." He adds: "We are now already back to 2008 level sales and therefore are continuing to invest in our qualified workforce by hiring new personnel as well as strengthening our training efforts." Komet of America is committed to improving the local education infrastructure and is considering to reinstate its own apprenticeship program, which was discontinued after the crisis in the early 2000s. Many of the graduates of this apprenticeship program still work at KOMET being a backbone to KOMET's outstanding precision and quality. The company is currently in the process of designing the scope and curriculum of the program as well as identifying the right partners in the local educational system. Dr. Grandin is also an active supporter of GACCoM's Transatlantic Program - Young Technology Leaders (TAP-YTL).

For more information on Komet of America, please visit [www.komet.com](http://www.komet.com).

#### GACCoM's Territory: State by State



**AHK**  
German American  
Chamber of Commerce  
of the Midwest Inc.  
Michigan Chapter

Given its traditional strength in the automotive and advanced manufacturing industries, it comes as no surprise that the state of Michigan is an especially attractive location for German businesses.

GACCoM's local chapter, founded in 1994, counts over 300 members, representing the largest chapter membership in the country. The Michigan Chapter holds five signature events throughout the year, the New Years Gala, SAE (Society of Automotive Engineers) Reception, Spring Reception, Annual Fall Dinner, and the Unity Day Reception, all of which are eagerly anticipated by the Michigan membership. In addition, resources such as an online membership directory and online job board offer businesses additional opportunities to network, connect, and discover synergies. The Michigan Chapter's Heinz Prechter Tribute Scholarship program supports Michigan college and university students going to companies in Germany to work as interns, encouraging Michigan students to learn about German business, life, and culture. Logan Robinson serves as President and Chairman of the Michigan Chapter and is supported by Administrative Director Ingrid Justice, as well as a number of dedicated volunteers.

With the support of the local chapter, GACCoM frequently brings industry-specific events to Michigan that is increasingly becoming a hotbed for green technologies. A 2010 premier and highlight was the *German American eMobility Forum* in Birmingham last November. An exclusive line-up of over 25 speakers attracted more than 100 guests, and further viewers tuned in for the online broadcast of the event. It was just this week that the first of a number of such events planned for 2011 took place in Troy. Eight German delegation companies from the energy efficiency field shared their expertise with American counterparts at GACCoM's *Energy Efficiency in Industry Conference*. Video clips of the event are available at [www.gaccomm.org/efficiency-webcast](http://www.gaccomm.org/efficiency-webcast).

To learn more about the Michigan Chapter and its activities, please visit [www.gaccmi.com](http://www.gaccmi.com).

### **Global Village: AHK Teams and Initiatives Around the World**

**120 AHK offices in 80 different countries - this series connects the dots and introduces you to the people and initiatives that make up the fabric of the global AHK network.**

**Transatlantic Program - Young Technology Leaders (TAP-YTL):**  
**A GACCoM Initiative to Connect Students and Young Professionals Across Borders**  
*2011 Delegation Focus: Logistics & Transport, Germany, May 22-30, 2011*

TAP-YTL is designed to bring future decision makers from the US and Germany together at the beginning of their professional careers, or late in their studies to build networks and promote know-how transfer through intensive, content-driven encounters and experiences. The program's first delegation "Sustainable Architecture & Urban Planning" visited Germany in September of 2010. Please find more information on the past program [here](#).

Currently, GACCoM is planning the 2011 program that will bring together 12 young leaders from the field of "Logistics & Transport" for an intensive delegation program to Germany, May 22-30, 2011. The trip will provide participants with an opportunity to meet top logistics and transportation experts, technology and service providers to the industry and get exclusive access to world-class logistics and transportation hubs and facilities to experience Germany as the world's No.1 global logistic hub. Applicants must be from the industry field, have a basic knowledge of the language and be interested in modern Germany.

The TAP Alumni Network is an integral part of the program and keeps its Alumni connected with each other and to the German American business community. **Check out** photos of the past 2011 TAP Reunion in Chicago including a Networking Brunch with Komet of America, Inc. The German Ambassador to the United States, Dr. Klaus Scharioth is a patron of the TAP-YTL program series and the German government is graciously sponsoring TAP-YTL through their European Recovery Program (ERP).

Please contact Daniela Daus, Manager, Consulting Projects & Transatlantic Program, at [daus@gaccomm.org](mailto:daus@gaccomm.org) or (312) 494-2177 for details and Become a Fan of "Transatlantic Program - Young Technology Leaders (TAP-YTL)" on Facebook for more information. More updates will also be available soon at [www.transatlanticprogram.org](http://www.transatlanticprogram.org).

### **Last but not least...**

If you have comments or suggestions, please contact our Director of Membership and Chamber Development, Jayne Riemer-Chishty, at [riemer-chishty@gaccomm.org](mailto:riemer-chishty@gaccomm.org) or call 312-494-2169. We value your opinion!

**GACCoM's Sponsorship Packages 2011** are still available. If you are interested, please contact Jayne Riemer-Chishty to discuss your companies' opportunities.

Please visit our [website](#) for more information and pictures from recent GACCoM events.

Best regards,  
Your GACCoM Team

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