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DOL Invests in Apprenticeships with GACC

The work of the GACCs in initiating apprenticeship programs has taken a major step forward. I am very proud to announce that the Illinois Advanced Apprenticeship Consortium (IAAC) has received a \$3.9 Million grant by the U.S. Department of Labor (DOL) to implement apprenticeship-based career pathways in Illinois. IAAC is a joint project between GACC Midwest, the Illinois Manufacturers' Association and Harper College, and will develop apprenticeship and pre-apprenticeship programs for over 7,000 students. In total, the DOL awarded \$175 million to 46 applicants - the single largest investment to date to expand U.S. apprenticeships.

GACC Midwest and our partners are working directly with local manufacturers to develop company-driven training approaches based on the German dual vocational training model. The proven "earn-while-you-learn model" has been a key factor for the success of German companies due to its high return on investment through greater productivity, higher retention rates, and productive dialogue between young and seasoned employees.

IAAC builds from emerging Illinois apprenticeship efforts benchmarked to international best practices. The two key model programs, ICATT and CICESS, were both developed with support from GACC Midwest. ICATT (Illinois Consortium for Advanced Technical Training) is an apprenticeship program initially focused on Industrial Maintenance Technicians, certified to German DIHK/IHK standards, with manufacturing employers in the northern Illinois and Harper College. More details about ICATT and the recent successful launch ceremony can be found on page 28 in this issue. The second model is



W. David Braun
GACC Midwest Chairman

CICESS (Central Illinois Center for Excellence for Secure Software), a program for Secure Software Developers launched this fall by central Illinois employers and Illinois Central Community College. GACC Midwest will serve as a key implementation partner for IAAC to adapt internationally recognized German apprenticeship practices to U.S.-based company requirements and needs.

The grant is another sign of the successful work of the German American Chambers of Commerce's efforts within the Skills Initiative. Identified as a major challenge for German subsidiaries in the U.S. in our German American Business Outlook (GABO), it has been a priority for the GACCs to support skilled workforce programs. Acting as a catalyst to implement an apprenticeship infrastructure across the U.S., the GACCs not only work to support our members, but also a stronger American workforce. Leveraging our expertise strengthens the German-American business community as well as the U.S. economy as a whole. This leads to sustainable economic growth that will open opportunities for more transatlantic trade and investment for years to come.

W. David Braun
GACC Midwest Chairman

TRANSATLANTIC TICKER

German American Company News 4

ECONOMIST'S CORNER

Dr. Harm Bandholz, UniCredit Research
A slowdown "made in China"? 7

COVER STORY

USA – Partner Country
at HANNOVER MESSE 2016 8

SPOTLIGHTS

Southern U.S. as a Gateway to Latin America 12

Delaware Trade Mission 14

GTAI INDUSTRY TALK

U.S. Market for Industrial Robots
is Expanding Rapidly 16

WASHINGTON UPDATE

What You Should Know about TPP 18

MEMBER PROFILES

Arneke Sibeth 20

CLY Communication
Berlin Spirit in the Big Apple 22

Carroll Burdick 25

SKILLS AT WORK

GACC Midwest Launches
Dual Vocational Training Program ICATT 28

STARTUP SERIES

NVP Newark Venture Partners 30

WHAT'S ON YOUR DESK?

Maren Biester Priebe,
Vice President, Managing Director
German American Services, Inc. 32

EVENT CALENDAR

Events & Delegations: Oct/Nov/Dec 2015 35



MERGERS & ACQUISITIONS

W. P. Carey Inc. Acquires \$42.9 Million Portfolio of MAN

W. P. Carey Inc. a real estate investment trust specializing in corporate sale-leaseback and build-to-suit financing, and the acquisition of single-tenant net lease properties, announced today that it has acquired a portfolio of three modern truck and bus servicing facilities for approximately \$42.9 million (€8.9 million). The facilities – two in Germany and one in Austria – were purchased from the developer, Wohnungsunternehmen Semmelhaack, and are net leased to wholly-owned subsidiaries of MAN SE (The MAN Group).

>> www.prnewswire.com

Germany's Tele Columbus agreed to buy Pepcom for Euro 608M

German telecom providers; Tele Columbus and Pepcom, have agreed to consolidate for €608M or \$570M. The acquisition will benefit 3.7 million subscribers in Germany. Tele Columbus plans to improve its media service upon the deal. The acquisition between cable companies continues as Tele Columbus, the third largest in the market, made a deal to purchase one of its competitors, Pepcom, through Star Capital investment firm, Broadband News reported.

>> www.vcpost.com

SAP Finance Chief Says Com- pany Done With Big M&A Deals for Now

SAP SE, a year after its \$7.4 billion acquisition of Concur Technologies,

said remaining rivals are either too costly or don't complement the German software maker's businesses. "I see no need in the foreseeable future for big acquisitions," Chief Financial Officer Luka Mucic said at a meeting with reporters Thursday at the company's headquarters in Walldorf, Germany. "If you talk about big acquisitions, what is left in the market?" Salesforce.com Inc. is too expensive and Workday Inc. would overlap with SAP's product line, Mucic said.

>> www.bloomberg.com

After Failed Time Warner Cable Acquisition, is Comcast Eyeing T-Mobile U.S.?

In recent comments to assembled media, Comcast CFO Mike Cavanagh spoke briefly about the company's ambitions – if any – regarding a

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move into wireless, which would align with the service provider trend of offering so-called quad-play services. Quad-play refers to a service offering that bundles broadband Internet, television, telephone and wireless. Asked if Comcast should move into wireless via acquisition or merger, Cavanagh said, "I know enough to be dangerous. In Europe, the flavor of the month is quad-play. It's something we should pay attention to, and you can count on us putting some time into the issue. We have the wherewithal to go down that road."

>> www.rcrwireless.com

Bosch Buys Advanced Battery Start-Up Seeo, Targeting High-Growth Electric Car Market

German industrial conglomerate Bosch is acquiring Silicon Valley battery firm Seeo, including all of its intellectual property and research staff. With the move, Bosch is looking to enhance its offer to the electric car industry, which is witnessing a significant growth. Founded in 2007, Seeo is known for its advancements in creating high-energy rechargeable lithium-ion batteries based on a nano-structured polymer electrolyte. Seeo uses solid state technology that avoids the use of flammable liquid electrolyte.

>> www.ibtimes.co.uk

MARKET ENTRIES & RELOCATIONS

Kirchner Konstruktionen GmbH Opens Office Downtown Greenville, SC

A German company that designs assembly-line equipment for the automotive industry has opened an office in downtown Greenville, according to the state Commerce Department. The state agency responsible for industrial recruitment said Kirchner Konstruktionen GmbH plans to employ 30 people at its first U.S. location over the next five years.

>> www.greenvilleonline.com

CureVac Establishes U.S. Operations in Cambridge, MA

CureVac, a clinical-stage biopharmaceutical company pioneering the field of mRNA-based technology, today announced the official launch of its U.S. operations in Cambridge, MA, as the company advances the development of its proprietary mRNA platform technology and multiple, clinical-stage mRNA therapeutics and vaccines.

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Leading German ICT Company Materna Opens U.S. Office in Orlando, Florida

Leading European airlines and airports use the automated passenger handling systems and solutions from Materna Information & Communications. The German y based company is now opening its own U.S. office in Orlando, Florida, from October 2015. Materna is now all set to market its well-established products and solutions for the aviation industry in the U.S. market. For the first time, Materna will be showcasing its aviation products at the Future Travel Experience Global 2015 (FTE) from 9th to 11th September, 2015 in Las Vegas. In cooperation with its local partner Ultra Electronics Airport Systems, Materna is already delivering passenger handling systems for a large regional airport in California.

>> www.marketwatch.com

German Real Estate Firm Engel & Völkers Opens First Charlotte Office

Carolinas Metro Realty has partnered with German real estate firm Engel & Völkers to open the international

brand's first Charlotte office in Ballantyne. The firm specializes in the sale and lease of premium residential and commercial properties, and its new local office is at 11220 Elm Lane. Carolinas Metro Realty became the license partner of the German firm and will do business as Engel & Völkers South Charlotte.

>> www.charlotteobserver.com

Canyon Plans Entry in U.S. Market

A spokesperson for the popular German brand Canyon confirmed last week that its entry into the U.S. market is forthcoming. "The demand in the U.S. is super high," Frank Aldorf, Canyon's chief brand officer, said during an interview at the Eurobike tradeshow, held annually in southern Germany. "There's no set date, but it's moved from something talked about to working on it." Aldorf said having a presence in the high-potential U.S. market is a top priority in terms of market expansion for the brand, but that the 20-year-old consumer-direct brand wants to grow deliberately and responsibly.

>> www.bikemag.com

INVESTMENTS & EXPANSIONS

Manz AG Wins Major Contract from U.S. Company

The German high-tech engineering company Manz AG has announced that it has received a large order with a volume of approximately €12 million from an unspecified new customer in the U.S. for a production line to produce lithium-ion batteries. In addition, the option to install additional production lines in the U.S. and China has been agreed upon. In the Energy Storage business area, Manz AG supplies manufacturing facilities for producing all current lithium-ion cell types, ranging from wrapped button cells to stacked pouch cells, to its customers in consumer electronics, electric mobility and stationary energy storage. The new order for a production line for stacked pouch cells reflects the increasing customer activity in the field of e-mobility. A portion of the sales orders will affect turnover and revenues during the current financial year.

>> www.suwindenergy.com

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German Auto Supplier REHAU Opens New \$3 Million Technical Center in Alabama

REHAU today marked the opening of its new \$3 million, 12,000-square-foot automotive technical center in Cullman, the company's first in North America. The German auto supplier's new facility, with space for 45 engineers, is located next to its manufacturing plant. "Our new technical center allows research and development functions as well as new design initiatives to take place right beside production while keeping jobs related to our North American automotive business in the Cullman region," Holm Riepenhausen, president of REHAU Automotive LLC, said in a prepared statement.

>> www.al.com

Mercedes-Benz Stadium Enhances U.S. Presence Of German Brand

The selection of Atlanta as the new location of its main U.S. headquarters demonstrates the resolve of the German luxury vehicle manufacturer to increase its presence in the United States. This resolve is further strengthened with the upcoming naming of the new Atlanta team stadium into the Mercedes-Benz Stadium, as shown on a report from worldcarfans.com. Mercedes-Benz USA was able to acquire the naming rights for the stadium. The new stadium will be the home of both the Major League Soccer team, Atlanta United, and the National Football League team, Atlanta Falcons. The stadium will also host a number of sporting events, including the 2020 NCAA Men's Final Four.

>> www.benzinsider.com

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A slowdown "made in China"?

Concerns about the health of the Chinese economy have sent shockwaves across financial markets during the summer. Repeated attempts by the Chinese government to prop up the pace of growth have partly backfired as they only strengthened the fears of investors. Consequently, U.S. global stock markets in late August have seen their worst selloff since 2011. But while there can be no doubt that China is indeed slowing down, possibly to growth rates that are perceptibly lower than the official 7% target, that does not mean that the financial market panic has been justified. In particular, the U.S. economy should be very well shielded from meaningful spillover.

As we all know, the U.S. is a rather closed economy. Exports of goods account for a mere 8.6% of total GDP. Of this already small number, only 7.3% go to China. That means that goods exports to China account for a "whopping" 0.6% of GDP, or about USD 120bn. To put that into perspective: Nonfarm inventories rose about the same pace in 1H15, and U.S. households spend three to four times as much on cars alone. Total consumer spending is even more than 100 times (!) larger than the exports to China.

Admittedly, this narrow focus neglects possible ripple effects of a Chinese slowdown on other countries – notably Asian neighbors, but Europe will feel a moderate impact as well. Moreover, as we have witnessed, financial market conditions might tighten across the globe if the Chinese growth engine sputters. But even under these conditions, the spillover from China to the U.S. should remain very manageable. According to the OECD, a two percent domestic demand shock in China (coupled with adverse shocks to financial markets) would lower U.S.



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GDP growth by around one quarter of a percentage point per year. And without the financial market shocks, the impact would even be only half as much. That is barely more than a rounding error.

The U.S. is therefore unlikely to experience any major slowdown due to the rebalancing of growth in China. The excessive reliance of the economy on domestic demand, notably consumer spending, thus has a positive side-effect after all. It means that the U.S. economy remains at the beginning of the global food chain. While its economy impacts the rest of the world, the effects from rest of the world on the U.S. are manageable. That, however, does not mean that consumption-driven growth is a good thing in general. To remain competitive over the long term, the U.S. itself will have to rebalance its resources away from consumers on to higher investment spending. That should prove to be a much bigger challenge for the U.S. than current global headwinds. ■

USA – Partner Country at HANNOVER MESSE 2016

The United States and Germany have historically enjoyed strong political and trade relationships with one another. Now the world's largest economy will take center stage at the world's biggest industrial event: the USA is Partner Country at HANNOVER MESSE 2016. Anchored by the U.S. Investment Pavilion and USA Technology Pavilions, the program offers U.S. economic development organizations and companies an outstanding global business platform.

The U.S. is once again the number one importer of German machinery. According to the German Engineering Federation (VDMA), year-over-year imports soared 17.3 percent in the first quarter of 2015, with the U.S. now accounting for 11.1 percent of German machinery imports worldwide. On the export side, the U.S. is the fifth biggest exporter of machinery to Germany, having shipped 4.1 billion Euro worth in 2014, an increase of almost three percent compared to 2013.

Germany and the U.S. are also renowned worldwide as innovative, high-tech countries. In the VDMA's report "Mechanical Engineering – Figures and Charts 2015", Germany achieved top-three status in 24 out of the 31 industry sectors analyzed, while the U.S. reached the top three in 18 thereof.

For the past decade, Deutsche Messe AG has worked closely with U.S. industry and government organizations to further promote the German-American bond by organizing business summits and networking events in the U.S. and inviting U.S. delegations to trade fairs in Hannover.

In light of the America's resurgence as a manufacturing power, Deutsche Messe – together with the United States Department of Commerce and the German Federal Ministry for Economic Affairs and Energy – decided it was time for the U.S. to take center stage at the world's leading trade fair for industrial technology.



Industrie 4.0 is the overarching theme at HANNOVER MESSE



The USA is Partner Country at HANNOVER MESSE 2016, which runs April 25–29 in Hannover, Germany.

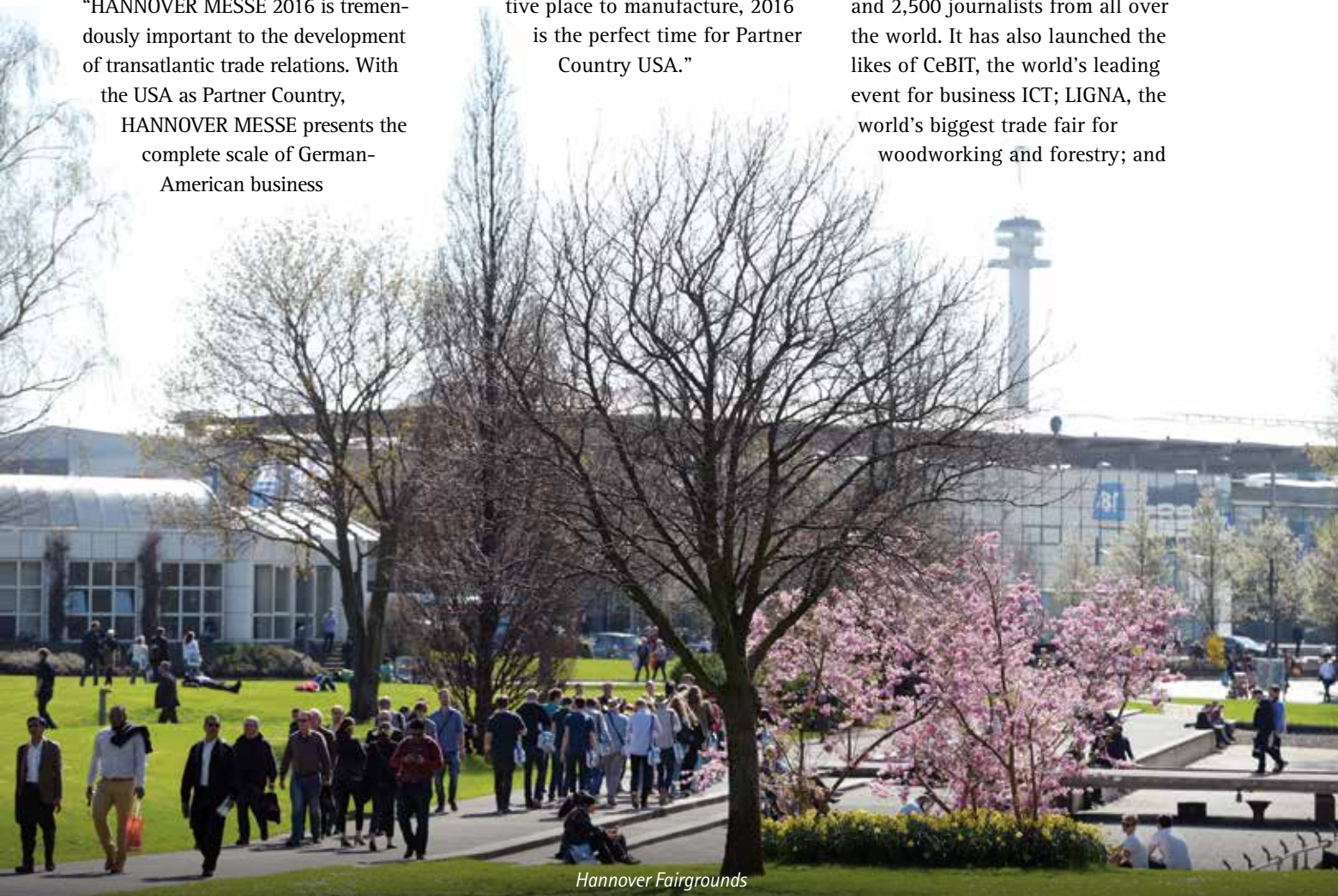
At HANNOVER MESSE 2016, the U.S. and Germany further strengthen their business and political ties and present themselves as global leaders in high-tech production and international trade. Dr. Peter Wittig, German Ambassador to the United States, says, “HANNOVER MESSE 2016 is tremendously important to the development of transatlantic trade relations. With the USA as Partner Country, HANNOVER MESSE presents the complete scale of German-American business

relations and further expands them.”

Dr. Jochen Köckler, member of the managing board at Deutsche Messe responsible for HANNOVER MESSE, explains, “President Obama is committed to strengthening America’s domestic industry, and the modernization of factories and equipment in the U.S. is proceeding rapidly. With international attention returning to the U.S. as an attractive place to manufacture, 2016 is the perfect time for Partner Country USA.”

HANNOVER MESSE: The Global Meeting Place for Industry

Established in 1947 as part of the Allies’ effort to restart Germany’s economy following World War II, HANNOVER MESSE is now the world’s largest and most influential event for industrial technology, annually showcasing between 5,000 and 6,500 exhibiting companies and attracting more than 200,000 visitors and 2,500 journalists from all over the world. It has also launched the likes of CeBIT, the world’s leading event for business ICT; LIGNA, the world’s biggest trade fair for woodworking and forestry; and



Hannover Fairgrounds

CeMAT, the world's leading trade fair for intralogistics.

HANNOVER MESSE sets itself apart with comprehensive coverage of key industrial sectors, all at one place and at one time. Companies presenting similar products and services are grouped together so that visitors find what they want quickly and easily (for example, energy companies are located at the southwest section of the fairgrounds). The 2016 trade fair

lineup includes industrial automation, energy and environmental technology, industrial subcontracting and lightweight design, and research and development. Plus, a supporting program of more than 1,000 conferences, forums, and special events is a treasure trove of information on subjects ranging from additive manufacturing, bionics and smart grids to technology transfer, international trade, and jobs and skill development.

Furthermore, HANNOVER MESSE is the global torch carrier of Industrie 4.0 – most succinctly described as the digitalization of manufacturing. In 2013, HANNOVER MESSE introduced the lead theme “Integrated Industry” in order to highlight the importance to industry of combining automation technologies and IT to improve efficiency and output. In 2014, “Integrated Industry – NEXT STEPS” focused on the need to integrate existing tools and technologies, while 2015’s “Integrated Industry – Join the Network!” was a call to action for the engineering and IT industries to form collaborative networks with customers, partners, service providers, etc. Now, for 2016, “Integrated Industry – Discover Solutions!” states that Industrie 4.0 is a reality and all companies should begin to manufacture smart.

HANNOVER MESSE at a Glance

5,000 +	exhibiting companies from 70 countries
200,000 +	visitors from 100 countries
150	international business delegations
2,500	registered media representatives
5.5 million	business contacts in one week



Opening tour of HANNOVER MESSE 2015 with German chancellor Angela Merkel and prime minister of India Narendra Modi

Partner Country: The Bridge to Germany, Europe and Beyond

America's manufacturing policy is based on two main objectives: attracting foreign investment and increasing U.S. exports. HANNOVER MESSE is the perfect place for the U.S. to showcase itself as a top destination for foreign investment and one of the world's leading manufacturers. Thematic focal points for Partner Country USA's program at HANNOVER MESSE include energy efficiency and energy generation, state-of-the-art production engineering, smart technologies,

education and training, and transatlantic partnerships.

The U.S. Investment Pavilion in Hall 3 is the dedicated area where state and local economic development agencies present the U.S. as a business-friendly nation and discuss investment opportunities on American soil with potential partners from around the world. On-site teams from the U.S. Commercial Service and SelectUSA provide personalized, one-on-one consulting and arrange meetings with pre-qualified buyer delegations from around the world. The German-American Business Summit on April 25 features panel discussions with business leaders, politicians and industrialists from both countries. USA Technology Pavilions in each of HANNOVER MESSE's five main display sectors reinforce America's reputation as a leading manufacturer of competitive, high-quality products and put U.S. exhibitors in direct contact with their target audiences.

Partner Country status at HANNOVER MESSE generates enormous international media interest that attracts visitors from all over the world; special partner country events draw even more attention. For example, German Chancellor Merkel opens the fair officially on April 24 (yes, President Obama is invited to join her), followed by the symbolic opening of the U.S. Investment Pavilion and the traditional opening tour of the fairgrounds on April 25. All three events are magnets for visiting politicians, business leaders and journalists.

Partner Country has the full support of the German government and Germany's major trade associations, including the Federation of German

Industries (BDI), the German Electrical and Electronic Manufacturers' Association (ZVEI), the German Engineering Federation (VDMA), the Association for Electrical, Electronic & Information Technologies (VDE), and the Association of German Engineers (VDI). ■

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About Deutsche Messe AG

With revenue of 280 million euros (2014), Deutsche Messe AG ranks among the world's ten largest trade fair companies and operates the world's largest exhibition center. In 2014, Deutsche Messe planned and staged 134 trade fairs and congresses around the world – events which hosted a total of over 41,000 exhibitors and some 3.6 million visitors. The company's event portfolio includes such world-leading trade fairs as CeBIT (IT and telecommunications), HANNOVER MESSE (industrial technology), BIOTECHNICA (biotechnology), CeMAT (intralogistics), didacta (education), DOMOTEX (floor coverings), INTERSCHUTZ (fire prevention and rescue), and LIGNA (wood processing and forestry). With approx. 1,200 employees and a network of 66 representatives, subsidiaries and branch offices, Deutsche Messe is present in more than 100 countries worldwide. Deutsche Messe's HANNOVER MESSE Events Worldwide portfolio includes trade fairs and conferences in Canada, China, India, Turkey, and the United States.



Bionic ants at HANNOVER MESSE 2015

Southern U.S. as a Gateway to Latin America

by: Nicole Prybula

German companies established in the United States are utilizing the Southeast's preeminent business gateway to expand relations even further south to the Latin American market.

Positioned at the apex of Europe and Latin America, the Southeast provides an advantageous position to establish connections on the other side of the Gulf, and an opportunity for German companies already established in the U.S. market to complement their existing Western Hemisphere business relations.

Amongst others, Mexico's automotive industry has become a particular interest for German companies

looking to expand relations from the U.S. market. Low labor costs in manufacturing and engineering, an increasingly sophisticated workforce, an abundance of free trade agreements, and easy access to both the Atlantic and Pacific oceans has made Mexico one of the world's leading automotive export hubs.

Furthermore, the recent wave of investment to Mexico's automotive market has made Mexico the world's seventh largest producer of cars, with nine global automakers operating 17 automotive factories and eight part plants in Mexico.

Despite Mexico's reputation for crime and corruption, its strengthening domestic economy, expected to grow three percent in 2016, is also a strong appeal for foreign investment.

Among the lineup of global automakers expanding production activities across Mexico's automotive industry are German automakers BMW, Mercedes-Benz and Audi.

By popular demand from its members, the German American Chamber of Commerce of the Southern U.S., Inc. will host a business delegation trip to Mexico from November 9th-13th to support companies interested in utilizing their presence in the Southern United States to expand relations across additional markets. Following the current trend, the business delegation will focus on



Mexico's automotive industry.

In cooperation with the German Chamber of Commerce and Industry in Mexico, the trip will feature tours of the Volkswagen, Audi and Continental Tire factories, visits to various industrial parks, and expert round-tables with industry leaders and the Mexico Department of Commerce. During the trip, the ten delegates, comprised of business representatives and economic developers, will build partnerships with key market players and increase their understanding of Mexico's automotive market.

As the United States continues to play a key role in connecting businesses to Latin America, the German American Chambers of Commerce of the United States, Inc. will review the idea of establishing national trade missions next year as well, targeting another Central or South American country. ■

1. Althaus, Dudley Et Boston, William, "Why Auto Makers Are Building New Factories in Mexico..."
2. Althaus, Dudley Et Boston, William, "Why Auto Makers Are Building New Factories in Mexico..."
3. Aceves, Ricardo, "Economic Snapshot for Latin America"

The recent wave of investment to Mexico's automotive market has made Mexico the world's seventh largest producer of cars.

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Delaware Trade Mission

by: Andrea Tinianow, Global Delaware & Lydia Sarson, GACC

Having made it a top priority to ensure Delaware fully benefits from the global economy, Governor Markell and a small delegation traveled to Germany September 14-21 to strengthen relationships with German companies and business organizations.

The State delegation included:

- Ian Wright, Board Member of the Delaware Bioscience Association who is a German-speaking former employee of Siemens (headquartered in Munich) and an active member of the Delaware business community;
- Lydia Sarson, Executive Director of the German American Chamber of Commerce in Philadelphia;
- Andrea Tinianow, Director of Global Delaware; and
- Michael Marquardt, global advisor to the Department of State

The visit follows this year's launch of the Department of State's 'Global Delaware' initiative (global.delaware.gov) and focused on the three goals of the program: paving the way for Delaware companies to increase exports, building on Delaware's global leadership in corporate governance and as a preferred site of incorporation, and promoting the state as a place for foreign companies to expand.

"Success for our state in the 21st century means looking beyond our borders for ways to create jobs and economic opportunity for Delawareans," said Markell. "In a world where businesses have more choices

than ever about where to invest and where Delaware companies have more opportunities than ever to sell their products around the globe, we must ensure that leading international business communities appreciate all that Delaware has to offer."

The primary goal of the mission was to strengthen ties with the prospering small- and medium-sized companies (known as "Mittelstand") of Bavaria, and its capital city of Munich, by meeting with individual businesses as well as organizations that represent and support them. The State aims to leverage its recently strengthened relationship with German companies, including the research company Fraunhofer and the manufacturer Uzin Utz, which will soon open its first U.S. plant in Dover.

As part of Governor Markell's new export initiative, he will work to develop a network of trade partners for Delaware companies to build on recent success. Germany was one of four key international markets identified as part of the initiative, which focuses on countries with the most buying potential for the products and services that Delaware has to offer.

Delaware exports to Germany have grown by 28.8 percent in the last 2 years. In 2014, Delaware exported \$390.4 million in goods and services to Germany. The German economy represents the world's fourth largest, accounting for more than one-fifth of the European Union's GDP, and Germany is the United States' largest European trading partner, as well as the sixth-largest market for U.S. exports.



Factory Berlin Group

The Governor also took advantage of the opportunity to meet with prominent leaders of Germany's legal community to promote the advantages of forming Delaware business entities and using Delaware's courts for dispute resolution. Significant international growth has been a chief reason that Delaware set historic highs in the number of new companies formed last year.

Finally, the Governor discussed opportunities to increase foreign direct investment (FDI) by Germany in Delaware. Germany invests more than \$270 billion per year in the U.S., making it one of the leading sources for FDI. Germany invests the fourth-most of any country in Delaware, investing more than \$270 million per year as of 2013.

In addition to connecting with individual companies and entrepreneurs across a variety of industries, Markell and the delegation met with leaders from:

- IHK's Munich and Upper Bavaria chapter, with about 400,000 member companies;
- The Bavarian Industry Association, which represents more than 100 Bavarian economic and employers' associations, as well as 30 individual companies from diverse industries;
- BioM, the networking agency for the biotechnology sector in Munich and Bavaria; and
- Factory Berlin, Germany's largest start-up campus, which supports many thriving new companies, particularly in technology fields.

The launch of Global Delaware provides an opportunity to expand on progress from the Governor's earlier international efforts and has already produced results. The program helped recruit AB Group Packaging Inc., a 30-year-old paper bag and flexible packaging producer with plants in Ireland, Spain and the United Kingdom, which is slated to open its first U.S. plant in Delaware this summer, creating 87 new full-time jobs.

"Success for our state in the 21st century means looking beyond our borders for ways to create jobs and economic opportunity for Delawareans,"

**Governor
Jack Markell**

In November another delegation will return to Munich, including Andrea Tinianow, to continue outreach and follow-up from the September visit. The German American Chamber of Commerce in Philadelphia will continue partnering with Global Delaware/Department of State to strengthen the ties with the Bavarian Mittelstand in order to provide a "soft landing ground" for those looking to expand into the region. ■



BioM tour

U.S. Market for Industrial Robots is Expanding Rapidly

Record level for 2014 orders – collaborating robots in the focus of research

After a moderate decline in the previous year, orders for industrial robots were on the upswing and have reached a record level in 2014, says the Robotic Industries Association (RIA). This is mainly due to the rapidly growing demand in the automotive industry. According to the association, approximately 64% of all ordered units were accounted for by the industry sector (including suppliers). The second most important customer industry sector, the metal industry, also provided momentum.

Great growth perspectives

In 2015, the association expects an increase of between 5% and 7% in units ordered in the United States. The market research institute Tech Navio predicts an average growth in sales of industrial robots of 12.3% per year from 2015 to 2019 in the North American market.

to the ever-present lack of skilled workers in the manufacturing sector, reports Alex Shikany, Head of Market Analysis at the RIA.

Growing interest among medium-sized companies

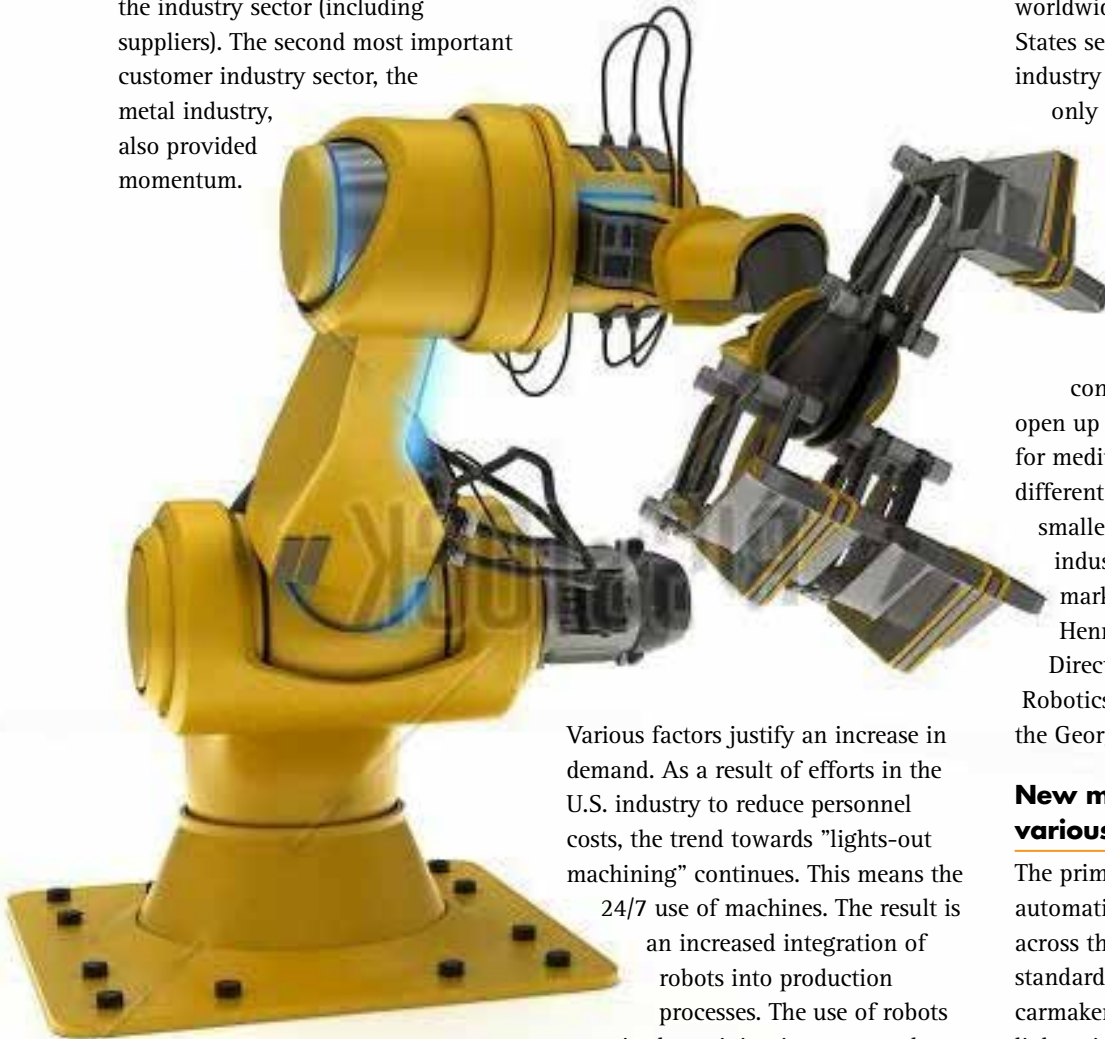
According to the RIA, some 235,000 industrial robots were in use nationwide in the first quarter of 2015. On a worldwide scale, this ranks the United States second behind Japan. The industry sector expects demand not only to come from large companies, as it has almost exclusively been the case so far, but more and more also from medium-sized businesses. Thanks to innovative solutions in the form of interfaces,

controllers and software, robots open up new application possibilities for medium-sized companies of different industry sectors. In addition, smaller and more cost-effective industrial robots are hitting the market at a rapid pace, reports Henrik Christensen, Managing Director at the Institute for Robotics and Intelligent Machines at the Georgia Institute of Technology.

New momentum from various industries

The primary customer industry drives automation in its production facilities across the nation. Due to state standards regarding fuel efficiency, carmakers focus more and more on lightweight materials such as

Various factors justify an increase in demand. As a result of efforts in the U.S. industry to reduce personnel costs, the trend towards "lights-out machining" continues. This means the 24/7 use of machines. The result is an increased integration of robots into production processes. The use of robots is also gaining importance due





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GTAI INDUSTRY TALK

Detailed industry reports, written by the U.S. correspondents of German Trade and Invest (GTAI), the official German foreign trade and inward investment agency.

*By Christian Janetzke, Germany Trade and Invest ·
Translation from German by Sandy Jones, GACC*

The electrical and electronics industry sectors show a strong growing interest in robots, reports Christensen. Market experts anticipate rising use in the area of clean room applications for the production of semiconductors, solar panels and light-emitting diodes. Shikany also expects a significant increase of demand from the life sciences sector in the medium-term.

Demand for multifunctional robots

IRobot-based welding is gaining interest in the U.S. industry. In 2014, according to the RIA, very high levels of increase were registered for arc welding as well as for spot welding.

Robot manufacturers continue to introduce new high speed robots with sophisticated technology onto the market. Flexible usage is gaining relevance, says Christensen. Multifunctional robots with a wide range of applications are in demand. In most industry sectors, demand for turnkey automation solutions, which can be modularly expanded, is growing.

Intense research activities

The U.S. government is pushing the use of technologies in the area of advanced manufacturing to increase the nation's competitiveness. In 2011, the Obama Administration established the "National Robotics Initiative." This initiative includes

the expertise of numerous state agencies and authorities (National Science Foundation, NASA, etc.). Since 2011, in line with this initiative, some US\$300 million of public funds have been used for research and development, reports Christensen. The focus was on "collaborative robots," which are designed for integrative use of man and machine in the work process.

In recent years, manufacturers have made significant progress in this area regarding software and safety. More and more of such machines are being pushed onto U.S. market. Not least in the automotive industry, corresponding robots are gaining interest. Since mid-2013, BMW has been testing collaborative robots in the area of door assembly in its Spartanburg plant in South Carolina.

An announcement of one of the world's leading robot manufacturers is of high relevance for the U.S. as production location in the area of automation. ABB Switzerland announced in May 2015 that the company was to start the production of robots in its plant in Auburn Hills (Michigan). The number of local employees is to be doubled to 1,000 within five years. It is the first non-American big player of the industry sector who wants to start production within the U.S. In three to five years, Christensen expects more foreign companies to start manufacturing robots in the U.S. ■

high-strength steel and aluminum. Robot-assisted laser cutting of such materials is gaining importance. Automotive manufacturing, increasing in the medium-term according to analysts, makes for a growing demand by trend. For several years, besides areas such as welding and painting, robots have been integrated increasingly during assembly activities.

The aviation industry is to gain in significance as a customer. Boeing as well as numerous jet and engine manufacturers increasingly replace aluminum with carbon composite materials in their aircrafts in order to reduce weight. Thus, for the processing of carbon composite materials manufacturers and suppliers invest heavily in robots. In the future, Boeing plans to manufacture the hulls of its "B777" and "B777X" in Everett (Washington) using robots (and applying the so-called "fuselage automated upright build" method). These have been developed by the German robot manufacturer KUKA.

WASHINGTON
★ UPDATE ★

NEWS FROM INSIDE THE BELTWAY

What You Should Know about TPP

by Elizabeth Livengood (RGIT)

In December of 2009, the Obama administration notified Congress of the administration's intent to enter into negotiations on the Transpacific Partnership (TPP). Since that time, the negotiations have grown to include twelve nations which together account for almost 40 percent of global GDP. Together with Australia, Brunei Darussalam, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore and Vietnam, the United States is looking to boost its exports and cooperation in the Asia-Pacific region.

In addition to eliminating tariffs and reducing non-tariff barriers, the TPP strives to set new standards for global trade by incorporating "next-generation" issues that will boost the competitiveness of TPP countries within the global market. Many of these issues such as promoting and protecting digital technologies and ensuring fair competition with state-owned-enterprises have yet to be addressed in any U.S. free trade agreement. The framework of the TPP also aims to create a "living agreement" which would enable it to be updated to address emerging

issues as well as those which may arise through the later expansion of membership.

The negotiations have taken nearly six years, and while they may be concluded in the near term, several sensitive areas in TPP have slowed the negotiations and some remain unresolved. Chief among these stumbling blocks are negotiations with Japan on agriculture and automobiles. More broadly, TPP partner countries have struggled to unite on sensitive agricultural sectors, rules of origin for textiles, as well as intellectual property right concerns. While challenges remain, TPP countries hope to bridge these gaps

before the U.S. becomes embroiled in the 2016 Presidential election.

President Obama is confident the negotiations can and will be concluded before the end of the year.

However, the President has acknowledged that once

TPP is concluded, the greater challenge will be getting it through Congress. Even with the passage of Trade Promotion Authority – a provision which streamlines the

approval of implementation legislation for trade agreements by allowing for a simple up or down vote without amendment – earlier this year, TPP supporters will still need to ensure that they have the requisite votes for a simple majority.

As TPP negotiations draw to a close, there is a great deal of speculation concerning the impact it may have on third economies. TPP will certainly bring a degree of trade diversion and could affect Europe's competitiveness in the region. However, these effects will be tempered both by the fact that the U.S. already has Free Trade Agreements (FTAs) with seven TPP partners and that the EU is continuing to negotiate ambitious FTAs in the region. German industry is also uniquely positioned among European countries to reap some benefit from the successful completion of TPP, due to the extent to which German businesses are invested in the U.S. German companies exporting from the U.S. to TPP markets would be eligible for reduced tariffs provided their products meet requisite local content requirements.

Apart from trade diversion, European industry should also be mindful of what TPP could mean for the multilateral trading system and for the Transatlantic Trade and Investment Partnership (TTIP). It is clear that the timeline for concluding TPP will have a profound impact on the trajectory of TTIP negotiations. We



RGIT REPRESENTATIVE of German Industry + Trade

have already begun to observe its impact on the past two rounds of TTIP negotiations, as the U.S. is unable to make its most ambitious offers in sensitive sectors until the TPP is closed, lest they risk TPP partner countries demanding the same concessions. Additionally, the U.S. finds itself in the challenging position of negotiating two separate agreements, both of which are heralded as a template for a "21st century trade agreement." As the final outcomes of TTIP and TPP will

likely differ, it begs the question of which agreement will in fact serve as a template moving forward. To ensure that TTIP is in fact the model, the EU must be vigilant in negotiating TTIP to ensure that it is both completed in a timely manner and crafted in a way which sets appropriately high 21st century standards for the transatlantic community, while also being mindful of how these provisions might one day translate back to the multi-lateral trading system. ■

About the Author



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Berlin Spirit in the Big Apple

A Berlin communications agency takes over the U.S.

Berlin is all the rage, and its hipness shows no signs of letting off. Just recently, the New York Times published a viral video titled “36 Hours in Berlin,” depicting the versatility of the city’s culture, many innovative entrepreneurs, and all-encompassing creative spirit: The perfect breeding ground for cutting-edge, creative communications agencies. Just why an



up-and-coming PR and event agency would decide to branch out of this creative “hub,” hop across the pond, and open an office in New York City was topic of our conversation with CLY Communication founder, Raffaele Castelli:

Trade Quarterly (TQ): Mr. Castelli, even Lail Arad sings, “Everybody’s moving to Berlin.” But you recently moved to New York to personally supervise the opening of CLY Communication’s U.S. office. Why?

Raffaele Castelli (RC): Well, it’s not like I’m leaving Berlin behind. Primarily, it’s about transferring the “Berlin Spirit” to the U.S., and fusing it with the energy and pace of the U.S. market. With our offices in Berlin and New York we can build a transatlantic channel of creativity, offering the best of both worlds to our clients in Europe and the U.S.

TQ: The best of both worlds – what do Berlin and New York stand for in your eyes?

RC: Berlin is unfinished. It stands for the freedom of self-actualization. This city has something to offer to everyone – whether you’re a



Raffaele Castelli is a European at heart: Born in Italy, raised in Germany, and educated in London. Before founding CLY Communication in Berlin in 2009, he worked as a consultant for various automotive and lifestyle brands. Castelli has been representing his agency CLY in New York since July 2015.

musician, a tech nerd, an entrepreneur, or just a world traveler. That, paired with a willingness to improvise, generates incredible creativity. New York, on the other hand, is fast paced, tougher, and more commercial than Berlin, but still creative in its own right. The cosmopolitan spirit has only recently arrived in Berlin. In New York, however, its somewhat of a tradition, and these influences are invaluable to us creative communications experts. I feel very much at home in New York, because it reflects different aspects of my personality: My German striving for perfection and my Italian creativity.

TQ: In Germany you provide PR, event management, and celebrity relations services to big name accounts like Condé Nast, Samsonite, and Unilever. Is this your goal in the U.S., as well?

Catwalk at the show of Spanish fashion label and long-time CLY client Desigual during New York Fashion Week

RC: Exactly. We will be offering our expertise in these three sectors in the U.S., as well, and we will continue to provide full-package deals to some or only, say, PR and event management services to other clients. Almost all of our clients operate on an international level. But PR and event management only make sense when implemented locally. And if you want to operate in the U.S. market, you have to be in New York. Of course, our office here is more than just an added asset for our existing clients: Our creative, straightforward, and professional services, along with our unconventional “Berlin Spirit,” can fill a void in the U.S. market. Especially our celebrity relations services will benefit from our presence in the U.S. – American celebrities are in demand in Germany, as well. Take our client Condé Nast, for example: GQ’s “Men of the Year” award requires regular meetings with management of these U.S.-stars. That will obviously be much easier to arrange from our New York office.

TQ: Celebrities, red carpets, fashion shows, elaborate product launches – is it really as glamorous as it looks?

RC: To be honest, most of the time it’s very hard work to keep our clients and their brands in the limelight. And keep in mind that, next to organizing these special events, we are at work behind the scenes to make sure our clients are “happening” in the popular media, and among opinion leaders and digital influencers. Even though we choose clients who

are focused on the nicer things in life – fashion, beauty, design, and lifestyle – our daily work consists of more than just finding creative solutions. It’s also about sustainable strategy and professional craft. You can’t forget about that next to all that glamour. ■



Lenny Kravitz and CLY founder and managing director Raffeale Castelli at the GQ Awards.



The GQ “Men of the Year” awards ceremony saw many international celebrities such as Anastacia, David Beckham, Kylie Minogue, Robin Thicke or Jean-Paul Gaultier.



One of many red carpets for the CLY team to manage during Berlin Fashion Week



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As a law firm with offices in California and Germany, Carroll Burdick & McDonough LLP prides itself on being the law firm with the largest German Practice on the West Coast of the United States. Led by Dr. Alexander Imberg, a native German who has been practicing in the U.S. since 1996, and with numerous other lawyers who were educated in and who have practiced law in the U.S. and in Germany, Carroll Burdick's lawyers are well versed in the legal issues that German and other European companies face in California and the U.S.

Carroll Burdick's German Practice Group has represented numerous German Fortune 100 companies, as well as mid-size and smaller businesses, in a variety of matters. From representing companies in complex U.S. litigation matters and coordinating their national litigation strategy, to assisting them with contract negotiations, privacy and data security compliance, mergers and acquisitions, licensing, registration and protection of trademarks and copyrights, trade secrets, and unfair competition issues, Carroll Burdick prides itself at being the go-to U.S. firm for German companies.

Many of our U.S. and European clients are concerned about privacy and data security compliance. Companies are uncertain about the steps they should take to comply with the applicable regulations—not an easy task given the differing views and the evolving

laws on privacy and data security in Europe and the U.S.

Privacy Laws in Europe – Evolving and Becoming Stricter Soon

Since 1950, when Article 8 of the European Convention on Human Rights was recognized, Europe has considered privacy and data protection a fundamental right. The 1995 Data Protection Directive (“1995 Directive”) sets forth standards for fair information practices; however, with the globalization in commerce and advances in technology, the 1995 Directive is now dated.

In January 2012, the European Commission released the EU General Data Protection Regulation (“Regulation”), to replace the 1995 Directive. After spending the last few years debating the provisions, on June 15, 2015, the European Council approved its version of the Regulation, a major step forward in the adoption of the Regulation. Now there appears to be a push to have the Regulation enacted by December 2015, and the European Commission, the European Parliament, and the European Council are reviewing three drafts from which they plan to create the final text.

Regardless of the exact final text, it is clear the Regulation will ensure there is more protection of individuals' privacy. Under the Regulation, transparency requirements will be explicit, additional consent will be required, and severe sanctions will be

imposed for noncompliance. Once adopted, the Regulation will be a self-executing law among the EU member states, making the law uniform, unlike the varying domestic laws that spawned from the 1995 Directive.

Once adopted, there will be a two-year transition period before it becomes enforceable across EU countries. Given the changes likely to occur under the Regulation, businesses will need to move forward on changing their practices immediately to ensure compliance within this period.

While the Regulation contains various provisions that will impact how companies using sensitive, personal or pseudonymous data do business, a few of the major changes are listed below:

- **Broadened Scope:** Companies using customer personal data should be aware of the broadened scope of the Regulation. Under the Regulation, IP addresses, unique reference numbers, and other pseudonyms if, when combined with other information would allow a person to be identified, would be considered personal data.
- **Information Notices/Standard of Consent:** While consent was previously required, the Regulation sets a higher notification and consent standard. Consent must be freely given, specific and informed; the individual must have a choice to give consent and be able to with-

draw consent. Businesses should review their existing notices and identify any missing details necessary under the Regulation.

- **Data Breach Reporting:** The Regulation will include a data breach reporting obligation requiring businesses to report a breach to a Supervisory Authority and, in some cases, the affected individuals. Businesses collecting personal data will need to have a data breach response plan, and revisit their security measures to ensure breaches can be immediately detected.

Privacy Laws in the U.S. – The Strong Arm of the FTC

Unlike the EU, the U.S. does not recognize privacy as a fundamental right, and does not have any single data protection law. Rather, the U.S. has enacted several privacy laws that apply to specific sectors such as educational institutions—Family Educational Rights and Privacy Act (FERPA), children (Children’s Online Privacy Protection Act (COPPA), and healthcare (Health Insurance Portability and Accountability Act (HIPAA)).

While private causes of action exist in relation to certain data breaches, over the last several years, the Federal Trade Commission (FTC) has taken a greater role in protecting consumers’ personal information. Pursuant to Section 5 of the Federal Trade Commission Act, which prohibits “unfair or deceptive acts or practices in affecting commerce,” the FTC has broadened its authority to regulate privacy and data security issues. The FTC’s authority was confirmed on August 25, 2015, in *FTC v. Wyndham Worldwide Corp.*,

where the Third Circuit Court of Appeals held it has the authority to regulate companies’ data security practices under the “unfair practices” prong of Section 5. There are several important takeaways from this and other recent FTC decisions that companies doing business in the U.S. must understand when assessing their compliance with privacy and data security laws.

- **Necessary Security Measures:** First, the *Wyndham* decision establishes the minimally necessary security measures a company must have in place. At the very least, companies doing business in the U.S., subject to the FTC Act, must monitor their own privacy practices, vet their vendors’ privacy practices, and have employees dedicated to updating the company’s security program (e.g., firewalls, encryption, access controls, and incident response planning). Companies that fail to stay abreast of security developments will confront heightened scrutiny by regulators.

- As a starting point, companies should implement these basic security measures for their systems: (a) change passwords from default settings, (b) adequately inventory computers that have access to the company’s network, (c) maintain firewalls, (d) upload security patches, and (e) encrypt financial information.

- **Accurate Privacy Policy:** Businesses should review and make sure their privacy policies accurately state how personal data is used, collected, stored and shared. A business that

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For questions regarding this article or guidance on privacy and security issues, contact Gretchen A. Ramos, CIPP/E/US, Chair of Carroll Burdick’s Privacy and Data Security Group
 >> gramos@cbmlaw.com

claims it provides a level of security that it does not can be considered deceptive and subject to an FTC action.

Given the current legal landscape and evolving technology, navigating the data security laws in Europe and the U.S. is a difficult task. To be in compliance, it is imperative your company devotes the necessary resources to establish a privacy and security program. This process can be simplified with guidance from attorneys who specialize in this area and understand the applicable laws. By failing to devote the resources and take the necessary steps to establish a security program now, companies leave themselves exposed to enormous fines and potential breaches that could cripple their businesses. ■



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GACC Midwest Launches Dual Vocational Training Program ICATT

Company-driven training program for SMEs to close skills gap

By Jasmin Welter, GACC

On August 14, 2015, the beautiful Wojcik Conference Center at Harper College in Palatine, IL, was filled with excitement. It was the official launch of the Illinois Consortium for Advanced Technical Training, a 3-year long dual vocational training program. ICATT is the first GACC managed dual vocational training program. Acting as a catalyst, GACC Midwest advises and facilitates the program together with educational partner Harper College in Palatine and 8 SME companies. The first cohort of apprentices will be trained as Industrial Technicians/Maintenance Technicians to fill much needed vacancies to secure companies' productivity and profitability.

The official opening ceremony was the first time all future apprentices, their families and the participating companies got together. It posed an excellent opportunity for the apprentices to start building their professional network – a valuable career asset to share & exchange experiences with peers in their industry.

After a welcome by Kenneth L. Ender, Ph.D., President of Harper College, and opening remarks by Mark Tomkins, President & CEO

of GACC Midwest, Jim Nelson, Vice President – External Affairs of the Illinois Manufacturers' Association, took the stage (pictured on the right). Nelson referred to apprenticeships as one of the most comprehensive ways of training. "The ICATT program shows that students have options other than going to college for a fulfilling career, and it takes the apprenticeship model one step further in tying it to an associate's degree from Harper College."

The ICATT model is not only a great opportunity for the apprentices – the companies profit as well by building



GACC Midwest, Harper College, and participating companies with their trainees.

“Having GACC Midwest as a facilitator makes ICATT a reliable and feasible program to participate in.”



*Dr. Anna-Katharina Wittenstein,
Chairwoman of the Board,
WITTENSTEIN holding Corp.*

their own workforce. “Companies like ours have been facing the challenge of finding employees with the right skills, and ICATT fixes this problem for us. Having GACC Midwest as a facilitator makes ICATT a reliable and feasible program to participate in, and WITTENSTEIN is proud to be part of the first group of companies involved,” says Dr. Anna-Katharina Wittenstein, Chairwoman of the Board, WITTENSTEIN holding Corp. Both she and Jim Nelson emphasized that an apprenticeship program has the potential to boost a company’s performance in general – by adding innovative and fresh impulses and increasing exchange between trainees and trainers.

And many companies and public officials are starting to get more curious about training *made in Germany*. “The format works, not only for our German subsidiaries

familiar with the concept of dual vocational training but well beyond our membership base,” says Mark Tomkins. “We have received interest from American companies with no ties to Germany.” Right from the start, ICATT was designed to be scalable and sustainable, and the GACCs are ready to expand the concept for nationwide application. “Today is not only the beginning of ICATT, this is the beginning of something bigger,” per Tomkins. We are excited to follow the path of our pioneers in education to help make the American economy stronger and more competitive. ■



*GACC Midwest Chairman W. David Braun
handing over the Certificate to one of the
ICATT trainees*

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What do you like best about your job?

I most enjoy getting to be creative and introducing new programming ideas, business strategies, and event elements to enhance our projects. With our Christkindlmarket, we take an age old tradition and inject new cultural components into it to support the authenticity of the event while promoting past and current German customs. The visitors love to participate in new programs and take advantage of being immersed in authentic cultural activities without having to travel to Germany.

What's New?

2015 marks the 20th Anniversary and we have several exciting programs to celebrate the occasion. The market will get started on the 19th of November with a ticketed exclusive first-look experience for a limited amount of guests before public opening on November 20th. Guests will be treated to a sneak-peek of the newest vendor wares and our ever expanding list of

food and beverage offerings. They will also be front and center at the highly anticipated presentation of the Christkind's proclamation ceremony. Other fun activities during the 35 day event can be tracked on our website. The Christkindlmarket Oakbrook will also return for the second year starting November 27th. There will be more seating for visitors and more vendor booths adorning the popular Oakbrook shopping center sidewalks.

What do you look forward to?

I can't wait for the markets to begin and see how all the hard work that was put into the planning gets positive feedback from the visitors, local businesses, city officials and Sponsors. I look forward to being able to replicate the concept in other locations that will be well suited for authentic German traditional events. I want to share my love for my country, culture, and customs with others and feel lucky I get to do this professionally every day. ■

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 <p>Event Calendar October 1 – December 16</p>		<p>October 1 GACC Oktoberfest</p> <p>GACC West San Francisco, CA www.gaccwest.com</p>	 <p>October 1 "After Hours" Networking with Lufthansa Group</p> <p>GACC South Atlanta, GA www.gaccsouth.com</p>	<p>October 1 Breakfast with BridgehouseLaw LLP</p> <p>GACC South Atlanta, GA www.gaccsouth.com</p>
<p>October 5–9 German Machinery Delegation</p> <p>GACC Midwest Detroit & Chicago www.gaccmidwest.org</p>	 <p>October 6 German Machinery Conference – Focus on Automotive</p> <p>GACC Midwest Detroit, MI www.gaccmidwest.org</p>	<p>October 7 "After-Hours" Networking with Audi of America, Inc.</p> <p>GACC South Charlotte, NC www.gaccsouth.com</p>	 <p>October 7 MI Chapter: Unity Day Reception</p> <p>GACC Midwest, MI Chapter Rochester, MI www.gaccmidwest.org</p>	
 <p>October 8 German Machinery Conference – Focus on Food Processing</p> <p>GACC Midwest Chicago, IL www.gaccmidwest.org</p>	<p>October 8 CO Chapter: Annual Membership Meeting</p> <p>GACC Midwest, CO Chapter Denver, CO www.gaccmidwest.org</p>	<p>October 9 GACC Awards Gala & Smart Factory Industry Forum</p> <p>GACC Midwest Chicago, IL www.gaccmidwest.org</p>	<p>October 13 Business Roundtable with Kroger</p> <p>GACC South Houston, TX www.gaccsouth.com</p>	
<p>October 13 German Business Roundtable</p> <p>GACC South Houston, TX www.gaccsouth.com</p>	<p>October 13 Austrian German Swiss Women-in-Business Forum</p> <p>GACC NY New York, NY www.gaccny.com</p>	<p>October 14 Rödl Grand Prix NC 2015</p> <p>GACC South Charlotte, NC www.gaccsouth.com</p>	<p>October 19–23 Civil Aviation Business Delegation & Conference</p> <p>GACC West Seattle, WA www.gaccwest.com</p>	 <p>October 19–23 Energy Efficiency in Industry Business Delegation</p> <p>GACC Midwest Detroit, MI www.gaccmidwest.org</p>
<p>October 20 Business Seminar with CliftonLarsonAllen LLP</p> <p>GACC South Charlotte, NC www.gaccsouth.com</p>	 <p>October 20 Energy Efficiency in Industry Business Conference</p> <p>GACC Midwest Detroit, MI www.gaccmidwest.org</p>	 <p>October 20 Seminar with KfW IPEX-Bank</p> <p>GACC NY New York, NY www.gaccny.com</p>	<p>October 21 Rödl Grand Prix SC 2015</p> <p>GACC South Greenville, SC www.gaccsouth.com</p>	
<p>October 21 European Business Networking</p> <p>GACC Midwest Chicago, IL www.gaccmidwest.org</p>	<p>October 22 MI Chapter: HR Circle tbd, MI</p> <p>GACC Midwest, MI Chapter tbd, MI www.gaccmidwest.org</p>	 <p>October 22 EACC Fall Networking Event</p> <p>GACC NY New York, NY www.gaccny.com</p>	<p>October 24 20th Annual Gala</p> <p>GACC South Atlanta, GA www.gaccsouth.com</p>	<p>October 26–30 Innovation Seminars – Energy Efficiency in Transportation Systems</p> <p>GACC Midwest tbd www.gaccmidwest.org</p>

October 28 East Coast Industry Forum GACC NY Jersey City, NJ www.gaccny.com		November 3 Seminar & Networking Reception with IAK International Corp. GACC NY New York, NY www.gaccny.com		November 3 German Engineering & Made in Japan Meet in the Southeastern U.S. GACC South Atlanta, GA www.gaccsouth.com	November 4 EACC Women's Forum GACC NY New York, NY www.gaccny.com
	November 5 STEP NYC: Pitch Night GACC NY New York, NY www.gaccny.com	November 9-13 Delegation to Mexico GACC South Mexico www.gaccsouth.com	November 10 Oak Ridge National Laboratory Tour GACC South Atlanta, GA www.gaccsouth.com	November 10 Business Roundtable with J&J & H International GACC South Atlanta, GA www.gaccsouth.com	November 10 8th Women's Series – Managing Your Work/Life Balance GACC South Atlanta, GA www.gaccsouth.com
November 12 Martinsgans Dinner GACC South Atlanta, GA www.gaccsouth.com		November 12 FOCUS: Smart Grid 2015 GACC NY New York, NY www.gaccny.com		November 17 Martinsgans Dinner & Newcomer of the Year Award GACC NY New York, NY www.gaccny.com	
November 17 Christmas Market with Mostly Chocolate GACC South Charlotte, NC www.gaccsouth.com	November 18 Continuing Legal Education Series GACC NY New York, NY www.gaccny.com	November 15 Health IT Expert Delegation Trip to Germany GACC Midwest Düsseldorf, Erlangen, Regensburg & Munich, Germany www.gaccmidwest.org	November 18 European Business Networking GACC Midwest Chicago, IL www.gaccmidwest.org	November 19 Business Seminar with Bucerius USA GACC South Atlanta, GA www.gaccsouth.com	Nov 20 – Dec 24 20th Christkindlmarket GACC Midwest Chicago, IL www.gaccmidwest.org
Nov 20 – Dec 23 CO Chapter – Christkindlmarket GACC Midwest, CO Chapter Denver, CO www.gaccmidwest.org		Nov 27 – Dec 24 Christkindlmarket Oak Brook GACC Midwest Oak Brook, IL www.gaccmidwest.org	December 3 STEP NYC: Pitch Night GACC NY New York, NY www.gaccny.com		December 3 "After-Hours" Networking with Montblanc GACC South Atlanta, GA www.gaccsouth.com
	December 9 Plant Tour at Max Daetwyler Corporation GACC South Huntersville, NC www.gaccsouth.com	December 14 German American Business Outlook (GABO) GACC NY New York, NY www.gaccny.com		December 16 European Business Networking GACC Midwest Chicago, IL www.gaccmidwest.org	

A man in a red shirt and blue overalls stands in a brewery, leaning on a metal railing. Behind him are large stainless steel tanks. One tank has a label that reads "WASH/LAUTER TUN" and "CAP. 15 BBL". The scene is overlaid with digital graphics, including binary code (0s and 1s) and glowing blue lines representing data or network connections. The Siemens logo is in the top left corner.

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