

**Wolf M. Nietzer**

**Von:** GACC NY [news@gaccny.com]  
**Gesendet:** Dienstag, 13. Dezember 2011 21:10  
**An:** Wolf M. Nietzer  
**Betreff:** Newsletter December 2011



**Newsletter December 2011**

**Survey Results - German American Business Outlook at the New York Stock Exchange**

German companies in the United States are optimistic despite political and economic uncertainties on both sides of the Atlantic: **Sales volumes further improved for 72% of firms in 2011, with the result that 86% expect "moderate" to "strong" growth for their operations in 2012.** As they continue to focus on growth-oriented measures like product innovation and entering new customer segments, **67% of companies plan to create new jobs.** The majority of the surveyed subsidiaries state that neither EU nor U.S. debt crises discussions have impacted their business decisions in 2011 or plans for 2012 thus far. Rising commodity prices and skills shortages on the U.S. labor market, however, do create challenges for most firms.



These key findings come from the **German American Business Outlook 2011**, an annual survey monitoring the state of German-owned subsidiaries in the United States. 1,900 firms were approached and approximately 10% of senior management, mostly from the German Mittelstand (small to medium sized companies), responded.



**Dr. Benno Bunse (GACC NY) Dr. Volker Treier (DIHK Berlin), Dr. Michael Blank (GACC NY), Jürgen Reers (Roland Berger)**

The full results of the study are available at: [www.ahk-usa.com/gabo](http://www.ahk-usa.com/gabo)

**The German American Chambers of Commerce, the Representative of German Industry & Trade, and Roland Berger Strategy Consultants conducted this study for the third consecutive year this fall.**

A reception was held on the trading floor of the New York Stock Exchange, attended by over 250 representatives of the German American business community. [Click here for the picture gallery of the event.](#)

**Join the Member-to-Member Benefit Program**

The German American Chamber of Commerce, Inc. would like its members to take advantage of the



One of the many incentives of the membership with the German American Chamber of Commerce Inc. in New York is to participate in the Member-to-Member Benefit Program. This program is designed for GACC members to offer special discounts to fellow members, and for all members to take advantage of these deals.

You can find all existing deals by logging into our [membership directory](#) with your member log-in data and checking the box "Membership Benefits". We would like you to come on board and be a part of our Member-to-Member Benefit Program. It's easy to join! Just let us know about the benefits you would like to offer, which discount you would like to give, and for which time frame your offer applies. You may contact Anne Wittig directly at [membership@gaccny.com](mailto:membership@gaccny.com) or simply fill out the form on our [website](#).

For further information and the application form please [click here](#).

**Transatlantic Ticker**

[+++++ Siemens acquires eMeter +++++ AP to buy SuccessFactors for \\$3.4 billion +++++ AT&T, Deutsche Telekom "battling" for merger +++++ German, U.S. business leaders call for deeper](#)

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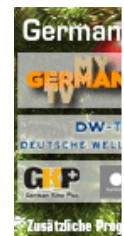
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**Upcoming Event | New Year's Reception 2012 | January 17th, 2012**



The German American Chamber of Commerce, Inc. would like you to save the date for its **2012 New Year's Reception and Luncheon** on **Tuesday, January 17th, 2012 at the Harvard Club** New York

**Guest of honor:**  
**Peter Ammon**  
**Ambassador of the Federal Republic of Germany to the U.S.**

Members: \$95  
Non-members: \$110

Please register [online](#) or fill out the [RSVP form](#) and send it back to [events\(at\)gacny.com](mailto:events(at)gacny.com) or fax it to 212-262-4568. If you have questions in advance, please contact Anne Voss at 212-974-8849.

**Special thanks to our sponsors:**



**Legal Highlights | International Technical Regulations**

**Information and advice on international technical regulations**  
**The Legal Department of the German American Chamber of Commerce, Inc.** provides information on national, European and international standards, norms and technical regulations. **The German American Chamber of Commerce in cooperation with the Beuth Verlag**, a subsidiary of the **German Institute for Standardization (DIN)**, advises companies in selecting appropriate technical standards. This consulting service provides a list of relevant legal documents to German companies wishing to conduct business in the U.S. as well as U.S. companies planning to enter the German market. This consulting service is offered to companies entering the U.S. The service also provides relevant information to established companies seeking a competitive advantage through a better understanding of the latest developments in technical regulations and standards of production.



[Click here](#) for more information or contact: **Susanne Gellert, LL.M.** at [legalservices\(at\)gacny.com](mailto:legalservices(at)gacny.com) or 212-974-8846.

**Green Corner Highlights | German Transition to Renewable Energy**

On Wednesday, December 7th, the **German American Chamber of Commerce** in cooperation with the **German Consulate General of New York** held a panel discussion on Germany's developing energy and climate policies entitled "**The German Transition to Renewable Energy**". The event featured speakers with a wide range of experience from the academic, political, and financial sectors. The audience of over 80 professionals from the New York area engaged the speakers on topics ranging from the nuclear phase out to strategies for combating or adapting to climate change internationally. This event was part of a series of energy and sustainability focused events held by the **German American Chamber of Commerce**. [Click here for the picture gallery](#). To receive notifications of upcoming events, you can join the **Green Newsletter** by clicking here: <http://www.gacny.com/en/services/green-corner/>.

**Past Event | Martinsgans-Dinner 2011**



For the second time the German American Chamber of Commerce, Inc. in New York hosted its traditional Martinsgans-Dinner. On November 10th, 150 members and friends of the GACC spent the evening experiencing this German tradition in the heart of New York City. At the marvelous Manhattan Penthouse, candlelight and special performances enhanced the atmosphere while our guests enjoyed the traditional Martinsgans dish and imported wines from Germany. We would like to thank everyone who attended the dinner for making this evening very special. Please also take a look at our [picture gallery](#).

**Post-Show Report productronica 2011**



**Post-show report productronica 2011** – productronica confirms its position as the world's leading trade fair. productronica, international trade fair for innovative electronics production, closed its doors after four days with a substantial increase in the number of visitors. **38,500 visitors from more than 80 countries represent an increase of around 34 percent compared to the previous show. This proves that the industry has recovered in the last**



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<http://www.dkb.de/ahk-usa>

two years and is back at the level of 2007. The number of visitors from the US has more than doubled.

1,234 exhibitors from 39 countries presented their innovative products and solutions on an exhibition area of more than 800,000 square feet. This represents an increase of nearly 15 percent in the number of exhibitors compared to productronica 2009. 32 percent of the total area was occupied by international companies.

#### What exhibitors say about productronica 2011:

##### Christian Kolbe, Head of Global Account Group, Panasonic, Germany:

"For us, productronica remains the electronics production trade fair. Despite all the changes in the market, we see productronica as the leading trade fair for the European and international market."

##### Kristi Schilloff, Trade Show Manager, Universal Instruments Corporation, USA:

"The productronica show was an excellent venue for Universal to showcase our newest product line introductions. The show was also an ideal forum for us to share our knowledge on both the traditional and emerging electronics industry markets."

The next productronica will be held in Munich from November 12-15, 2013.

Please read the full post-show report on our [website](#).

For further information you may also visit [www.productronica.com/en](http://www.productronica.com/en).

If you need any assistance, please contact **Anika Niebuhr** at the U.S. Office of productronica:

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#### Tradefairs

##### Essen Trade Fairs

January 7-8, 2012

[Hochzeitsmesse - The Fair with advice and sales](#)

January 10-14, 2012

[Deubau - Int'l trade Fair for Construction](#)

January 10-14, 2012

[LEBEN plus KOMFORT – Trade Fair with Forum](#)

January 24-27, 2012

[IPM – Trade Fair for Plants](#)

##### Leipzig Trade Fairs

January 19-21, 2012

[6th Leipzig Veterinary Congress](#)

January 19-22, 2012

[PARTNER PFERD show - expo - sport](#)

##### Munich Trade Fairs

January 29 - February 2, 2012

[ispo, Munich](#)

January 29 - February 2, 2012

[SPORTS SOURCE Europe, Munich sport](#)

January 13-15, 2012

[opti 2012, Munich](#)

#### German American Trade Magazin



German American Trade Magazine Nov&Dec 2011

##### Cover Story

Producing Locally – Thinking Globally: A Closer Look at Hansgrohe North America & Its Prominent Role in the K+B Industry

##### Gender Quota - Is a Voluntary Code of Practice enough?

We asked three women who are entrepreneurs and leading role models for their industries about their opinion on the move of 30 DAX blue-chip corporations in Germany to reserve 35 percent of senior management jobs for women by 2020.

##### State Special

Wisconsin - A Second Home to German Business

##### Spotlights

Blue-Collar Jobs are History Companies and Policy Makers Discuss the Future of Vocational Education in the U.S.

Growing for Good – German automakers Pick Up Speed in Dixie  
7th Germany California Solar Day

Click here to download the full [pdf](#) or our [flipbook version](#).



*Season's Greetings*

The German American Chamber of Commerce, Inc.  
wishes you a wonderful Holiday Season and  
a very Happy New Year

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