

German American

TRADE

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RTL INTERNATIONAL

RTL International Launches in the US

Top 50 German Firms in the US

**Interview with Wayne Smith,
Chairman and CEO of BASF Corporation**



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Transatlantic Solutions for Integrated Industry

Hannover Messe is already the leading industrial trade show in the world. And yet, it is going to offer an even grander stage this year. With the US, the largest economy in the world, as the partner country, the 2016 fair promises to offer an unprecedented spectrum of exhibitors, visitors, and innovators. And with Barack Obama opening the trade show, the importance of this historic partnership is evident for the world to see.

Under the motto "Integrated Industry - Discover Solutions", Hannover Messe will zero in on the pivotal transformation of the global economies. The 5000 exhibiting companies will present their solutions for Industry 4.0 and future energy systems to potential business partners from all over the world, and will showcase more than 100 ready-for-market examples of Integrated Industry solutions.

Through countless special events, in addition to the standing exhibitors, the trade show will elaborate on potential advantages in smart manufacturing, the integration of the Industrial Internet of Things (IoT), implications for consumers and manufacturers alike (think autonomous driving) and offer concrete solutions.

The show will not only feature innovative technologies, but also allow exploring new business models that result from Industry 4.0. It is crucial for companies on both sides of the Atlantic to explore the opportunities and potentials that a more integrated, digitized economic landscape offers.



*Dr Jochen Köckler,
Deutsche Messe AG*

"Industry 4.0 is no longer a vision. In 2016, it is full-fledged reality."

Throughout the recent industrial renaissance, the US has become a highly attractive business partner and is the top export market for German manufacturers. This dynamic relationship is bound to profit from synergies that can be discovered and furthered at Hannover Messe. At the US Investment pavilion, more than 70 Economic Development Organizations (EDOs) and co-exhibitors from the United States will showcase themselves to 200,000+ visitors. The pavilion is a testament to the strength and vitality of German-American trade relations, as well as the eagerness of businesses to work together with potential transatlantic clients.

Hannover Messe, with the USA as the official partner country, will be where the titans of industry from around the world come together to implement the newest industrial revolution. It is the place where German quality meets American innovation to build the transatlantic future together – and I look forward to seeing you there! ■

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MERGERS & ACQUISITIONS

Airbus Sells German Defence Arm to KKR for Euro 1.1bn

Airbus is selling its German defence electronics arm to private equity firm KKR, 18 months after first putting it up for sale, in a deal that values the military business at Euro 1.1bn including debt. The European aerospace group will retain a 25 per cent stake in the company, which may have helped to reassure the German government. Berlin has been closely involved in the disposal, according to people close to the process. Airbus will hold the stake for a maximum of three years, a company spokesman said.

>> www.ft.com

Deutsche Börse's Nasdaq Deal

Deutsche Börse has agreed to sell its U.S. options business International Securities Exchange for \$1.1 billion

to Nasdaq, possibly to improve its merger bid for the London Stock Exchange if rival offers emerged. Deutsche Börse, eyeing a merger with the London Stock Exchange, has agreed to sell its U.S. options platform International Securities Exchange for \$1.1 billion to Nasdaq, exiting a market that has sharply lost value since the financial crisis and where it saw little chance of become a top player.

>> www.global.handelsblatt.com

SMA Acquires Stake in U.S. Firm Tigo Energy

Germany's SMA Solar Technology AG will acquire a 27% stake in the Los Gatos, California-based Tigo Energy, Inc., in a \$20 million capital increase deal. As part of the agreement, SMA has secured for 30 months exclusive rights for worldwide sales of Tigo Energy's new TS4 Retrofit product platform for module optimization.

>> www.pv-magazine.com

Tableau Scores Advanced Database Tech with Acquisition of German Startup HyPer

Tableau announced today that it has acquired HyPer, an early-stage German startup born in academia that has developed an advanced database technology. Tableau intends to incorporate the technology into its product set. Tableau is a business intelligence and analytics company, taking business data and helping companies make sense of it. The new HyPer database technology should provide a performance boost across Tableau products, Patrice Pelland, senior director for engineering at Tableau told TechCrunch.

>> www.techcrunch.com

Diebold CEO Says Will Not Raise Wincor Offer

U.S. ATM maker Diebold Inc (DBD.N) is not considering raising its \$1.8 billion offer for German rival Wincor Nixdorf (WING.DE) and will not lower the acceptance threshold, its chief executive told Reuters in an interview. Wincor Nixdorf shareholders have until March 22 to accept Diebold's cash and share offer and it remains unclear whether the U.S. company will reach the required total of 75 percent support.

>> www.reuters.com

Procter & Gamble (PG) Selling Pert Shampoo Brand to German Company

Procter & Gamble is shedding one of its more well-known shampoo lines, part of the company's larger plan to get rid of up to 100 brands that don't have strong growth prospects. For the most part, P&G has been dropping overseas brands that most people here in the U.S. wouldn't

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recognize. But Thursday, Reuters reported, German consumer and industrial products firm Henkel agreed to purchase Pert from P&G.
>> www.wcpo.com

German-Based Firm Thyssen'sche Handelsgesellschaft m.b.H Acquires Anomatic from Brookstone Partners

German investment company Thyssen'sche Handelsgesellschaft m.b.H (THG) has acquired controlling interest in Anomatic from Brookstone Partners. Anomatic specializes in colour anodized aluminium packaging solutions and also provides laser engraving, embossing and screen-printing services. The company runs state-of-the-art facilities in Ohio, Connecticut and Suzhou, China. The financial terms of the acquisition were not disclosed.
>> www.premiumbeautynews.com

VirtualWorks of Boca Raton Merges with German Linguistics Company

Boca Raton's VirtualWorks Group, which developed tools to find and manage corporate data, has announced a merger with Language Tools of Munich, Germany. Language Tools' language processing technologies will be used to enhance VirtualWorks' data search.
>> www.sun-sentinel.com

Wirecard CEO Eyes Expansion into U.S. Market in Next 12-16 Months

German payments processor Wirecard AG is looking to expand into the U.S. market over the next 12 to 16 months either through organic business development or through

possible merger and acquisition deals, its chief executive said on Thursday. Chief Executive Markus Braun said he expected to make a "strong move" into the United States, the last frontier in Wirecard's global expansion plans, and that it was in initial talks on potential deals but these remain in their early stages.
>> www.reuters.com

MARKET ENTRIES & RELOCATIONS

German Manufacturer Viega Bringing 190 Jobs to Colorado

A German plumbing equipment manufacturer announced Friday it will be leaving Kansas and heading for Colorado. Viega LLC will relocate its U.S. headquarters from Wichita to Denver, bringing 190 jobs to the state. The plumbing and heating systems manufacturer has been in

Wichita for 10 years. Viega CEO Dave Garlow said in a statement that discussions will start next month on specifics for the move, including location and a timeline.
>> www.denverpost.com

Software Maker Moves U.S. HQ to Austin, Names New CEO

Shopgate Inc., a German mobile commerce company, is moving its U.S. headquarters from California to Austin under the guidance of a new CEO. The appointment of former Chief Operating Officer and Chief Financial Officer Marc Biel to the CEO position comes weeks after the company's relocation to Austin. Shopgate, which completed a \$15 million Series C round of funding last year, plans to hire 50 Austin workers this year, according to a company announcement.
>> www.bizjournals.com

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INVESTMENTS & EXPANSIONS

Aldi, the German Chain that's Beating Wal-Mart at its own Game

In the Southern California town of Beaumont, Wal-Mart shoppers must first drive past the new Aldi, a recent addition to the family-owned German grocery-store chain that is beating the U.S. retail giant at its own game: selling food at rock-bottom prices. Aldi is betting that many in Beaumont will never make it to the Wal-Mart. Like hundreds of others Aldi has opened in recent years, the Beaumont store is strategically located to siphon off the retail giant's discount-seeking shoppers with prices that can average almost 20 percent less than those at Wal-Mart Stores Inc.

>> www.charlotteobserver.com

Cisco Announces German Investment and Synata Acquisition

Cisco Systems CSCO announced that it has acquired San Francisco based search technology startup Synata Inc. The financial terms of the deal were not disclosed. According to the vice president of Internet of Things and Collaboration Group of Cisco, Rowan Trollope, Cisco Spark will benefit from Synata's ability to search highly encrypted data in the cloud, a capability beyond many conventional search engines. Spark collabo-

ration was previously used by Apple to facilitate interactions between iPhones and desk phones in environments deploying Cisco conferencing hardware/software.

>> www.nasdaq.com

German Auto Supplier Swoboda Invests \$15M in Expansion

A German auto supplier is planning to expand a local plant and create jobs in the process. Swoboda, which makes high-precision metal-plastic components for automobile electronics, plans to invest nearly \$15.1 million to expand its plant in Kentwood, at 4108 52nd St. SE, and add about 37 high-tech jobs to the operation within three years.

>> www.grbj.com

German Vegan Supermarket Veganz Eyeing Portland for First U.S. Store

Veganz, a German vegan grocery chain, has chosen Portland as the location for its first U.S. store. The company had originally planned to open the store this year, but the date has been pushed back. According to its website, Veganz was founded in 2011 and bills itself as the first vegan food chain store in Europe. It now operates several stores in Germany, as well as locations in Prague and Vienna.

>> www.oregonlive.com

Networks Rule the World

German Green Utility LichtBlick Eyes U.S. Expansion for DERMS Offering

LichtBlick, a German electric retailer focused on providing sustainable energy, plans to expand its offerings of Distributed Energy Resource Management System (DERMS) tools into the residential market, including in the United States. The company says its DERMS platform already integrates more than 1,000 DERs, including photovoltaics, energy storage batteries, wind power and electric vehicles.

>> www.utilitydive.com

Germany-Based Multivac Plans \$6.9 Million Expansion Of Its Kansas City, Missouri, Headquarters

Multivac, a global leader in packaging solutions for food, medical, consumer and industrial products based in Germany, will undergo a \$6.9 million expansion of its U.S. headquarters in Kansas City, Missouri. The company expects to create up to 50 new jobs over the next few years. The additional 32,000 square feet of space is projected to come online by April. It will bring total space to approximately 120,000 square feet, and will allow the company to better leverage technology and other innovations to further modernize its manufacturing processes.

>> www.areadevelopment.com

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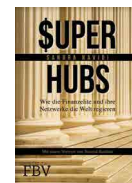
Every year a few hundred of the world's most influential industry leaders congregate at the World Economic Forum (WEF) in the quaint Swiss ski resort of Davos to exchange their thoughts on the state of the world. The purpose of this summit is two-fold: to discuss solutions to the world's most pressing problems and to incidentally network.

On their yearly migration route to places like the World Economic Forum, the Aspen Institute, Allen and Company, Bilderberg, the Milken Conference, and the IMF, they initiate new relationships and nurture existing ones. Why do almost all of the most powerful and busiest people on the planet make these cumbersome and time-consuming trips? Because they are keenly aware of the fact that networks equal power and profits. In a globalized world, the success of executives and their companies is more than ever before defined by the depth and breadth of their relationships. In order to be internationally competitive, personal networks must mirror the increased interconnectedness of our world.

Relationships are valuable, because they are unique, highly personal, and cannot be duplicated. They must be nurtured with an investment of time and effort, and the more time people spend on digital connections, the more valuable true interpersonal connections will become. Even in the machine age, people in possession of highly developed interpersonal skills and multidimensional networks will remain indispensable, because emotional intelligence and personal rapport cannot be robotized. Companies value "network capital" as an integral part of a person's human capital, because a person's network automatically expands the company's.



Sandra Navidi
Chief Executive Officer



Author of the
Bestselling Book

*Super-hubs:
Wie die Finanzelite
und ihre Netzwerke
die Welt regieren*

>> sandra.navidi@beyond-global.com

>> www.beyond-global.com

>> Twitter: @SandraNavidi

BeyondGlobal

Personal relationships are crucial, because they provide access to people, capital, information, and, thus, profitable opportunities. Many corporations hire "elder statesmen," not only for their expertise but also to act as door-openers in the private and public sectors.

Networks need platforms like conferences, industry events, and private gatherings, and the most exclusive ones have high barriers to entry and provide a sense of community and profound content. The most successful executives build goodwill throughout their lives and have access to support and resources whenever needed. They create win-win situations for all, because they realize that only balanced relationships with real give and take are sustainable and withstand the test of time. ■

New Television Station for a German Audience

RTL International Launches in the US

Live news, series, films, docutainment for German expatriates

German-language TV programming is truly in short supply in the US. That's about to change. Germany's largest media conglomerate, Mediengruppe RTL Deutschland, plans to launch an international version of the country's favorite station, RTL, in the US.

6:44 p.m. in the RTL studio in Cologne: News anchor Peter Kloeppel is standing in what is known as the 'green box' and waiting for his cue. Some 20 spotlights and 2 cameras are aiming at him. Technicians in the background and numerous editors in the control room are transfixed on their monitors, ensuring that clips, sound and copy are displayed in the right sequence and at the right time. Then it begins: The countdown superimposed for viewers changes, and at 6:44:58 p.m., the anchor Kloeppel takes a deep breath: 'It's 6:45 p.m., this is RTL News, and here are our stories...' With these words, Kloeppel welcomes millions of Germans to the main news show on RTL every day.

'RTL News' [RTL Aktuell] is one of the most successful, most popular news programs on German television and has long since become a fixed part of daily TV for many viewers. Peter Kloeppel is the face of the show, making him a regular guest in German living rooms – via the television screen – for the past 24 years. And from now on, Peter Kloeppel is quite literally also 'at home across the pond,' because 'RTL Aktuell' will be available for live viewing on RTL International.



RTL Aktuell with Peter Kloeppel and Ulrike van der Groeben

RTL INTERNATIONAL

Now it's 'Welcome home' for German viewers worldwide

RTL International, the new television station of Mediengruppe RTL Deutschland, is geared towards German expatriates, German speakers and students of the German language all over the world, and particularly in North America. 'With the slogan "Welcome home," we want to make it clear that with RTL International, people in the USA can finally get the best German television from home – informative, entertaining and up-to-date,' says Stefan Sporn, General Manager International Distribution and head of the channel. 'With RTL International, you can finally join in on the discussion again, because our program is largely identical to the one friends and relatives are watching back in Germany.'

Finally being able to join in on the fun: Germans' favorite daily soaps are a source of strong emotions

For this to succeed, many programs will be available live when they air in Germany at the same time, or shortly thereafter. This not only keeps all the 'RTL International' viewers directly informed about current world events; it also helps

keep them just as informed as their friends and relatives in Germany are about current issues in Germany, or they can chat about the latest trials and tribulations in one of the daily soaps ('Gute Zeiten, Schlechte Zeiten', 'Unter Uns' and 'Alles, was zählt'). This provides explosive and up-to-the-minute topics of conversation for the next phone call/Skype



Doctor's Diary: All too human catastrophes with Diana Amft



Alarm für Cobra 11: Erdogan Atalay in action

How do I receive RTL International?

RTL International can be viewed in the USA beginning in March, initially through Charter Communications.

Additional platforms and an app (via Google Play and the Apple Store) will soon be added.

You cannot receive RTL International? Please be sure to write or call your network provider and let them know you'd like to be able to receive RTL International.

We'll be publishing every expansion of our reach on our website

>> www.rtl-international.de

You'll find additional information about programming there, too.

You're welcome to visit us on Facebook, too.

>> www.facebook.com/rtl-international

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date with loved ones back home in Germany/Austria/Switzerland.

In addition to other news broadcasts, such as 'RTL Nachtjournal' and 'Punkt 12' with presenter Katja Burkard, the mainstays of programming also include the lifestyle formats 'EXCLUSIV – Das Starmagazin' with Frauke Ludowig and 'Explosiv – Das Magazin', hosted by Nazan Eckes. RTL NORD, RTL WEST and RTL HESSEN have an even stronger regional footing. Viewers can tune in for extensive information about the important events of the day from their home region.

Best entertainment with series and soaps

Good entertainment is also a very important part of the programming: RTL International broadcasts the most popular German action and drama series: 'Alarm für Cobra 11 – Die Autobahnpolizei'! Joining it are other award-winning series, such as 'Der Lehrer' and 'Doctor's Diary'. The reality formats 'Christopher Posch – Ich kämpfe für ihr Recht!' and 'Goodbye Deutschland' also offer fascinating insights into the desires, longings, everyday problems and worries of Germans.

But how can the new television channel grapple with a time difference of up to 9 hours between the US and Germany? To ensure that really

no one has to miss his or her favorite show, the current episodes will typically air again a few hours later. The makers of RTL International always keep the many different time zones all over the world (e.g. Pacific Standard Time or Eastern Standard Time) in mind and schedule entertaining and informative TV to air at all times of the day and night.

'We are delighted to be a new member of the AHK, making us part of the German-American community,' the station's Product Manager Carolin Lefting explains.

With an overseas studio in New York and correspondents in Washington, DC, Los Angeles and San Francisco, RTL is already present in the US. All reports can also be watched on RTL International. 'We hope that soon we'll be able to enter into a marketing and advertising cooperation arrangement with other German companies,' adds Lefting.

In the USA, RTL International will be available first through Charter Communications, beginning in March. This will soon be followed by an app and distribution through additional platforms.



GZSZ: The love lives of people in the big city



Some of the most popular RTL International formats



Alarm für Cobra 11

'Alarm für Cobra 11 - Die Autobahnpolizei' is Germany's most successful action format. Inspector Semir Gerkhan and his partner solve a new case every week. Breath-taking stunt scenes, action-packed chases and spectacular explosions provide spine-tingling excitement in every episode.

Every Thursday at 4:45 p.m. (PST) and 7:45 p.m. (EST)

Der Lehrer

Stefan Vollmer, played by Hendrik Duryn, is the most popular teacher on German television. Not just because the series 'Der Lehrer' won the 'German Comedy Award 2014' [Deutscher Comedypreis 2014]. Vollmer is a teacher with a passion for his profession. Though he could do without the occasional nasty surprise in his school day, he loves his job. And if someone runs into trouble, 'The Teacher' ['Der Lehrer'] is unstoppable: Stefan Vollmer gives his all for his students, disregarding diplomacy if need be.

Beginning in May, Fridays at 4:45 p.m. (PST) and 7:45 p.m. (EST)



Goodbye Deutschland – Die Auswanderer



They're caught up in wanderlust and big dreams: expats. Some long for sun and sea and want to make a lifelong dream come true. Others see no career prospects in Germany and hope for a fresh start, somewhere far away. 'Goodbye Deutschland! Die Auswanderer' accompanies couples and families on their journey to a foreign country, a place many know only from carefree vacation days. Euphoria is always at an all-time high. Sometimes, the plans are best-laid; sometimes, not so much.

Every Tuesday at 4:45 p.m. (PST) and 7:45 p.m. (EST)

Gute Zeiten, Schlechte Zeiten

GZSZ is the most successful daily soap on German television – since 1992, tales of love and hate, friendship and enmity, intrigue and reconciliation no longer go unnoticed. There's always something going on in the neighborhood in Berlin.

Daily (Mon-Fri) at 4:20 p.m. (PST) and 7:20 p.m. (EST)



Guten Morgen Deutschland



All the information you need is already served for breakfast – that's the motto of 'Guten Morgen Deutschland', the early-morning news magazine on RTL. In addition to a total of five segments of programming with the latest news, there's also lots of VIP news, detailed weather forecasts and service topics with consumer tips and advice for viewers. The main presenter is Wolfram Kons who hosts the show together with Angela Finger-Erben. The host team of 'Guten Morgen Deutschland' also features Jennifer Knäble and Bernd Fuchs. Eva Imhof, Maxi Biewer and Saskia Naumann form the weather team.

Daily (Mon-Fri) at 6:30 a.m. (PST) and 9:35 a.m. (EST)

Interview with

'RTL Aktuell' anchor Peter Kloeppel

German American Trade

(GAT): How does it feel for you, as an RTL presenter, to be on air not just in the German-speaking countries but now in the U.S. as well?

Peter Kloeppel (PK): Great! I'm always happy about every viewer, and when we know that we can now be seen in faraway countries, too, that also makes me proud.

GAT: Are there separate programs for North America?

PK: No. We'll be showing the same content we show in Germany. Of course this also includes in-depth coverage of the American primaries, for instance. But this is from a German point of view, focussed on our German audience.

GAT: You spent several years working as a foreign corres-

pondent in the U.S. When you started out, what were the biggest hurdles for you, or what struck you as particularly foreign, as a German?

PK: The Americans were very hospitable in welcoming me, and that made the adjustment easy. Of course, I had the great advantage that I already knew how to speak English quite well – that makes life a lot easier. I hardly encountered any hurdles at all. Instead, I actually did experience the U.S. as the proverbial land of opportunity. At most, what struck me as new, yet not unpleasant, was the 'can-do' attitude of the people there. Here in Germany, we often tend to see the problems before we think of solutions.

GAT: You have a very strong connection to North America for both personal and professional

reasons. You understand the cultural differences between that country and Germany. Are these differences reflected in television programming, too?

PK: North American television has always been slightly ahead of us in terms of variety and innovation, so we can always learn something from it. What I think is exhausting about some news channels is the almost messianic sense of mission when it comes to political directions – it's not fair and objective. ■

Who we are

RTL International is part of Mediengruppe RTL Deutschland in Cologne.

Mediengruppe RTL Deutschland is the home of many free TV stations, among them the German market leader RTL Television. There are also several pay TV stations, including RTL International. With more than 30 million viewers every day, Media Group RTL Germany represents the strongest and most popular TV brands in Germany and Europe.

Mediengruppe RTL Deutschland belongs to the Bertelsmann subsidiary RTL Group with headquarters in Luxembourg, Europe's largest broadcaster. With interests in 57 television channels and 30 radio stations, RTL Group is the leading European entertainment network. Every day, millions of viewers all over Europe watch RTL Group's television channels. RTL Group's content production arm, FremantleMedia, is one of the largest creators, producers and distributors of television brands in the world.

Majority shareholder of RTL Group is Bertelsmann SE & Co. KGaA.





Globe
Inventor: Martin Behaim
Germany, 1492

Overview. Made in Germany. Beyond all borders.

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German Companies Profit from Strong Dollar and Report Record Earnings in Euros

By Jan Vater, GACC

"What remains for companies at the end of the day in their country's currency, that's what's important. That is what investors and company owners are interested in. Surely, it has to be taken into account that the weaker euro has driven up prices for raw materials or the costs for possible foreign currency credits. But in the end, this development was clearly a positive one for the companies and their profits."



Dr. Harm Bandholz,
Chief U.S. Economist
UniCredit Research

2015 proved to be another successful year for German businesses in the U.S. The Top50 Ranking of German Firms, conducted by the German American Chambers of Commerce, shows that German companies in the U.S. continue to profit from strong domestic demand and the equally strong currency. Revenue generated in U.S. dollars, once converted into euros, resulted in record earnings for German companies in the U.S. In total, the Top50 German companies generated over \$400 billion in revenue and employed almost 750,000 people in 2015.

The Daimler Group was able to repeat last year's success and came out on top of the ranking, with a whopping \$46,531 million in revenue. In euros this converts to 41,920 million, compared to 33,310 million in the previous year. Daimler owes some of that success to the strong performance of its truck unit in the North American market. The company continues to invest heavily in new technologies in this segment. A technological milestone was achieved last year by receiving the very first road approval for a truck driving autonomously.

Right behind the Daimler Group ranks another German car manufacturer: Volkswagen Group of America. Even though the

2015 results were not available at the time, the company expects similar results compared to last year, despite the emissions scandal that emerged in September 2015. Global Volkswagen CEO Matthias Mueller reported in an official statement: "The company also recorded growth in North America in 2015, handing over 931,800 vehicles there. At 607,100 units – an increase of 1.2 percent – the United States accounted for the lion's share of these deliveries".

T-Mobile USA was able to continue last year's success and climbed to a strong third position in the ranking. The Deutsche Telekom subsidiary, managed by CEO John Legere, grew its net revenue by a substantial 10.5 percent in 2015. Legere expects this trend to continue: "We set out to change this industry, we're well on our way and we won't stop." This entire company's growth is and continues to be driven by the U.S. business: In addition to continuing strong customer additions, T-Mobile also profited from the development of the U.S. dollar.

In regards to acquisitions, 2015 proved to be a more reserved year for German companies in the U.S., compared to 2014. Despite the fact that German investments in the U.S. are highly profitable, as the ZF Group demonstrates. On May 15, 2015 the company

Top 50 German Firms in the US

acquired TRW Automotive Holdings Corp and saw sales in the U.S. nearly doubled in the following months. ZF Group was able to generate \$9,008 million in contrast to \$4,981 million the year prior.

Not all companies, however, were able to repeat last year's sales volumes. German Insurer Allianz saw a decrease in revenue compared to the previous year. The

total of gross premiums written in the Americas dropped from \$15,747 million in 2014 down to \$11,627 million in 2015. The company faced an array of challenges which had an impact on their performance in the U.S. Despite the modest interest rate increase in December 2015 by the Federal Reserve, the low rate environment remains challenging for the German insurer. In addition, Allianz faced a deep reorganization

of its U.S. business. It comprised the integration of Fireman's Fund Insurance Company's commercial business into Allianz Global Corporate & Specialty North America (AGCS NA), the sale of the personal insurance business to the global insurance company ACE, as well as the internal transfer of the discontinued run-off business through a reinsurance agreement within the Allianz Group. ■



Daimler continues to profit from its strong truck unit in the U.S.

Rank	Company	Location	Website	German Parent Company
1	Daimler Group	Atlanta, GA MBUSA	www.daimler.com	Daimler AG, Stuttgart
2	Volkswagen Group of America	Herndon, VA	www.vw.com	Volkswagen AG, Wolfsburg
3	T-Mobile USA	Bellevue, WA	www.t-mobile.com	Deutsche Telekom AG, Bonn
4	BMW Group	Woodcliff Lake, NJ	www.bmwusa.com	BMW AG, Munich
5	BASF Corp.	Florham Park, New Jersey	www.basf.us	BASF SE, Ludwigshafen
6	Siemens USA Holdings	New York, NY	www.usa.siemens.com	Siemens AG, Munich
7	Bayer Corporation	Pittsburgh, PA	www.bayerus.com	Bayer AG, Leverkusen
8	Fresenius Medical Care Holdings, Inc.	Waltham, MA	www.fmcna.com	Fresenius Medical Care AG +KGA, Hof a.d. Saale
9	Robert Bosch, LLC	Farmington Hills, MI	www.boschusa.com	Robert Bosch GmbH, Stuttgart
10	Trader Joe's Co.	Monrovia, CA	www.traderjoes.com	Aldi Einkauf GmbH & Co.oHG, Essen
11	Aldi, Inc.	Batavia, IL	www.aldi.us	Aldi Einkauf GmbH & Co.oHG, Essen
12	Allianz Life Insurance NA/ Allianz of America, Inc.	New York, NY	www.allianzusa.com	Allianz SE, Munich
13	Hochtief Americas (Turner)	New York, NY	www.hochtief.com	Hochtief AG, Essen
14	DHL Holdings (USA), Inc.	Plantation, FL	www.dhl.com	Deutsche Post AG, Bonn
15	Continental Automotive Systems	Auburn Hills, MI	www.conti-online.com	Continental AG, Hannover
16	Munich Reinsurance America, Inc.	Princeton, NJ	www.munichreamerica.com	Münchener Rückversicherungsgesellschaft, Munich
17	ThyssenKrupp USA, Inc.	Chicago, IL	www.thyssenkrupp.com	ThyssenKrupp AG, Düsseldorf
18	SAP Americas	Newtown Square, PA	www.sap.com	SAP AG, Walldorf
19	ZF Group North American Operations Inc.	Northville, MI	www.zf.com/na	ZF Friedrichshafen AG, Friedrichshafen
20	Boehringer Ingelheim Corp.	Ridgefield, CT	us.boehringer-ingelheim.com	Boehringer Ingelheim GmbH, Ingelheim am Rhein
21	Lufthansa Group	East Meadow, NY	www.lufthansa.com	Deutsche Lufthansa AG, Köln
22	Linde North America	Murray Hill, NJ	www.lindeus.com	Linde Group, Munich
23	Hannover Life Re America	Orlando, FL	www.hlrAmerica.com	Hannover Rückversicherungs AG, Hannover
24	Heraeus Incorporated	New York, NY	www.heraeus.com	Heraeus Holding GmbH, Hanau
25	LEHIGH Hanson Inc.	Irving, TX	www.lehighhanson.com	HeidelbergCement AG, Heidelberg
26	Random House (Bertelsmann Group)	New York, NY	www.bertelsmann.com	Bertelsmann AG, Gütersloh
27	Henkel of America, Inc.	Rocky Hill, CT	www.henkel.us	Henkel KGaA, Düsseldorf
28	adidas America, Inc.	Portland, OR	www.adidas.com	adidas AG, Herzogenaurach
29	MAHLE Industries, Inc.	Farmington Hills, MI	www.us.mahle.com	Behr GmbH & Co. KG, Stuttgart
30	EMD Group (Merck)	Rockland, MA	www.emdgroup.com	Merck KGaA, Darmstadt
31	Evonik Corporation	Parsippany, NJ	www.north-america.evonik.com	Evonik Industries AG, Essen
32	Freudenberg-NOK General Partnership	Plymouth, MI	www.freudenberg.us	Freudenberg Dichtungs-und Schwingungstechnik, Weinheim
33	Schenker Inc (DB US Holding Corp.)	Tarrytown, NY	www.dbschenkerusa.com	Deutsche Bahn AG, Berlin
34	Knorr Brake Holding Corp.	Westminster, MD	www.knorrbrakecorp.com	Knorr Bremse AG, Munich
35	Brose North America, Inc.	Auburn Hills, MI	www.brose.com	Brose Gruppe, Coburg
36	B. Braun Medical, Inc.	Bethlehem, PA	www.bbraunusa.com	B. Braun, Melsungen AG
37	Würth Group of North America Inc.	Ramsey, NJ	www.wuerth.com	Adolf Würth GmbH & Co. KG, Künzelsau-Gaisbach
38	Lanxess	Pittsburgh, PA	www.lanxess.us	Lanxess AG, Colon
39	Otto Group/Crate & Barrel	Northbrook, IL	www.crateandbarrel.com	Otto GmbH & Co KG, Hamburg
40	K+S North America	Chicago, IL	www.k-plus-s.com	K+S AG, Kassel
41	Beiersdorf, Inc.	Wilton, CT	www.beiersdorfusa.com	Beiersdorf AG, Hamburg
42	Puma North America, Inc.	Westford, MA	www.puma.com	Puma SE, Herzogenaurach
43	STIHL Incorporated	Virginia Beach, VA	www.stihlusa.com	STIHL International GmbH
44	Wacker Chemical Corporation	Adrian, MI	www.wacker.com	Wacker Chemie AG, Munich
45	GEA	York, PA	www.gea.com	GEA Group AG, Düsseldorf
46	LEONI WIRING SYSTEMS, INC.	Tucson, AZ	www.leoni.com	Leoni AG
47	Infineon Technologies North America Corp.	Milpitas, CA	www.infineon.com	Infineon Technologies AG, Neubiberg
48	American Rheinmetall Munitions, Inc	East Camden, AR	www.rheinmetall-defence.com	Rheinmetall AG
49	Schott North America, Inc.	Elmsford, NY	www.us.schott.com	Schott AG, Mainz
50	BYK USA Inc.	Wallingford, CT	www.byk.com	Altana AG

(1) North America (exclusive U.S. figures not available)

(2) Gross Written Premium

(3) Americas

(4) Est. supermarketnews.com

(5) Results 2014

(6) Employee figures GACC Estimate

(7) Consolidated revenues Audi, Porsche & VW

(8) T-Mobile and MetroPCS Combined Pro Forma 2013 figures

(9) Consolidated revenues Flatiron and Turner Construction Co., E.E. Cruz, and Clark Builders

U.S. Top Executive	Sales (\$M)			Employees			Business activity	Note
	2014		2013	2014		2013		
Stephen Cannon, MBUSA / Martin Daum, DTNA	46,531	↑	44,302	24,607	↑	22,833	Automotive	
Scott Keogh (Audi), Detlev von Platen (Porsche), Hinrich J. Voebeck (VW)	36,733	–	36,733	59,790	–	59,790	Automotive	(3,5,7)
John J. Legere	32,106	↑	29,799	41,669	↑	37,858	Communications	(8)
Ludwig Willisch	20,152	↑	18,176	10,000	–	10,000	Automotive	(6)
Wayne Smith	17,388	↓	20,571	17,471	↓	17,120	Chemicals	(1)
Eric Spiegel	16,942	↑	16,821	70,000	–	70,000	IT/Communications, Transportation	(6)
Philip Blake	14,141	↑	13,237	16,000	↑	15,800	Pharmaceutical/Medical Products	(1)
Rice Powell	13,112	↓	13,965	54,103	↑	51,329	Medical Products & Services	(1)
Mike Mansueti	13,034	–	13,034	33,879	–	33,879	Automotive, Consumer Goods, Industrial Technology	(3,5)
Dan Bane	13,000	–	13,000	9,000	–	9,000	Grocery Stores	(4,6)
Charles E. Youngstrom / David Behm	13,000	↑	10,100	12,000	–	12,000	Grocery Stores	(12,6)
Walter White	11,627	↓	15,747	14,355	↓	15,021	Insurance / Asset Management	(2)
Marcelino Fernández Verdes	11,493	↑	11,458	9,739	↑	9,503	Construction	(1,9)
Stephen Fenwick	11,426	↓	12,469	76,666	↑	74,573	Courier Services	(3)
Samir Salman	11,363	↑	10,156	38,493	↑	31,414	Automotive components, Tires	(1)
Anthony J. Kuczinski	11,052	↓	11,348	5,444	↑	5,371	Insurance	(2)
Patrick Bass	11,032	↓	12,025	21,422	↑	20,555	Steel, Stainless Steel, Capital Goods, Services	(3)
Jennifer Morgan	9,331	↑	8,630	22,166	↑	22,071	Software	(3)
Julio Caspari	9,008	↑	4,981	62,148	↑	4,224	Automotive	(1,6)
Paul R. Fonteyne	7,793	–	7,793	14,033	–	14,033	Pharma	(3,5)
Jürgen Siebenrock	5,828	↑	5,797	16,619	↑	14,848	Air Transportation/Logistic/Catering	
Patrick Murphy	5,207	↑	4,966	19,683	↑	18,487	Industrial Gases	(1)
Peter R. Schaefer	4,793	↑	4,312	283	↓	285	Reinsurance	(2)
Uve Kupka	4,463	–	4,463	2,266	–	2,266	Non-Ferrous Metals	(3,5)
Jon Morrish	4,158	↑	4,055	7,644	–	7,644	Cement	(1,6)
Markus Dohle	4,107	↓	4,126	8,795	–	8,795	Media, Publishing	(6)
Jerry Perkins	4,049	↑	3,836	6,429	↑	6,214	Industrial Organic Chemicals	(1)
Mark King	4,018	↓	4,155	10,555	↓	12,895	Sports Wear	(1)
Roland Zitt	3,219	–	3,219	10,357	–	10,357	Automotive	(1,5)
Kenneth C. Frazier	3,022	↑	2,862	9,794	↑	5,153	Chemicals	
John Rolando	2,938	↓	3,072	3,693	↑	3,675	Specialty Chemicals	(1)
Claus Möhlenkamp	2,153	–	2,153	7,484	–	7,484	Automotive	(1,5)
Dr. Josef Blank	1,896	↓	1,967	8,515	↑	7,585	Freight Transportation	(1)
Rich Bowie	1,715	↑	1,677	4,782	↓	5,058	Railroad Equipment	(3)
Jan Kowal	1,640	–	1,640	5,100	–	5,100	Automotive Supplier	(3,5)
Caroll H. Neubauer	1,612	↑	1,450	6,053	↑	5,850	Medical / Surgical Devices	(1)
Robert Stolz	1,585	–	1,585	7,369	–	7,369	Maintenance Supplies	(1,5)
Flemming Bjørnslev	1,518	↓	1,780	1,312	↓	1,371	Specialty Chemicals	(1)
Douglas Diemoz	1,516	↓	1,666	7,000	–	7,000	Retail	(10)
Christian Herrmann	1,373	↓	1,425	3,164	↑	3,002	Chemicals	
Stefan F. Heidenreich	1,336	↓	1,484	2,758	↑	2,610	Branded Consumer Goods	(3)
Jay Piccola	1,322	↑	1,287	2,847	–	2,847	Sports Wear	(3)
Fred J. Whyte	1,060	–	1,060	4,262	–	4,262	Handheld outdoor power equipment	(5)
Ingomar Kovar	1,049	↓	1,078	1,830	↑	1,530	Chemicals	(3)
Gary Schriff	929	↓	1,017	1,829	↓	2,090	Engineering Services	(1)
Martin Gloesslein	820	↓	826	8,142	↓	8,430	Cable Harnesses for the Automotive Industry	(3)
Jean-Baptiste Loire	788	↑	644	3,682	↑	556	Semiconductors	(3)
Armin Papperger	775	↓	815	1,321	↑	1,299	Defence and Automotive	(3)
Greg Walters	495	↓	499	2,100	↓	2,200	Glass & glass-ceramic products	(1)
Dr. Stephan Glander	462	↓	485	1,067	↑	1,066	Chemicals	
	400,110		393,746	748,051		703,702		

(10) North and South America (exclusive U.S. figures not available)

(11) Employee figures hoover.com

(12) Est. Kantar data

Conversion rate of 1.11

(2015 annual average applied when sales given in EUR)

Quotes from Annual Reports 2015

Daimler Group

Daimler Trucks reached a major milestone in 2015 with sales of more than 500,000 vehicles. In regional terms, the development of the truck business was very varied. The decrease in unit sales in the weak Latin American market was offset by an exceptionally strong performance in North America.

T-Mobile USA

For the full year 2015, T-Mobile added 8.3 million total net customers and outperformed the industry once again by delivering 11% growth in service revenue and 31% growth in Adjusted EBITDA. T-Mobile's growth has been fueled by the performance of its nationwide 4G LTE network, which now covers 305 million Americans and continues to be the fastest in the nation.

– John Legere,
CEO T-Mobile USA

ZF Group:

The year was marked by the largest acquisition in the company's 100-year history, the purchase of U.S. automotive supplier TRW Automotive Holdings Corp. With ZF TRW now included in the calculation for the first time – for a period of just seven-and-a-half months since the acquisition on May 15, 2015 – we have achieved new dimensions in sales and results.



T-Mobile US CEO John Legere
celebrating the company's success

Top 10 Employers

Rank	Company	2015 Employees		2014 Employees
1	DHL Holdings (USA), Inc.	76,666	↑	74,573
2	Siemens USA Holdings	70,000	–	70,000
3	ZF Group North American Operations Inc.	62,148	↑	4,224
4	Volkswagen Group of America	59,790	–	59,790
5	Fresenius Medical Care Holdings, Inc.	54,103	↑	51,329
6	T-Mobile USA	41,669	↑	37,858
7	Continental Automotive Systems	38,493	↑	31,414
8	Robert Bosch, LLC	33,879	–	33,879
9	Daimler Group	24,607	↑	22,833
10	SAP Americas	22,166	↑	22,071

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US photovoltaics market remains on whopping growth curve

By Martin Wiekert, Germany Trade and Invest · Translation from German by Sandy Jones, GACC

With the new record installations of 7,286 MW (+17% compared to 2014), the U.S. market for photovoltaics (PV) has increased twelve-fold since 2010. By now, PV capacities exceed the 25-GW threshold. Together with the 1.8 GW from solar thermal power plants (concentrated solar power - CSP), the U.S. has currently more than 27 GW in operational solar power capacities.

For the first time, additionally installed capacities are higher than in the natural gas sector

In 2015, when it came to additionally installed plants, solar energy was able to pass natural gas for the first time. According to the SEIA, last year, it represented almost 30% of the new generating capacity. However, its share in the U.S. power supply is still relatively low. Despite the rapid expansion, it currently is less than 1%.

The bulk of installations carried out in 2015 is provided by larger PV solar power plants ("utility PV"). According to the SEIA, here, a record plant capacity of 4 GW was brought into service (+6% compared to 2014). Meanwhile, additionally built installations in the residential sector increased at a much higher speed. With more than 2 GW, a market growth of 66% was registered. However, installation data in other sectors was slightly less impressive. In the commercial sector, as it was the case in the previous year, plants

of approx. 1 GW were added, while in the area of solar thermal power generation 110 MW were added to the grid.

Congress creates long-term stable funding framework

The outlook for the further development of the U.S. solar energy market is currently very optimistic. Largely responsible for this are recent political decisions. Shortly before the turn of the year, U.S. Congress extended some important funding instruments for the sector for the long term. The increased Investment Tax Credit (ITC) of 30% of the investment costs is now granted for commercial solar energy projects whose start of construction is scheduled until the end of 2019. This is followed by a gradual decrease to the funding rate of 10%

by 2022, originally already planned for 2017. For private solar investments in the residential sector, analog income tax credits are available until 2021. However, here, the start of operation of the plants is relevant, and the funding regulation will expire in 2022.

The new Clean Power Plan of the U.S. Environmental Protection Agency (EPA) could create an additional impetus for the expansion of solar energy. However, it is still uncertain whether the regulatory measure passed in August 2015 can be implemented as intended by the Obama Administration. The requirements contained in the plan regarding the reduction of CO₂ emissions in the electricity sector would significantly stimulate the investments in climate-friendly energy technologies.

Development of the U.S. market for photovoltaic systems

Years	New installations (MW)	Change compared to previous year (%)	Overall U.S. capacity at the end of the year (GW)
2009	385	29	1.2
2010	852	121	2.0
2011	1,926	126	4.0
2012	3,373	75	7.3
2013	4,782	42	12.1
2014	6,247	31	18.3
2015	7,286	17	25.6

Sources: Solar Energy Industries Association, National Renewable Energy Laboratory

New installations increase by 17% in 2015

Optimistic market outlook

The sector association SEIA already expects new PV installations of approx. 72 GW between 2016 and 2020 based on the ITC extension. Together with the CSP power plants, U.S. solar power capacities would then reach some 100 GW. The annual additionally installed capacity volume is to increase to approx. 20 GW, says the SEIA.

For 2016, the SEIA predicts a strong expansion of the U.S. PV market. Since there are many project developments due to the initially planned ITC down-sizing, the installation volume is said to increase to approx. 13 GW. The special service IHS even thinks that market volumes of some 15 GW could be possible. For 2017, both organizations assume a temporary slowing in additionally built installations, afterwards installations are said to increase again until 2020.

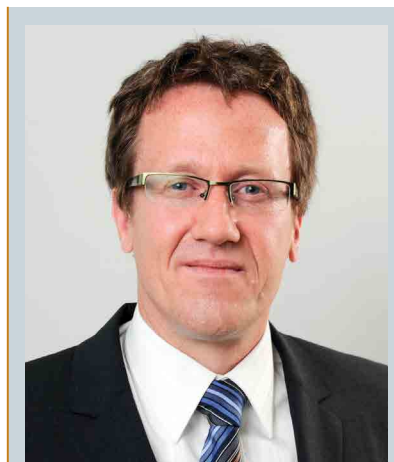
If the predicted development does in fact take place, the U.S. could count on additional solar investments worth an amount in the three-digit billion dollar range until the end of the decade. Many foreign sector companies are also likely to benefit from the expected wave of investments. Chinese PV technology providers, however, still have to operate under difficult conditions due to the anti-dumping rules imposed on them.

A wealth of opportunities for suppliers from Germany

For German solar companies and supplier companies, additional business

opportunities will open up in the next couple of years in the U.S. However, market conditions vary on regional levels. Besides the federal tax credits and the local degree of insolation, the specific local funding environment is also relevant for the development in the sector. In 2015, almost four-fifths of the total installed capacity were contributed by the top ten of U.S. solar states.

According to a market outlook of the U.S. Energy Information Administration (EIA), a continued strong regional concentration of plant installations is likely. According to the EIA, approx. 80% of the solar power plants to be constructed until 2017 alone could be built in California, Nevada, North California, Texas and Georgia. ■



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Solar capacity to reach some 100 GW by 2020





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NEWS FROM INSIDE THE BELTWAY

Interview with
Congressman Ted Deutch

conducted by Thomas Zielke

Dr. Thomas Zielke (TZ):

Congressman Deutch, what is your connection to Germany?

Ted Deutch (TD): Despite what some might presume from my last name, I am not of immediate German descent. However, since coming to Congress, I have built strong relationships with individuals, companies, and institutions in Germany through numerous trips and meetings.

TZ: Can you share a favorite memory from your personal experience with Germany?

TD: I sincerely appreciated the chance to discuss Germany's role in the world with Chancellor Angela Merkel. Another memorable moment was when I introduced members of

the Bundestag to the unique beauty of South Florida during a delegation trip earlier this month.

TZ: How do you see the current German-American relationship in light of global events?

TD: With shared values and interests, Germany is a natural ally for the United States. Germany has been an important partner in addressing a number of world crises, such as Russia's incursion into Ukraine and the large refugee influx into Europe. These are global issues, and the United States is not exempt from feeling the effects and facing the ramifications. The Transatlantic relationship becomes even more important as we work together to devise solutions that address our shared security concerns. As more



The Hon. Peer Steinbrück Member of the German Bundestag, former Minister of Finance and Chairman of the German-U.S. Parliamentary Friendship Group with Congressman Ted Deutch

Congressman Ted Deutch

Congressman Ted Deutch, 49, represents Florida's 21st district, home to communities throughout western Palm Beach County and Broward County in sunny South Florida.

Now serving his fourth term in the 114th Congress, he has been described as a rising voice in the House Democratic Caucus by the Washington newspaper Roll Call and was previously named one of the Forward newspaper's top Jewish politicians to watch.

He is a member of the House Judiciary Committee, the House Ethics Committee, and the House Foreign Affairs Committee, on which he serves as Ranking Democrat on the Middle East and North Africa Subcommittee.

Congressman Deutch also serves as the Co-Chair of the Congressional Study Group on Germany, an independent, non-partisan and non-advocacy organization that promotes legislative exchanges between the U.S. Congress and German Bundestag.

RGIT REPRESENTATIVE

of German Industry + Trade

regional issues become global issues, this partnership will be even more important to maintain stability and confront threats around the world.

TZ: Trade between Germany and the U.S. has a long history. What is needed to strengthen the economic ties between both countries?

TD: Despite the strong partnership we share, there remain some cultural differences between our countries. For example, the German apprenticeship model has been very successful in Germany in giving students the specific vocational training they will need to work in certain fields. In my home state of Florida, a program was developed, in partnership with the German Embassy in the United States and the German American Chambers of Commerce, in which high school students can enter into an apprenticeship program designed for advanced manufacturing careers. This type of program can encourage more German companies to consider expanding further into the U.S. and hiring American workers.

TZ: The Transatlantic Trade and Investment Partnership (TTIP) will foster trade between U.S. and Germany. How do you see the chances of Congress passing a comprehensive TTIP?

TD: There are many benefits that can come from a trade agreement with a major trading partner like the European Union. As complex as TTIP

is shaping out to be, there will be a plethora of considerations for Congress, including potential impacts on American jobs and changes to existing regulations and standards. Domestically, I believe it is important for the Administration to engage with Congress to discuss the direction of negotiations and ensure that the American people's voices are heard and considered.

TZ: President Obama has dramatically changed the US – Cuba policy. Do you foresee any positive impact for Florida resulting that change?

TD: The Obama Administration should press the Castro Regime to reform their political system, open up the country's laws to improve the economic, political, and legal environments, and recognize

Dr. Thomas Zielke



President and CEO of German Industry and Trade (RGIT)

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the fundamental principles that Americans value. Certainly, there will be many opportunities for Floridians and Florida companies to engage with Cuba, and I would support Florida-based companies in seizing opportunities in ways that lead to commercial growth for American businesses. ■



Ted Deutch with the Congressional Study Group and the German Bundestag Group at the 33rd Annual Congress-Bundestag Seminar in Boca Raton, FL

The GACCs – Your Key Partner in the US for dual training *Made in Germany*

Build Your Workforce | Close the Skills Gap | Invest in the Future

By Jasmin Welter, GACC

German-based dual vocational training can succeed anywhere – not just in Germany. With the US economy booming and being a hot investment location for Germany, one key challenge has remained: a lack of skilled workforce and an educational system that does not entirely cater to company demand has not only prevented German firms from expanding across the Atlantic, but has caused American companies to fall short of their potential.

A Company-Driven Approach in the US

In the past years, larger German subsidiaries have developed their own dual-style, in-house training programs to ensure they utilize the skilled workers their company needs. This, however, is not a feasible option for small and medium-sized companies. These companies need support in developing and managing apprenticeship models based on company clusters. This is exactly where the GACCs come in. Currently, our experts are executing and managing successful programs in Alabama, Georgia, Illinois, Kentucky, Michigan, New Jersey, South Carolina, Tennessee, and Virginia, with the number of participating companies ranging from 1 to more than 40 in the respective programs. Our efforts have been widely recognized by American partners such as the Department of Labor and the Joyce Foundation, who are generously supporting our mission for a more competitive American workforce.

Why Dual Vocational Training?

Why is dual vocational training a sustainable solution for the skills gap?

The dual vocational training model combines a theoretical

education with on-the-job training to create a loyal workforce with in-demand skills.

Benefits for companies

- Guaranteed specialists with company specific skills
- Tailored training program for their workforce needs
- New capabilities of a high quality workforce
- Corporate image benefits
- Internationally recognized standard of expertise
- Saved recruiting costs
- Greater employee retention

Certified Training Programs for SMEs

The GACCs have developed a nation-wide system that provides one-stop shop solutions for training – starting from individual consultation and advice to the implementation of the training program, curriculum, administration, and final certification. As such, our participating companies can concentrate fully on their business and giving their apprentices hands-on training, while our experienced skills experts provide the complete framework for the training program. We accompany our participating firms throughout the entire process of establishing and running the program, resulting in higher efficiency, higher productivity and higher employee loyalty. ■



A trainer explains procedures to an apprentice



Apprentice at work

Key Elements of the GACCs' Skills Services:

Program Development

- Adaptation of program and materials to company & US market needs

Program Administration and Management

- Providing a Curriculum & Training Guide
- Audit of individual Training Guide
- Steering committee meetings
- Communication, administration and registration with DoL (optional)
- Facilitation of communication with college
- Ongoing promotion and marketing to guarantee top-notch talent

HR Services

- High school outreach and identification of high-quality applicants for open positions
- Seeking out and vetting of applicants

"Train the Trainer" Program

- Experts from Germany support the trainers in the US
- Provision of proven and localized training materials (manuals, textbooks etc)

Exam Preparation

- Hosting of practice exams to ensure a smooth run of the actual exams

Examination Management

- Providing of exams
- Facilitation of exam board formation
- Organization and support of exam execution

Certification

- Award of DIHK certification (international standard)
- Award of Associate's Degree (basis for further education)
- Award of DoL Certificate (recognized nationwide; optional)

Continuous Guidance

- Periodic meetings at participating companies and discussions to guarantee program success and satisfaction

"WITTENSTEIN has always trained their own people, and to a great percentage through structured programs like ICATT. When you do that, you have excellent skilled workforce.

If you train your own employees based on a standard curriculum, you'll have people with excellent skills who know your company. And when they're done with their training, they can start right away."

Anna-Katharina Wittenstein,

Chairwoman of the Board, WITTENSTEIN holding corp.

airberlin Offers Two New Routes from the U.S. and Introduces Service Enhancements for 2016

airberlin, More Flights, More Choices out of the U.S.

airberlin, Germany's second largest airline continuously strives to improve its extensive global route network meeting the increasing demand of business travel and on increasing efficiency in all areas of its operations. Corporate business travelers are an important focus for airberlin and thus the airline offers an extensive program to meet the demands of the discerning business traveler. This year, airberlin strengthens its presence in the U.S. by offering additional nonstop service from Boston and San Francisco as of May 2016. This

brings the total of flights offered to the U.S. up to 55 weekly flights. Dusseldorf is considered one of the most important business hubs in Germany with a catchment area of over 18 million residents providing many business opportunities.

airberlin operates the only nonstop daily flights from New York (JFK) to each of its main German hubs in Berlin and Dusseldorf. It offers daily service from Chicago's O'Hare International Airport to Berlin and daily service between Dusseldorf and Miami as well as 4 weekly flights to Berlin during winter season. Three weekly services

connect Dusseldorf and Ft. Myers in winter and four in the summer. The Dusseldorf – San Francisco route will be added to the flight plan as of May 6th and will initially feature three flights per week, then five in June, providing a daily flight except on Tuesday and Saturday. Services from Los Angeles to Dusseldorf will be increased from six to seven flights per week as well as New York-Dusseldorf from 13 to 14 flights a week, in order to offer business travelers in particular an even more uniform flight program.

As a member of oneworld® passengers can easily accrue and redeem points on any oneworld partner airline making airberlin an easy choice for business travel. Through its codeshare agreement with its oneworld alliance partner American Airlines airberlin also offers numerous connections from 56 cities throughout North America to most of its U.S. gateways. This provides additional convenience and seamless connectivity for all airberlin flight guests. For instance guests can depart from Philadelphia or Memphis with American Airlines connecting to New York (JFK) and on to Berlin or Dusseldorf with airberlin.

airberlin Business Points Program

airberlin has made business travel a priority and with its offering of three flexible programs; Business Points,





Business Pro and Business Prime assists companies in achieving effective cost controls by providing programs that offer many benefits. For example, Business Points allows every employee to collect points by simply registering for a customer number. All staff accumulate points in a joint account and these points can be redeemed at any time 24/7 for travel awards and upgrades thus helping reduce travel costs for the company. In addition every employee can also collect points on topbonus, airberlin's award winning loyalty program. For more information or free registration, visit <https://www.businesspoints.airberlin.com>.

Business Pro allows flexibility when making travel plans, once enrolled businesses who spend a minimum of 15,000 (EUR) or the equivalent in USD can make changes without a rebooking charge or free cancellations when purchasing the FlyClassic fare providing flexibility when making changes to travel plans. And for those companies that have high travel volume Business Prime can help them capitalize on the benefits of Business Pro, in addition to special fares on European and long-haul flights, free cancellations and an expanded network with airberlin's partner American Airlines.

In-flight Service and Amenities

airberlin provides its guests optimum comfort in both economy and

business class alike. The airberlin business class configuration offers even more privacy providing direct aisle access from every seat. Each seat completely reclines into lie-flat beds and feature a power plug, a USB port, a 15-inch personal monitor and a massage function. Guests will enjoy state of the art on demand entertainment systems and comfortable seating in both economy and business class. In-flight service includes free beverage service throughout the entire flight and a selection of hot and cold meals.

Last winter airberlin already featured a comfort campaign in Economy Class

following airberlin's upgrade of the Business Class to include FullFlat Seats: the entire long-haul fleet is now fitted with 46 XL Seats to provide 20% more legroom. XL Seats can be booked online via <https://www.airberlin.com>, through travel agencies or directly at the ticket desk. FlyFlex passengers receive an XL Seat at no additional charge. New this year airberlin guests will also enjoy on-board 3G internet connectivity. ■

For more information:

For more information on airberlin or to book a flight visit [airberlin.com](https://www.airberlin.com), contact the call center at 1-866-266-5588 or your travel agent.



Aerzen USA: Hiring Talent in the Industrial Manufacturing Sector

Aerzen USA faces interesting challenges when hiring talent in the industrial manufacturing sector. This is due to a combination of the perception of manufacturing with young people and the aging work-force. Additionally, manufacturing is re-surging in the USA and the demand for qualified people has grown significantly. Aerzen USA meets this change by having a complete Career Pathing program that starts with students and continues throughout the employee's career. A Career video is now available to showcase the program: Aerzen USA Career Page: www.aerzenusa.com/Careers

Learn and Earn Program:

Aerzen USA's "Learn and Earn" program works with local high schools and technical colleges in the area by offering Co-Op paid training for students.

There are two internship tracks: one is geared toward attracting High School students to enter a career in manufacturing. The other one is geared toward college students for any of our professional careers, such as Engineering or Project Management.



Student at equipment

Aerzen USA features competency based job levels with the intent to grow team members. That includes a generous training budget per employee and a career path to follow.

Each year Aerzen USA facilitates career pathing events for students at the company's facility. This program helps students to develop skills and learn about real-life situations to prepare them for the work force. Many colleges, high schools and technical schools send students for the program. Additionally, the students are able to learn about the career paths at Aerzen USA.

The HR director and others stage mock interviews and conduct a resume development mini workshop. This covers the "do's and don'ts" of proper resume creation and presentation.

After the resume is developed each student performs a "mock interview" with the HR director to help with interviewing preparation. Students vote on whether or not to hire the interviewee and feedback is provided to improve each student.



Ralf Weiser, Aerzen USA

On-boarding Process: Once a student becomes an employee, or for any new employees, a "buddy" is assigned to them and given a comprehensive training schedule for the first two weeks of their employment.

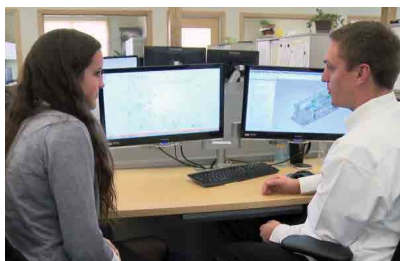


BEST PLACES to work in PA₂₀₁₅

BEST PLACES to work in PA₂₀₁₃

Manufacturing is re-surgin in the USA and the demand for qualified people has grown significantly.

What is it like to work at Aerzen USA? Aerzen is a growing company with a proven track record of attaining top talent, training and retaining employees. That has been recognized in form of having been one of the 100 best companies to work for in PA in 2013 and 2015.



Student at computer

Aerzen USA is committed to helping students become successful in the workplace with many programs and training resources. The company continues to

work with schools in the region to bring students in at an early stage, then, move them into employment through education and training. ■



AERZEN

Contact:

Ralph Wilton

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Marketing Manager

Aerzen USA Corporation

108 Independence Way

Coatesville, PA 19320 aerzenusa.com

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www.houses.com

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www.atlantixglobal.com

Avenso Photo Art, Inc.

www.avenso.com

Beverage Distributors

www.breakthrubev.com/Colorado

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www.businessfitness.biz

Center for International Security

and Governance, Bonn University

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www.drewsen.com

Economic Development

Partnership of NC

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Egon Zehnder

www.egonzehnder.com

Euler Hermes North America -

West Coast Office

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Footballers Market

Geislinger Corporation

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GTI of Georgia, Inc.

Haltermann Carless USA Inc.

www.haltermann-carless.com

Infectolab Americas

www.infectolab-americas.de

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www.inmitten-usa.com

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www.inos.net.br

Interfracht USA

www.interfracht.com

International Flavors & Fragrances

www.iff.com

Interstuhl, Inc.

www.interstuhl.com

Ironwood Insurance Services

www.ironwoodins.com

ISARIA North America, Inc.

www.isaria.com

Job Impulse, Inc.

www.job-impulse.us

John Brown

www.time-warner-cable.com

JSC Innovation

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www.soundingweight.com

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Americans Aren't Afraid of Innovation

By David Becker

The judge leaned back in his chair. We were out. Another team was going to claim the grand prize, 100,000 Swiss francs from the biggest startup accelerator in the country. What the judge said bothered us, but we knew that we were going to prove him wrong.

A lot has happened in the six years since we pitched at the University of Lausanne that day. zkipster is still an app, but it is also a business with a team of ten full-time staff, and several thousand clients in more than a hundred countries.

Last year we powered 22,000 events and our customers – event and public relations professionals – checked in almost three million guests. Even without an outside investor, we managed to grow a lean and efficient business out of our technology.

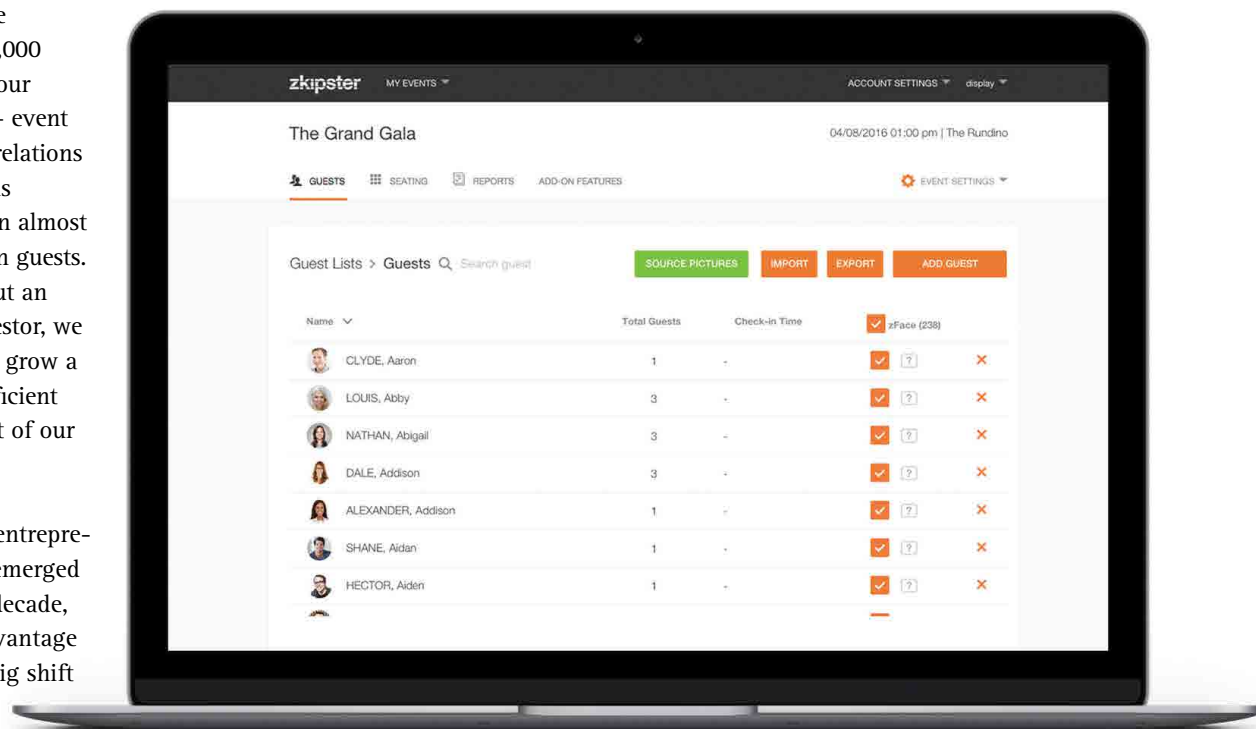
Like many entrepreneurs that emerged in the last decade, we took advantage of the big shift

in tech from on-premises to the cloud, in order to solve a very specific business problem. But all that wouldn't have been possible if we hadn't moved to New York City. The inconvenient truth is that it is much simpler to launch a tech startup in the U.S. than in Germany or Switzerland.

At first, we figured Americans are just like us. But they aren't. They've been pioneers from day one. People growing up between the Northern Sea and the Alps are taught that risk

is something you want to avoid, but in the U.S. risk is another name for opportunity.

Ultimately, new technologies are risky. They might fail, but if they don't, they propel all their early adopters ahead of the curve. Americans know that. They are willing to take this kind of risk in the early stages of innovation. Europeans are late adopters by nature. Rather than errors being seen as necessary stepping stones to new breakthroughs, they are avoided at all costs.



zkipster

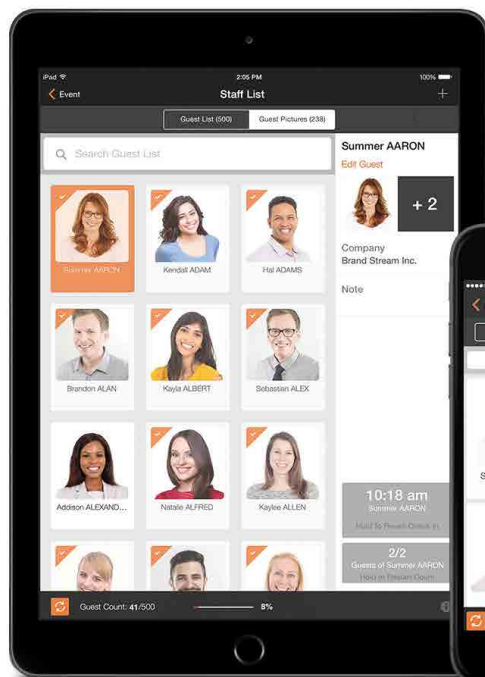
"This is an app, not a business."

What I find striking about this is that U.S. society, as a whole, is no more technologically advanced than their counterparts in Europe. The broadband in our brownstone apartment gets disconnected on a regular basis and cell phones were adopted comparatively late in the game.

But when tech is available and the benefit is obvious, Americans move without hesitation. Their corporate culture is open to fast pivots and snatching up competitive advantages.

It is fascinating for us to see companies pass along our contact info once our tool proves its usefulness. It's usually a ripple effect that starts in NYC, travels to London, and then finally seeps into Germany and Switzerland. After all, what comes from America must be good.

The funny thing is, this doesn't mean that Americans invented all of what they export. Every year, thousands of entrepreneurs come here to launch their dreams. When Steve Jobs invented the iPhone and changed the way we communicate today, he believed what the Swiss judge didn't. Every single one of these apps has the potential to be a business. ■



About the Author



David Becker is CEO and co-founder of zkipster, the leading guest management platform for invite-only events.

In 2015, the Swiss company powered 22,000 at Art Basel, The Oscars, Sundance Film, Fashion Week, Cannes Lions, Clinton Global Initiative, and many more. zkipster offers real-time guest list apps, seating charts, badge printing and social media tracking for events and public relation professionals. Both founders are from Zurich and moved to New York to launch their platform.

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Interview with Wayne Smith

Chairman and CEO of BASF Corporation

GAT: Mr. Smith, you have been with BASF since 2004 and held various positions within the company, also in Europe. How would you describe the challenges that come with your new position as Chairman and CEO of BASF Corporation?

Wayne Smith (WS): Well, it is great to be back in North America. My first position with BASF in 2004 was based in the United States. In 2010, I was asked to lead our Polyurethane division in Brussels, Belgium, and, in 2012, I was appointed to the Board of Executive Directors of BASF SE, our parent company, which is located in Ludwigshafen, Germany. Ever since I started my assignments abroad, I have followed the achievements of my colleagues in this region from a distance. I am proud to be back and part of the team again – it feels like coming home.

North America remains a great place to do business. The North American market is the second most important global market for BASF and BASF Corporation is the second largest chemical company in this region. There is an abundance of excellent universities, a strong talent pipeline and the U.S. spend on research and development ranks first worldwide.

For me personally, a key focus is to harness the extraordinary talent we have here in North America and use our know-how to develop an even closer collaboration with our customers to drive profitable growth.

GAT: As a company, BASF caters to a broad range of industries with an even broader range of products and solutions. Where do you see the most significant differences between demands in Germany and the U.S.? Does BASF have to cater to a very different customer base in European countries compared to the U.S.?

WS: Our customer base is not that much different from Europe or Germany. Out of our 13 divisions, 12 operate in North America, the Oil & Gas division being the only one that does not operate here.

In terms of demand, we see strong parallels. There is, for example, a strong market trend towards more sustainable solutions in both regions. BASF has a strong track record in delivering products that meet sustainability needs. The products we sold globally last year helped to avoid



Wayne Smith is Chairman and CEO of BASF Corporation. He assumed his position in May 2015.

530 million tons of carbon emissions. We also have a comprehensive set of methods in place that, for example, can help our customers to evaluate the economic and environmental impact of a product during its whole lifecycle.

I think all of our more than 300,000 customers worldwide also share the need to differentiate themselves from the market. Everyone is constantly looking out for the next breakthrough innovation. With our strong Research & Development footprint in North America – we have about 2,100 scientists working in R&D here – we can offer excellent support to our customers in reaching this goal.

GAT: BASF recently made the news with regard to expansions in the field of lithium-ion batteries. What is your prediction for the electric car market segment? Will demand increase and how is BASF involved in creating technology that meets a possible increase in demand?

WS: While fully electric vehicles have not yet experienced high rates of adoption, hybrid sales have acceler-

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ated. We are convinced that electromobility is here to stay and will remain a vital part of the overall automotive powertrain mix.

We see a significant potential in this sector for our business and we plan to become a leading supplier of functional materials for high-performance batteries.

Just imagine, by 2020, there will be 1.2 billion cars in the world, an increase of nearly 300 million vehicles compared to today. At the same time, there will be a significant and ongoing focus on air quality. This will be supported by increasingly stringent emissions regulations in both developed and emerging markets. Furthermore, renewable energies, such as wind energy, will gain importance.

For BASF, this means we leverage innovative new technologies for emissions control. At the same time, we support and enable an increased reliance on electric vehicles that are using renewable energy.

GAT: How important are acquisitions for BASF to strengthen its position on the U.S. market? Which market segments are particularly interesting for potential acquisitions?

WS: It is important to understand that we do not have a regional approach with regard to acquisitions, we have a business approach.

Where it makes sense to do so, we will acquire companies that



Research Scientists Allison Guinta (front) and Lauren Junker (back) take samples to examine fermentation products. Bio-based chemicals are produced under controlled microbial fermentation conditions. Optimization of fermentation conditions is an important part of the ongoing research at BASF's white biotechnology research center in Tarrytown, New York.

are located in North America. For example, in March 2015, we bought a company named Seashell, which is a specialist in silver nanowires. This has extended our portfolio offered to the display industry through our growing electronic materials unit. In 2013, we acquired Verenium, a business that is specialized in enzyme biotechnology, to strategically strengthen our enzyme portfolio. These acquisitions were technology-driven.

GAT: What is your vision for BASF in the U.S? Where do you see the most room for growth and the biggest challenges?

WS: In line with our global strategy, we want to strengthen BASF's position as the world's leading chemical company. Our corporate purpose is "We create chemistry for a sustainable future." We see chemistry as an enabler for solutions to the world's growing challenges. By 2050, nearly ten billion people will live on the Earth. While the world's popula-

tion and its demands will keep growing, the planet's resources are finite. On the one hand, population growth is associated with huge global challenges. However, we also see many opportunities, especially for the chemical industry.

We have identified several areas in which chemistry can make important contributions: Resources, environment and climate, food and nutrition and quality of life. For North America specifically, we will continue to focus on innovation, attractive market segments and cross-business initiatives.

There are many areas where we can grow further. Just to name a few examples, our catalyst solutions help to reduce emissions in cars, our crop protection products support farmers in meeting the needs of a growing population and our construction chemicals provide solutions that reduce the overall environmental footprint of commercial and residential buildings. ■

GACC West and Los Angeles Cleantech Incubator Collectively Strive for Progress in the Cleantech Industry

By Simone Friese, GACC

The GACC West and the Los Angeles Cleantech Incubator (LACI) agree to mutually keep on fostering renewable energies and clean technologies.

The cleantech sector in California is one of the United States' most promising and fastest growing markets. California has promoted green technologies since the 1970s and this engagement is now paying off with clean technology companies creating more jobs and investing more money than their competitors in other states. California, the nation's largest economy, is setting the pace for the U.S. energy policy. Within the next 15 years, California is set to increase its renewable

energy supply to 50%, decrease its petroleum consumption in vehicles by 50% and double energy efficiency in existing buildings. Governor Brown also announced to put 1.5 million zero-emission vehicles on California's roads within the next decade. With these aggressive targets, the state is expected to spur growth within the clean technology market and is anticipating job growth and more investment. Shares of the 26 Californian companies registered in the NYSE Bloomberg Americas Clean Energy Index are anticipated to climb 49% higher than their competitors in other states. The companies in California already employ 431,000 people nationwide and the two biggest firms, Tesla and SolarCity, have generated 9.5% job growth in the past 2 years. Furthermore, the Californian cleantech market has attracted investment of \$7 billion within the last 8 years.

These numbers show the importance of the market to the American economy as well as the opportunities presented for German companies. Thus the GACC West and the LACI agreed to enter a partnership to support each other's activities to strengthen business relations between Ameri-



A Memorandum of Understanding to Support Renewable Energies and Clean Technologies

can and German companies and to foster the cleantech market by hosting joint events. The LACI already has initiatives like the Landing Pad, which helps international companies entering the Greater Los Angeles cleantech market with a special “boot camp” program. The Landing Pad offers office space, market and customer base analysis, management seminars and instructions to potential investors. Overall, the participants of this program learn the essentials of doing business with local and state governments

and agencies. The Memorandum of Understanding strives to spur a stronger collaboration between the two organizations, especially in order to make programs like the Landing Pad known in Germany.

The Memorandum of Understanding between the LACI and the GACC West was signed on February 24th in Los Angeles by GACC CEO and President, Dietmar Rieg, GACC West Managing Director, Rene van den Hoevel, LACI CEO, Fred Walti, as well as LACI VP Partnerships, Michael Swords. ■



About the Los Angeles Cleantech Incubator:

LACI is a nonprofit, public-private partnership that leverages private sector expertise and the strengths of the region to help companies successfully deliver market-ready cleantech solutions and the jobs that come with them. In a very short time, LACI has proven a successful incubation and commercialization model and established itself as a global leader among cleantech incubators. In 2013, LACI became a Southern California regional initiative and in 2014 LACI expanded its role throughout California and acts as the State of California's regional iHub.

LACI was selected as the #3 University Associated Incubator in the World and

one of two “High Impact Incubators in North America” by the UBI Index. LACI was also selected as the Department of Energy's cleantech incubator in California, and as a leading small business cluster by JPMorgan Chase & Company.

LACI operates a cluster that includes research universities, government support, capital, entrepreneurs, corporate partners, and business association leaders. In its first 52 months, LACI has incubated 47 companies that have received over \$70 million in funding.

More information is available at:
>> www.laincubator.org



From left to right: Dietmar Rieg (GACC), Rene van den Hoevel (GACC West), Michael Swords (LACI)

Captivate New York City

New York City, NY (March 22, 2016)

German Accelerator, a growth acceleration program supporting German startups in entering the U.S. market and scaling globally, welcomed over 1000 guests from the New York City startup community to the 4th edition of its Captivate event.

German Accelerator's Demo Day took place at Rise New York and was sponsored by the CleanTech Innovation Center located in Berlin-Marzahn, Germany. In collaboration with the German American Chamber of Commerce (GACC) and support from community partners German Center for Research and Innovation (GCRI), the German Consulate in New York, as well as NYU Tandon School of Engineering, German Accelerator New York welcomed over 100 guests from the NYC startup and innovation community.

Along with German Accelerator New York's current Q1 program participants, MiNODES and MeteoViva; Brandnew IO, who is currently in the extended program phase, gave an update on their continued expansion

into the U.S. market. After a short introduction of German Accelerator's CEO Dirk Kanngiesser and a few words by the President and CEO of the German American Chamber of Commerce Dietmar Rieg, the audience was introduced to the event rules and the sequence of the participants' pitches:

Brandnew

Brandnew IO is the world's leading tech platform for influencer marketing on networks such as Instagram or YouTube. Brandnew IO enables brands to run global influencer marketing campaigns while delivering key insights via analytics. Brands can also use Brandnew IO's tech platform to manage all their influencer marketing needs from monitoring to contracting, campaign tracking, rights managements and payments.

MiNODES

MiNODES is the Big Data partner of offline retailers and enhances retailers' performance by offering comprehensive consumer behavior analytics and retargeting solutions.

MeteoViva®

MeteoViva helps customers to save 15-40% of energy costs in corporate buildings with a unique SaaS solution.



Setting the stage for the fourth edition of German Accelerator's Captivate New York

After each pitch the judge panel consisting of Alicia Syrett (Founder & CEO at Pantegriion Capital LLC), Urs Cete (Managing Partner at Bertelsmann Digital Media Investments), Anton Waitz (Managing Director at US Digital Ventures, Axel Springer SE), and Dr. Ulrich Quay (Managing Director at BMW i Ventures) provided immediate feedback for the startups' products and their success potential in the U.S. market.

In addition, German Accelerator New York was delighted to welcome Prof. Dr. Kurt Becker, Vice Dean for Research, Innovation, and Entrepreneurship at the NYU Tandon School of Engineering, who introduced the event sponsor CleanTech Innovation Center and their project manager Christian Graeff. Mr. Graeff explained how the CleanTech Innovation Center (CIC) based in Berlin is the ideal place for startups and

budding companies in the Clean Tech sector. It offers ample space and flexibility for Clean Tech projects and provides a collaborative environment for young entrepreneurs to develop innovative technical solutions and build prototypes. Startups at the CIC benefit from the close proximity to the Clean Tech Business Park – Berlin's largest industrial park for production-driven companies from the Clean Tech industry.

Before and after the pitches, the attendees were provided opportunities to expand their professional network while engaging first-hand with some of Germany's best startups at their individual demo tables.

The next edition of Captivate will take place on June 21 (New York City) and on June 23, 2016 (San Francisco). ■



About German Accelerator:

The German Accelerator Tech program is a growth acceleration program that supports German startups from tech related sectors to enter the U.S. market. It provides startups with hands-on monitoring and office space at its locations in Silicon Valley, San Francisco, and New York City. German Accelerator identifies and selects the most promising German startups and assists them in their pursuit of becoming category leaders with lasting competitiveness and success in the global market place. The accelerator's vision is to establish a permanent bridge between Germany and the U.S. that facilitates transatlantic startups, provides inspiration and drives demand, innovation, research, and development in Germany.

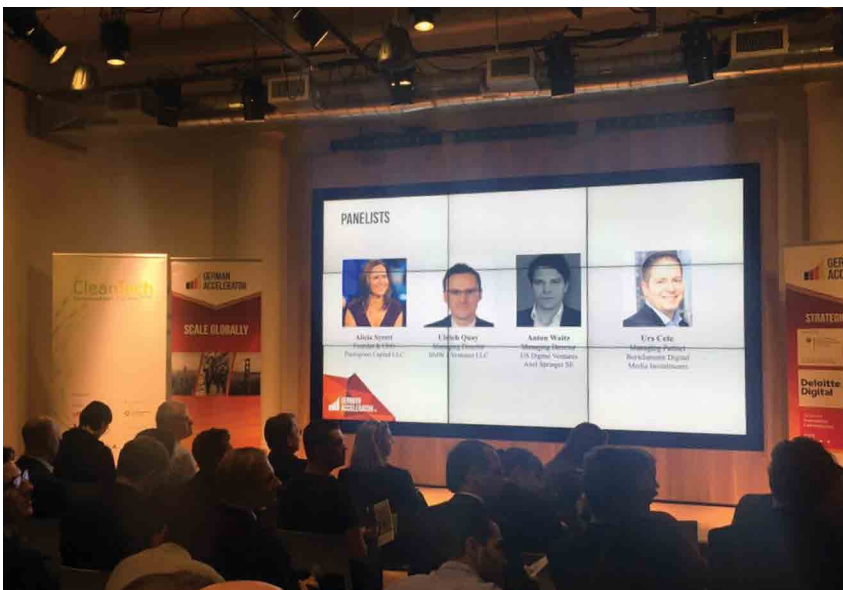
For more information and to submit an application visit >> germanaccelerator.com, engage on >> Facebook or follow us on >> Twitter.

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Once more, Captivate New York attracted a huge audience, who saw outstanding pitches and panelists

Tom Dzimian

Director Career Services,
GACCNY



Interests: Traveling, photography, listening to jazz, woodworking, building model rockets, jigsaw puzzling, motivational speaking.

Past Career: Teacher, sales manager, photographer

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What do you like best about your job?

This year actually marks my 25th anniversary with the GACCNY. For a quarter of a century I have enjoyed being a part of the German Chamber network and, in particular, my exposure to the cross-cultural aspects of German-American business. Over the years I have developed contacts with many interesting people in international business and education. Of course working in New York City, the financial “center of the world”, has been exciting and rewarding.

Most Inspiring Projects?

Back in 1991, when I first started with the GACCNY, the Career Services department consisted of a tiny corner desk with a typewriter. Over the years, thanks to the support of a dedicated team, Career Services has become a million-dollar-plus cornerstone of the GACCNY. One major growth spurt came

in 1997 when we were designated by the U.S. Department of State to conduct a J-1 Exchange Visitor Visa program. Over the past 19 years we have successfully supported thousands of students and young professionals at intern- and traineeships across the U.S.

Upcoming Project?

Recently we reached another significant milestone in our J-1 program. The GACCNY has been approved to sponsor certain vocational interns and trainees in the U.S. under the J-1. This means that in addition to university and college students, candidates in the German “Dual System” of apprenticeship training now have the opportunity to apply for a J-1 visa.

We are also expanding internships at German companies in the U.S. for Mexican students through the “100,000 Strong” initiative of President Barack Obama. ■

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Event Calendar April 6 – June 28 		April 6 Luncheon Series Held by GACC Midwest Schaumburg, IL www.gaccmidwest.org	April 7 Energy Efficiency Award Challenge Held by GACC Midwest Chicago, IL www.gaccmidwest.org		April 11 – 14 Energy Efficiency Innovation Seminars Held by GACC Midwest throughout Midwest www.gaccmidwest.org
April 12 Annual SAE Reception Held by GACC Midwest, MI Chapter Detroit, MI www.gaccmi.org	April 18 4th German Mittelstand–Southern SME Forum Held by GACC South Savannah, GA www.gaccsouth.com	April 20 10th Women's Series: Personal Finances Held by GACC South Atlanta, GA www.gaccsouth.com		April 20 Farmers' Roundtable at the Organic Trade Association Held by GACC Midwest Washington, D.C. www.gaccmidwest.org	April 20 European Business Networking Held by GACC Midwest Chicago, IL www.gaccmidwest.org
April 21 German American Business Stammtisch Held by GACC South Chattanooga, TN www.gaccsouth.com		April 21 Farmers' Roundtable at Organic Valley Held by GACC Midwest La Farge, WI www.gaccmidwest.org	April 25 Hannover Messe Held by GACC Midwest Hannover www.gaccmidwest.org	April 26 Hannover Messe Seminar: Marktchancen und Geschäftsmöglichkeiten in den USA – Fokus auf Rechtsthemen, IT und Startups Held by GACC Midwest Hannover www.gaccmidwest.org	April 27 EU/US Young Professional Panel Discussion & Network Event Held by GACC Philadelphia Philadelphia, PA www.gaccphiladelphia.com
April 28 Hannover Messe Seminar: Marktchancen und Geschäftsmöglichkeiten in den USA – Fokus auf Vertrieb, Logistik und Maschinenbau Held by GACC Midwest Hannover www.gaccmidwest.org	May 4 Luncheon Series Held by GACC Midwest Schaumburg, IL www.gaccmidwest.org	May 5 GACC Annual Meeting 2016 New York, NY www.gaccny.com		May 11 ACG/GACC Speaker Series Held by GACC Philadelphia Philadelphia, PA www.gaccphiladelphia.com	May 18 White Asparagus Held by GACC NY New York, NY www.gaccny.com
May 19 EACC Spring Event Held by GACC NY New York, NY www.gaccny.com		May 19 German American Business Stammtisch Held by GACC South Chattanooga, TN www.gaccsouth.com	May 21 2016 "Stern des Nordens" Annual Gala Held by GACC Midwest, MN Chapter Bloomington, MN www.gaccom-mn.org	May 23 Fact-finding Mission to Germany: Energy Efficiency in Buildings Held by GACC NY Frankfurt www.gaccny.com	May 24 Cyber Security Seminar Held by GACC NY New York, NY www.gaccny.com
May 24 Asparagus Dinner Held by GACC South Dallas, TX www.gaccsouth.com	May 26 Asparagus Dinner Held by GACC South Atlanta, GA www.gaccsouth.com	May 26 Asparagus Dinner Held by GACC South Houston, TX www.gaccsouth.com		May 26 12th Gateway Award Luncheon Held by GACC South Charlotte, NC www.gaccsouth.com	May 26 Spargelfest Held by GACC Philadelphia Philadelphia, PA www.gaccphiladelphia.com
June 1 Luncheon Series Held by GACC Midwest Schaumburg, IL www.gaccmidwest.org	June 16 German–American Business Forum Held by GACC Midwest Frankfurt www.gaccmidwest.org	June 19 GACC Midwest at AWWA ACE'16 Held by GACC Midwest Chicago, IL www.gaccmidwest.org	June 21 Captivate NY – German Accelerator Held by GACC NY New York, NY www.gaccny.com		June 28 Smart Cities – Energy Efficiency in the Infrastructure Held by GACC NY New York, NY www.gaccny.com

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Volkswagen Group of America with its five brands Audi, Bentley, Bugatti, Lamborghini and Volkswagen is a strong partner of the German American Chamber of Commerce.

Volkswagen Group is continuing its commitment to the U.S. market with an additional \$7 Billion investment in North America over the next five years.

Building on the success of its manufacturing facility in Chattanooga, TN – where a recent study shows that VW Chattanooga activities have created 12,400 full-time jobs at VW, suppliers and in the regional economy, and are responsible for \$643.1 million in annual income – the Volkswagen Group will expand its powertrain and vehicle assembly capacities in the NAFTA region.

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