



# ChamberBrief

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

January 2011 Issue

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## GACCoM wishes you a healthy and prosperous New Year!

Since the beginning of the year is always a good time to start fresh, we have decided to change our ChamberBrief routine in 2011. You will now receive our newsletter on the first Friday of every month, with a new set of contents to better inform you about the Chamber, its members and services. If you have **comments or suggestions** about this new format, as always, your input is greatly appreciated.

GACCoM looks back on a busy year with lots of initiatives and events, many of which were 2010 premiers. An overview of last year's highlights and upcoming signature events in 2011 can be found in our **Highlights brochure**.

## Take a look behind the scenes of the global economy - and GACCoM!

The GACCs kick off 2011 with an in-depth analysis of the transatlantic economic outlook at the **Annual Economic Forum** in Rosemont, IL on January 27. The event will bring together a great mix of company executives and economists - not only on the expert panel, but also in the audience and during the networking session.

Now that we are settling in at our **new location**, we are also planning an Open House Reception for mid-February to give you a chance to take a look around our new premises. We will keep you updated with more details as they become available.

Enjoy reading & come see us soon!

## Upcoming Events

- **CO Chapter: International Business and Rodeo Day**  
01/14/2011 Denver, CO
- **MI Chapter: 2011 New Year's Gala**  
01/18/2011 Dearborn, MI
- **YEC Monthly Stammtisch at The Berghoff**  
01/19/2011 Chicago, IL
- **Annual Economic Forum**  
01/27/2011 Rosemont, IL
- **Energy Efficiency in Industry Conference 2011**  
02/01/2011 Troy, MI
- **Open House Reception at New GACCoM Location**  
mid-February Chicago, IL

## GACCoM Career Services



### German firms plan to hire in 2011 - GACCoM can help!

One key finding of November's German American Business Outlook was that most US subsidiaries of German firms are looking to hire in 2011. While 91% of respondents expect positive growth going forward, an impressive 69% also plan to hire additional workforce this year. If you're hiring as well, GACCoM can help you find the perfect match! We specialize in finding German-speaking personnel eligible to work in the US. Positions we filled in 2010 ranged from COO to sales engineer to administrative staff, in industries ranging from software to industrial equipment and logistics to legal.

In a typical project, we rely on our extensive database of experienced professionals and also post the job on various online resources, assisting with the job description and/or helping to determine appropriate salary level, if needed. We select suitable candidates based on their resumes, then do pre-interviews with each before submitting only the best candidates to our clients for further interviews. We also offer a 90-day guarantee for referred candidates.

For a list of open positions, please see [www.gaccomm.org/jobs](http://www.gaccomm.org/jobs).

For more information, please contact Virginia Attaway Rounds, Director of Consulting Services, or Laura Flamm, Manager, Consulting & Career Services at 312-644-2662, [rounds@gaccomm.org](mailto:rounds@gaccomm.org) or 312-494-2167, [flamm@gaccomm.org](mailto:flamm@gaccomm.org).

## Job Opportunity at GACCoM

### Bookkeeper / Office Manager

GACCoM, located in downtown Chicago, is looking for a full-time bilingual (German/English) Bookkeeper & Office Manager with 3+ years of work experience.

[View job description](#)

We are currently looking for a number of bilingual positions at client companies as well. Check our [website](#) for more!

## Member Profile: Schunk of North America Inc



We are pleased to introduce a new feature in our ChamberBrief in which we will highlight one of our members and their activities. Given this issue's mention of our Wisconsin Chapter and AHK Mexico, we thought it fitting to begin with Schunk of North America Inc, one of the first members of our Wisconsin Chapter, with extensive operations in Mexico as well. Markus Schyboll, CEO of Schunk North America, is also a GACCoM Board Member.

The Schunk Group, a globally-active technology group with more than 60 companies in 26 countries, has operated successfully in North America for 30 years with facilities located throughout the US, Canada, and Mexico. Their motto for the future is innovation, leading to an ever-increasing expansion of business activities. Core areas of competence include carbon technology, graphite, ceramics, environmental simulation technology and climate technology, sintered metal technology and ultrasonic welding technology with a broad customer base, including the motor manufacturing, wind, solar, aircraft, furnace, transit and mining industries.

Since 1978, Schunk Graphite Technology (SGT), the Schunk Group's United States and Canada manufacturing and distribution company headquartered in Menomonee Falls, WI, has provided Schunk's world-class products to the North American market. When much of their automotive business moved to Mexico, Schunk followed its customer base there as well. For a global firm such as the Schunk Group, the free trade agreement is an essential asset, enabling greater entrepreneurial flexibility and opportunities to remain competitive and create jobs. Hence, Schyboll says, NAFTA is as important for North America as the EU is for Europe. Overall, Schunk employs 310 people throughout the US, Canada, and Mexico.

For more information, please visit [www.schunk-group.com](http://www.schunk-group.com).

### GACCoM's Territory: State by State

GACCoM is proud to present their new miniseries *GACCoM's Territory: State by State*.



German American  
Chamber of Commerce  
of the Midwest Inc.  
Wisconsin Chapter

We would like to begin with the neighboring State of Wisconsin, home to almost six million people and one of the country's main agricultural producers. Wisconsin also has a notably diversified manufacturing economy, including industry clusters such as wind and bio energy, water technologies, dairy, food products & food processing, paper, printing, plastics, and tourism, as well as emerging clusters in information technology and medical devices. Given Wisconsin's strong German heritage, it is no surprise that German companies represent one of the state's most significant European foreign investment sectors. We are proud to have many of these firms as members!

To serve our members and friends in Wisconsin locally, there has been a GACCoM Wisconsin Chapter since early 2000. A driving force behind its establishment was Dr. John Gatto, President of the Wisconsin Chapter and GACCoM Board Member; John is also President and CEO of NRW.INVEST (North America) LLC ([www.nrwinvestllc.com](http://www.nrwinvestllc.com)). Both John and Vicki Fox, Treasurer of the Wisconsin Chapter, bring great expertise to the promotion of trade, commerce, and investment between Germany and the State of Wisconsin, and organize several events throughout the year to bring together Wisconsin Chapter members for business luncheons, Open Houses, and networking receptions. Some of the past highlights in its 10 year history include visits by the German ambassador and the head of Deutsche Bundesbank. Another recurring highlight is the annual get-together at the German Fest in Milwaukee during summer when members bring family and friends to enjoy live music, brats and German Gemütlichkeit. We are looking forward to celebrating the 10 Year Anniversary of the Wisconsin Chapter with our members in the upcoming months!

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

### Global Village: AHK Mexiko

"Die Welt ist ein Dorf", a popular German saying goes - and it holds true for AHK members in particular. As of 2011, each ChamberBrief introduces one of the 120 German Chambers of Commerce Abroad (AHKs) in 80 countries. Meet teams all around the globe, dedicated to supporting German businesses worldwide. This month, the spotlight is on the AHK Mexiko, known as "CAMEXA".

**Location:** Mexico City

**Founded:** 1929

**Members:** 520

**Key industries:** automotive, auto parts, chemicals, electric, electronic, pharmaceutical



Deutsch-Mexikanische  
Industrie- und Handelskammer  
Cámara Mexicano-Alemana  
de Comercio e Industria | CAMEXA

Mexico's strategic location and huge domestic market (112 million consumers) make it an attractive investment location for German companies. The country is part of the North American free trade zone and holds free trade agreements with 44 other foreign markets. About 1200 companies of German

origin operate in Mexico today and contribute approximately 7% to the country's GDP. Germany is Mexico's most important trading partner in the European Union with a bilateral trade volume of 14.4 billion USD in 2010.

CAMEXA offers the local business community ample networking opportunities and a wide range of services to meet the specific requirements of German companies active in Mexico, such as market studies, searches for adequate business partners and tri-lingual staff, and organization of events and business trips. A recent survey among CAMEXA members speaks for a solid economic recovery and positive employment outlook with 63% of companies planning to expand their workforce in 2011. The survey results also point to one of the major concerns for German businesses: 55% of the company representatives perceive the country's unstable security situation as "relevant" to their business; 29% even call it "very relevant". Despite negative news coverage and the tense security situation, Mexico remains attractive for German firms: 74% will make investments in 2011. Johannes Hauser, CEO of CAMEXA, comments: "The security situation is assessed critically. Nonetheless, this does not represent an obstacle for investment by German firms in Mexico."

For further information about CAMEXA, please visit their website [www.camexa.com.mx](http://www.camexa.com.mx).

### If learning German is among your New Year's resolutions...



Communication and understanding are vital aspects of successful business relationships and careers. Consequently, the foreign language skills and intercultural competence of your employees are invaluable to your business. The **Goethe-Institut Chicago** will work with you to analyze your company's requirements and create a tailor-made language program. Whether onsite at your offices or at the Goethe-Institut Chicago, our instructors will train your staff based on their individual goals and the specific needs of your company.

For detailed information, please call the Goethe-Institut Chicago, Language Department at (312) 263-0474.

### 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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