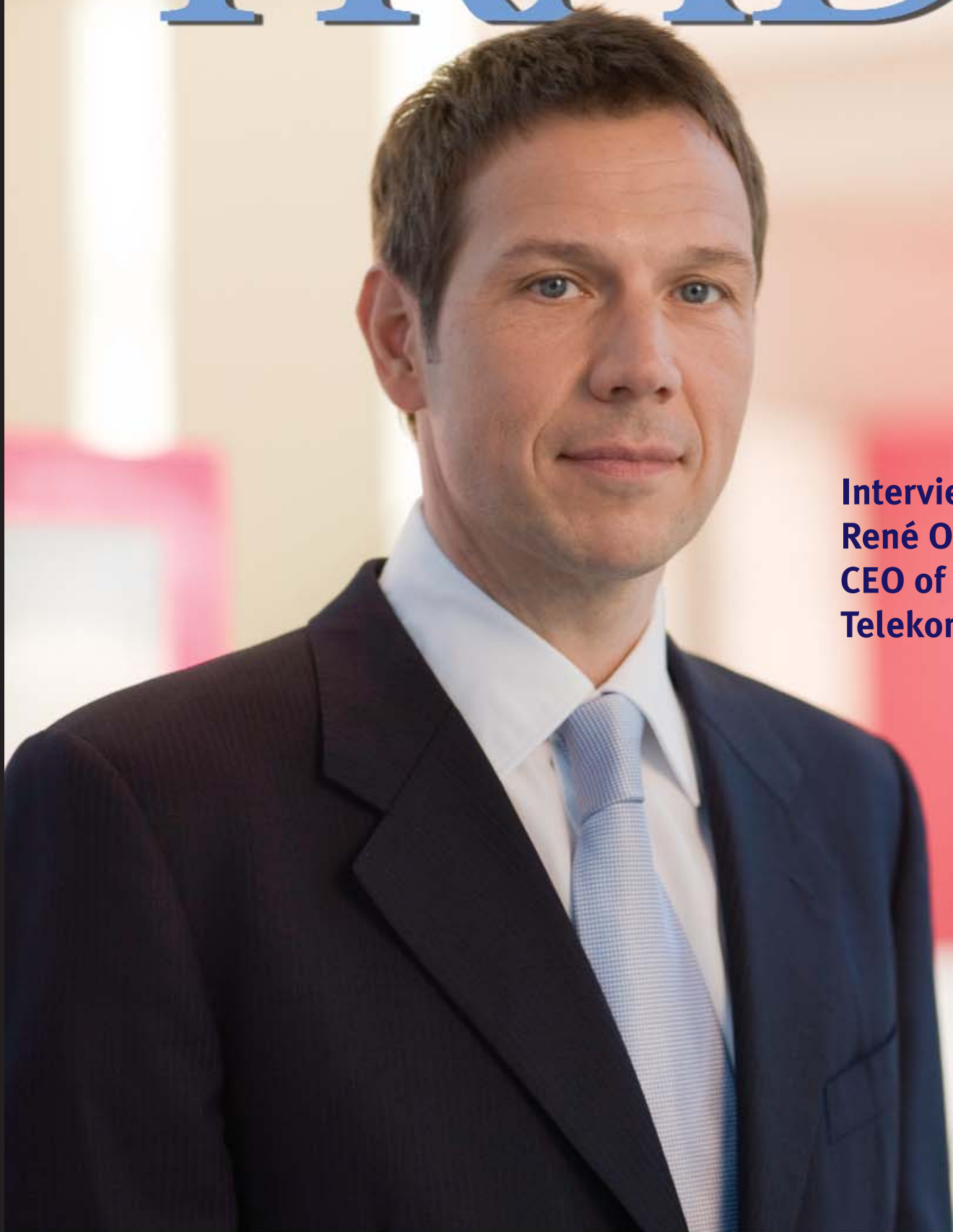




GERMAN AMERICAN

TRADE



**Interview with
René Obermann,
CEO of Deutsche
Telekom AG, Germany**

GACC • 75 Broad St • NY, NY 10004 • USA

PSRST STD
US POSTAGE
PAID
CLEVELAND, OHIO
PERMIT #1890

Southern Welcome for Scharioth
US Chamber: A New Transatlantic Paradigm
Open Skies Commentary by Jens Bischoff
BioEnergy Business 2007
6th Tribeca Film Festival

BMW
Full Page Ad

Transatlantic Cooperation on Trade, Energy and Climate Change

At their recent Summit, the EU and the U.S. signed a landmark framework on transatlantic economic integration, laying a long-term foundation for building a stronger and more integrated transatlantic economy by cooperating to reduce regulatory burdens and by partnering on “lighthouse projects” in the areas of intellectual property rights, secure trade, investment, financial markets and innovation.

The Summit was a particular success for Chancellor Merkel, who launched the initiative, and for German industry, which supported her vision.

The EU and the U.S. also adopted a joint statement on energy security and climate change to underscore mutual interest in ensuring secure energy supply and tackling climate change. Both sides committed to broadening efforts to improve energy security and reduce pollution and greenhouse gas emissions, while supporting economic growth.

Domestically, the Bush Administration has stepped up efforts to address environmental challenges through science, technology and research and development (R&D).

In this year’s State of the Union Address, President Bush urged action to “confront the serious challenge of global climate change.”

The administration has launched several initiatives to

meet two related goals: reducing gas use 20% by 2017, and replacing more than 75% of oil imports from the Middle East by 2025.

The Advanced Energy Initiative would increase R&D in clean coal technology, renewable energies, alternative fuels, nuclear power, hybrids and fuel cells.

The \$1 billion FutureGen Initiative aims to construct the world’s first zero-emission fossil fuel power through coal gasification technology integrated with combined cycle electricity generation and CO2 sequestration.

The \$1.2 billion Hydrogen Fuel Initiative seeks to develop hydrogen-powered fuel cells to power motor vehicles and businesses.

To reduce gas use, the U.S. would require 35 billion gallons of renewable and alternative fuels by 2017, double the strategic petroleum reserve, and modernize the average fuel economy standards for cars.

Congress is pressing the Administration to do even more, holding a series of hearings on a range of environmental topics.

Speaker of the House Nancy Pelosi has announced firm resolve to submit comprehensive energy efficiency and climate change legislation – likely to include plans for carbon or emissions trading – this year. Senators Bingaman and Domenici, both from New Mexico, recently introduced bipartisan legislation to reduce gas use and



Bernhard Welschke,
President, RGIT

to set efficiency standards for consumer appliances.

U.S. industry is in the mix also. Automotive, utility and power company executives have signaled support for national climate change legislation that could include a provision for a cap and trade system.

With cutting-edge technology, design and export know-how, German industry stands ready to contribute to these efforts. German companies are world leaders in clean technology and renewable energies. They are prepared to engage in further efforts to develop promising new areas such as deep-water wind power, thin film solar panels, biodiesel, and geothermal energy.

Ultimately, transatlantic efforts to secure reliable sources of energy and to address the challenge of climate change will require the active participation of the large emerging economies to curb emissions, boost energy efficiency and conserve natural resources. German industry is well positioned to supply these markets with exceptional environmental products, services and technology. ■

Wempe
Full Page Ad

Contents

FEATURES

- 13 Honorary Consul:
Mark F. Schlenker
Part 4 of a 9-part series.
- 16 Open Skies (partially)
Still good news for travellers in the short term
- 18 Otto Wolff von Amerongen
(1918-2007)
- 20 A New Transatlantic
Paradigm
An Agreement on
Regulatory Cooperation

REGIONS

- 22 Atlanta
Southern Welcome
for His Excellency
Dr. Klaus Scharioth
- 24 Midwest
BioEnergy Business 2007.
US-German Opportunities
for Cooperation in
Biofuels and Biomass
- 28 New York
6th Tribeca Film Festival

Page 6: Deutsche Telekom is one of the world's leading telecommunications and information technology service providers, with revenue of 61.3 billion Euro in 2006, more that 100 million mobile customers, about 39 million fixed-network lines and some 12 million broadband lines.

MEMBER PROFILE

- 30 Brunner & Partner
Small but fine

REGULARS

- 3 Viewpoint – Transatlantic
Cooperation on Trade,
Energy and Climate
Change
- 32 Transatlantic Ticker
German American
Company News
- 34 Masthead

COVER STORY

- 6 Interview with René
Obermann, CEO of
Deutsche Telekom AG,
Germany
René Obermann became
Chief Executive Officer of
Deutsche Telekom in
November 2006. He was
already a Member of the
Board of Management of
Deutsche Telekom AG,
responsible for T-Mobile,
from November 2002. Since
December 11, 2002, he was
also CEO of T-Mobile
International AG & Co. KG.



Cover Story

Deutsche Telekom: focus, fix and grow.



Deutsche Telekom

Interview with René Obermann, CEO of Deutsche Telekom AG, Germany

Mr. Obermann, you took the helm of Deutsche Telekom at a highly dramatic and difficult time at the end of 2006, when the company realized that it lost a large number of customers in its German home market.

When I took on the position of CEO, one of my first steps was putting a new management team in place. We examined the strengths and weaknesses of our business areas in detail and developed a new strategy. In a nutshell: focusing on our strengths much more in the future includes particularly broadband communication services (including our business in the USA). In Germany we need to do our homework regarding customer care in order to become the most highly regarded service company in the long term.

Deutsche Telekom is successful internationally but is facing huge challenges at home.

In Germany we are confronted with a dramatic jump in the intensity of competition and tighter regulation. We are determined to strengthen our Group's position in the market, not least by improving our cost

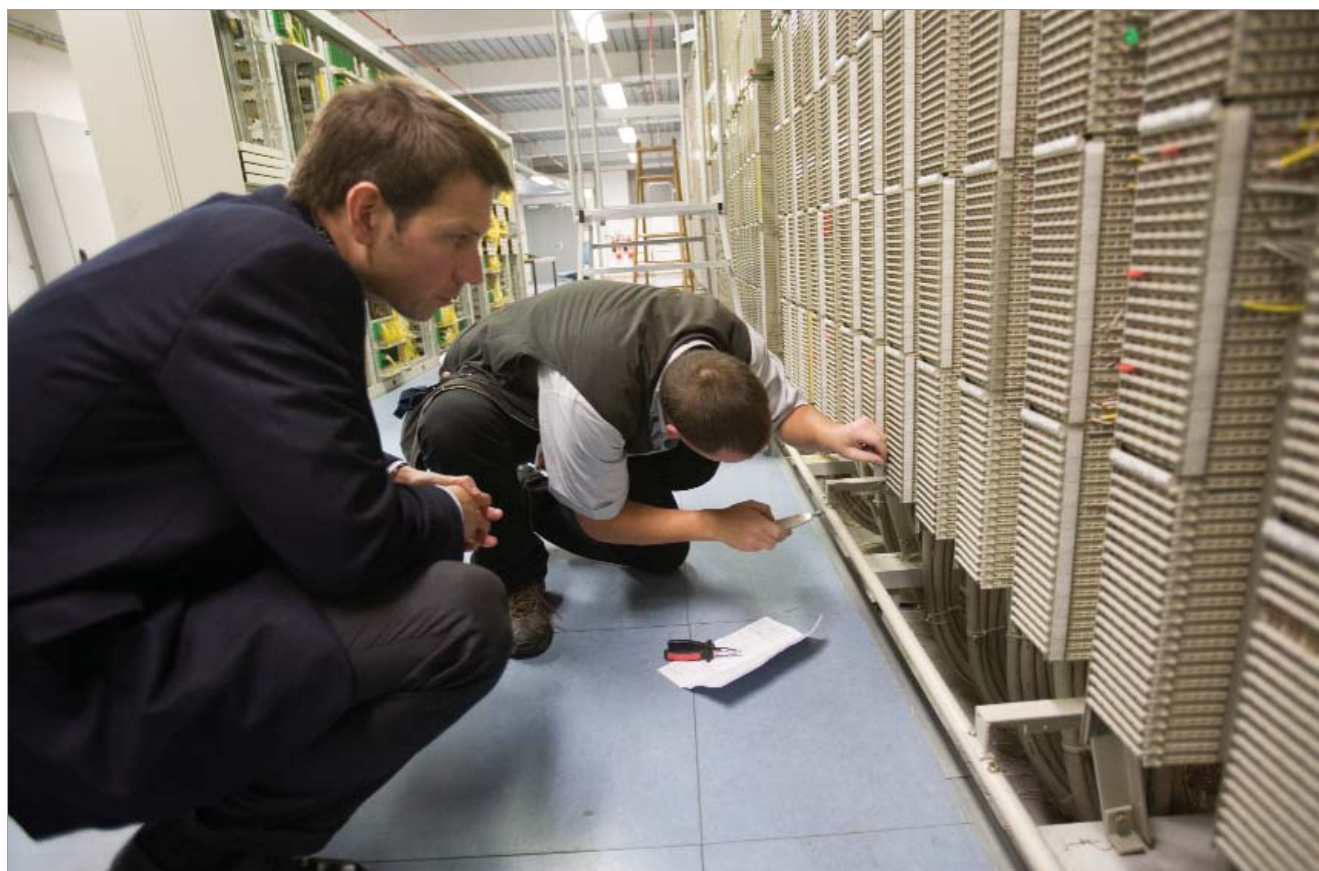
structure. To do so, with our strategy we will concentrate on four main areas:

- Improving competitiveness in Germany,
- Growing abroad with mobile communications, possibly with acquisitions,
- Mobilizing the Internet and the Web 2.0 trend,
- Developing the key business customer segment further, even with a strategic partner.

To sum it up: The focal point to improve the company's posi-

tion is to improve our competitiveness in Germany through the introduction of a group-wide savings program called "Save for Service". We want to generate savings of between 4.2 and 4.7 billion Euros by the end of 2010.

We also want to grow abroad. And, we want to give our customers rapid and easy access to communication, information and entertainment at home, on the move, and at work. Focus, fix and grow, that will be our way!



How important is the USA for Deutsche Telekom AG?

Business outside our German market is becoming increasingly important to us. A key step in our internationalization was the acquisition of what used to be VoiceStream Wireless and Powertel in the USA, now T-Mobile USA, in 2001. This internationalization proved to be the right approach.

The auction and the associated acquisition of additional spectrum here in the USA last year was another important step for us. And not just for T-Mobile USA but for the Deutsche Telekom Group as a whole, which benefits from the growth of its U.S. business.

To what extent does T-Mobile USA play a role within Deutsche Telekom Group?

The USA business is a core element of our Group strategy. In the USA our aim is to maximize revenue market share. We are planning to develop T-Mobile USA to be the largest single company within the Group. Another major objective is to deliver the same kind of service quality in Europe,

and in Germany particularly, that is taken for granted in the USA. This success is reflected both in customer numbers as well as revenue and earnings. Over the past few years, the U.S. business has become an increasingly important factor in Deutsche Telekom's corporate development.

Let me just mention the year 2006 results to illustrate this point. Customer figures increased by more than 15 percent to over 25 million at the end of 2006 with 83 percent contract customers under the net adds of 3.4 million. The number of contract converged device users, namely

Deutsche Telekom at a glance

Deutsche Telekom is one of the world's leading telecommunications and information technology service providers, with revenue of 61.3 billion Euro in 2006, more than 100 million mobile customers, about 39 million fixed-network lines and some 12 million broadband lines. The company employs approximately 248,000 staff to deliver from a single source – fixed-network lines, mobile communications, and complex IT solutions.

As an internationally oriented company, Deutsche Telekom AG is represented in about 50 countries around the globe. Around 47 percent of 2006 revenues were generated outside

of Germany, confirming that Deutsche Telekom is a genuinely international Group. Deutsche Telekom provides network access, communication services and value-added services with ever increasing bandwidth via the fixed and mobile networks. Within the Business Customers area, Deutsche Telekom concentrates its business with multinational corporate groups and medium-sized companies within its T-Systems subsidiary. The Group is committed to the principles of sustainability and uses economic as well as social and ecological criteria as the basis for its actions.



Blackberry and Sidekick users, increased by more than 200,000 in the fourth quarter alone, demonstrating the leadership of T-Mobile USA in the consumer data category. T-Mobile USA has managed to deliver the sort of business results we can be really proud of.

In January 2007 T-Mobile USA has been recognized by J.D.Power & Associates for the fifth time in a row for highest ranking customer services in wireless.

In Europe, and particularly in Germany, we can learn from the service culture in the USA. I call it service with a smile. True service is more than a promise. Service is a mindset. If you're going to be a service-oriented company, you've got to embody a service culture. T-Mobile USA is an excellent example for successful customer care and 'creative thinking all around us', like my friend and T-Mobile USA CEO Robert Dotson puts it. Therefore I will underscore his thinking: 'We want customers to know that T-Mobile is the place to go for services that fit the way people live and devices that look fabulous.' That's the way Deutsche Telekom will go.

You have a real service mindset yourself. When did that develop?

I learned it from scratch, twenty years ago, when I created my own company whilst a student in Germany. As an

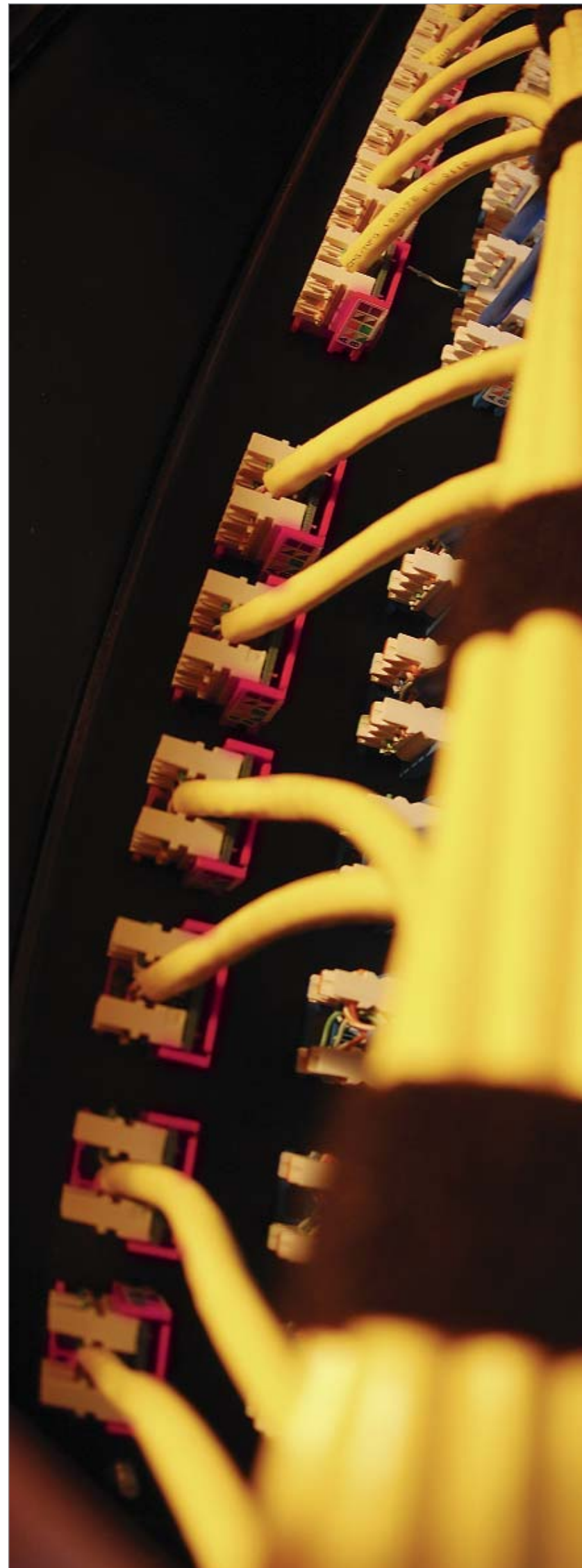
entrepreneur you know that if you don't offer customers the right service, you are not going to survive on the market for long. However, I also admire the excellent approach to service that our colleagues at T-Mobile USA have.

Deutsche Telekom is renowned for its innovative skills and leading engineering capacity. Which new services are you intending to introduce?

In the domestic fixed-network and mobile communications market, Deutsche Telekom will boost its position as the leading provider. In fixed-network the number of customers will grow with faster high-speed Internet access. The network infrastructure is being rolled out further for IPTV and bundled (triple-play) services in 2007. Deutsche Telekom will give around 17 million households in Germany access to IPTV services via rapid network connections by the end of 2007 through the construction of a new media platform.

With transmission rates of up to 50 Mbit/s VDSL allows new, interactive forms of television and HDTV quality. In the mobile communications market, T-Mobile in Germany is a leading provider with products like web'n'walk. New products will be launched on the German market such as MyFaves, which is already very successful

If you don't offer customers the right service, you are not going to survive on the market for long.





in the United States. MyFaves allows users to personalize their mobile handsets and configure symbols on the user interface for preferred callers. Calls to these people are particularly inexpensive.

How important is the regulatory environment when defining future business?

Particularly from a German perspective, the regulatory environment plays a crucial role for the future development of our industry. The U.S. approach relies on market forces. This paved the way for the necessary consolidation in the mobile communications market here in the USA from the beginning. I see a threat that Europe is losing ground compared to other big markets like the USA and Asia. Regulation in Europe should not only be price driven but should encourage investment in infrastructure.

Are you satisfied with the recent spectrum acquisitions that T-Mobile USA has achieved and what are you intending to provide to customers on the fortune of that spectrum?

To continue with our success here in the United States we needed additional spectrum. In Auction 66, T-Mobile USA acquired a large amount of additional data and voice frequency packages, altogether a total of 120 licences nationwide. This enabled our U.S. subsidiary to more than double its available frequency spectrum in the top 100 U.S. markets. The roll-out of the mobile broadband network has

already started. It will continue to be a focus into 2007 and 2008. I am confident that this investment will pay off and generate additional growth.

You mentioned the growing importance of international operations in your new strategy. Can you elaborate?

Our international business is absolutely vital to us. Deutsche Telekom does not rule out acquisitions in the mobile communications sector as part of its growth strategy. The prerequisite is that Deutsche Telekom is in solid financial shape and remains so in the event of acquisitions, meaning we want to act on strict business criteria.

Another objective of your new strategy is to mobilize the Internet and the Web 2.0 trend.

You are right. We also intend to be a key player in leveraging community and Web 2.0 communications, because communications patterns among young Internet users in particular are changing dramatically. Web 2.0 covers all trends such as blogging, personal social networks, and portals to which users can actively contribute their own content. Applications such as YouTube and MySpace have come from virtually nowhere – and have developed into global phenomena overnight. The top three sites currently report some 100 million downloads a day, whilst the number of blogs duplicate every seven months.

Nobody can offer users better infrastructure for usage of those future trends than Deutsche

Telekom. With HSDPA, ADSL2+ and VDSL we have the necessary bandwidths in the mobile and fixed networks for users to put their own films on the Net. And we also lead the market for fast mobile Internet services. We intend to make greater use of these benefits in the future – with our own services, attractive partnerships, and investments in promising business ventures. We also want to provide an intelligent user interface that allows access, both mobile and fixed, to these services.

You are seen as the “youngster” in the German industry at age 44?

I really don't think in categories of younger or older. No matter what age, we can all learn a great deal from one another within the Deutsche Telekom Group. ■

Contact Us

Deutsche Telekom USA
600 Lexington Avenue, 17th Fl.
New York City, NY 10022
Phone: 212-424 2900
www.telekom.de/americas

T-Mobile USA
12920 SE 38th St.
Bellevue, WA 98006
Phone: 425-378 4000
www.t-mobile.com

T-Systems North America
3499 Hamlin Road West
Rochester Hills, MI 48309
Phone: 248-276 5800
www.t-systemsus.com

For further information:
www.telekom.com

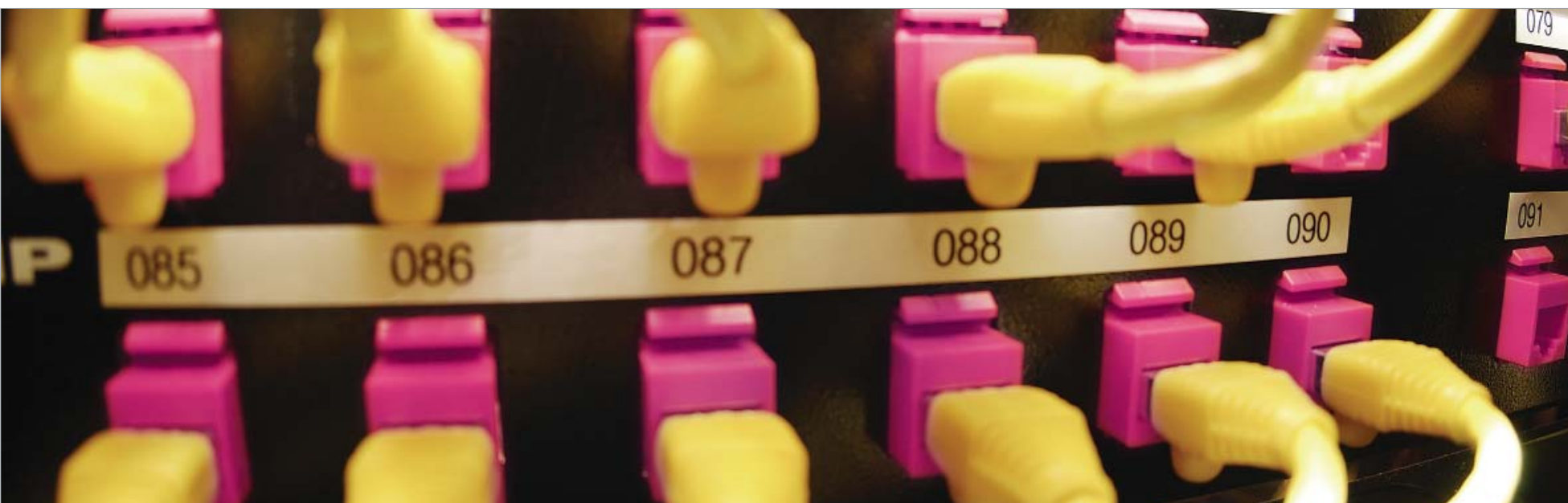
René Obermann, CEO of Deutsche Telekom AG, Germany



René Obermann, born in 1963, became Chief Executive Officer of Deutsche Telekom in November 2006. He was already a Member of the Board of Management of Deutsche Telekom AG, responsible for T-Mobile, from November 2002. Since December 11, 2002, he was also CEO of T-Mobile International AG & Co. KG. After completing a business traineeship with BMW in Munich between 1984

and 1986, Obermann set up the business ABC Telekom in Münster, Germany. In 1991, he became Managing Partner of Hutchison Mobilfunk GmbH, successor of ABC Telekom, and in 1993 until 1998 Chairman of the Management Board. Obermann was also Chairman of the former German Association of Mobile Communication Service Providers in 1995 and 1996. Between April 1998 and March

2000, René Obermann was Managing Director Sales at T-Mobile Deutschland. From April 2000 until March 2002 he was Chief Executive Officer of the company. In June 2001 René Obermann became Member of the Board of T-Mobile International, where he was responsible for European Operations and Group Synergies until his appointment as Chairman of the Board in 2002.



Hampton Roads Full Page Ad

Mark F. Schlenker

Honorary Consul Series: Part 4/9

I was first appointed as honorary consul of Germany in 1994, at the age of 40. I was born in Iowa, educated in Iowa and Nebraska, and I am a lawyer in private practice in the Des Moines area. I am married, with two children. I had to learn German at school, as German had ceased to be used in the family during World War I. At age 17, I improved my language skills during a summer spent in Bochum. I now frequently visit relatives near Lahr.



How would you characterize both your relationship to Germany and Germany’s importance to you?

As an American with German ancestry I am naturally inclined to see a good relationship between Germany and the USA. My ancestors came here in the 1850s, from Baden and Mecklenburg, so they were here during both World Wars, when Americans of German ancestry were at times viewed with suspicion. The relationship between the countries now is one of almost a familial bond: we may not agree all the time but there is a fundamental basis of the relationship which is stronger than disagreements of the moment.

Why have you agreed to serve Germany as an unsalaried honorary consul?

I understood that in some small way I could assist Germans and Americans with issues of travel, trade, pensions, and governmental relations. It has been a great opportunity for me and my family to meet some interesting people while I continue to learn about Germany, and also get the chance to provide help to people in need of assistance.

What do you value most about Germany and its people, what less so?

I value the cultural heritage of Germany and its people, which I, as an American of Ger-

man ancestry, reflect in my daily life. I have noticed many traits and customs of my family in common with those of my German relatives still living in the village of my greatgrandfather in Baden-Württemberg. Even the mealtime prayer is the same in families on both sides of the Atlantic, after over 150 years! Perhaps the Germans are too formal in social settings, but this can sometimes also be an asset in important matters.

What do you value most about the United States and Americans, what less so?

Again it is the culture and people I value most here. The culture, reflecting the ancestry of people from many nations, and the people, who show the independent streak of their own ancestors, who had forsaken the comforts of their old homes for a new life and new opportunities in a developing country. In contrast to the Germans, maybe Americans are too informal at times.

What comes to mind when you hear the word Heimat?

When I hear the word Heimat I think of the comforts of home, not as a building but as a community, not only just a geographic place, but with the population which lives there. Heimat is a place where I can walk the streets knowing I am surrounded by people who care about my family and me.

In what respect is Germany important to your region of the United States?

Germany is an important trading partner with the Midwest, particularly for agricultural products. We have had significant interchange of political and business leaders in the area of agricultural policy formulation.

How would you describe your role as a link between Germany and the United States?

I view my office as the ‘front door’ of the professional consulate in Chicago for Americans in my region. I can help people get to the correct person at the Consulate, the Embassy, or other office to get their issues handled correctly and timely. I try to promote a good relationship between Germany and the two Midwestern states I represent, and while I do not formulate policy myself, I can facilitate communication between key policy makers on both sides of the Atlantic.

What impact do the political relations between the two countries have on your work?

At my level, political relations between the two countries are important but not as important as my personal relationships with all key public office holders. Even when the German-American relationship is strained, my dealings with U.S. office holders have continued as usual.

ADVERTISEMENT

**Helbich
1/6 Page Ad**

How does your community respond to you as German Honorary Consul?

I have had good support from the community since the outset of my work as honorary consul. A local Holocaust survivor once called our local paper asking, why the paper was ‘trying to pick on him’ when it ran an article about me representing Germany at a time when our governments disagreed. I cannot imagine a greater compliment than to have a concentration camp survivor call the local paper to defend the local honorary consul of Germany!


What official act that you carried out as Honorary Consul has influenced or engaged you most?

I think the duties of providing assistance to German citizens in trouble have been the most significant in my 12 years of work as honorary consul. I have enjoyed meeting visiting dignitaries, but providing help to German travelers and visitors has been most rewarding and most memorable in four serious accidents in my area involving German citizens.

What do you wish for Germany and the United States in the future?

I hope the two countries can continue discussing mutual problems in a friendly and professional manner.

For a Free Copy of Honorary Consul



To order the complete “Honorary Consul” brochure (free of charge), please contact:

The Embassy of the Federal Republic of Germany in Washington
Barbara Stiem
 Press, Information and Public Affairs

Phone: (202) 298-4252
 Fax: (202) 471-5519
barbara-christine.stiem@diplo.de

ADVERTISEMENT

Empire Ad
1/2 Page Ad

Open Skies (partially)

Still good news for travellers in the short term

Commentary by Jens Bischof , Vice President The Americas, Lufthansa German Airlines



Air travel has always been a powertrain for economic and cultural collaboration. This is particularly true when it comes to economic relations “across the pond.” About 60 percent of the world’s trade is generated between the EU and the US—to the benefit of both sides. Accordingly, the signing of the “Open Skies” agreement at the end of April in Washington is important to the airline industry, as well as to the economy on both sides of the Atlantic. This agreement allows EU and U.S.-based carriers to broadly structure their offerings without regulations in the way they deem economically correct. In this sense, departure airports, destinations and the number of flights can be freely selected, to the benefit of consumers and airlines’ profitability. Other industries have for decades taken for granted the ability to structure their own offerings. Long overdue, the Open Skies accord is a step in the right direction and one that will stimulate the economy.

But it is only a good first step. The term Open Skies must continue to evolve, as air travel over the North Atlantic welcomes the free market enterprise into this industry. Further cooperation with common standards on environmental topics, financial investments without restrictions, and recognition of

security standards need to be realized while at the same time enabling maximum security, the highest safety standards and system efficiency with minimal hassle for the customer. The next steps need to address these issues, and they have to come quickly. The US and EU now have an opportunity to actively shape the global rules of air travel – but other regions are not asleep. We need to be fast, as business goes where there are the least restrictions. The first Open Skies steps began in 1987, and we are still leaps away from having a truly open area.

Nevertheless, this is still good news for travelers in the short term. They will have more choices, greater flexibility and fares that will remain competitive. Even better – only the best airlines will stay – the good will have to get better and the bad will sooner or later exit the market. As a consequence, customers will see higher quality all around that will promote consolidation in an overcrowded industry. Will Lufthansa fly from London to New York starting next March, when the accord takes place? I am not going to reveal that to you (and

our competitors) right now. What will happen to ticket prices? The market will decide!

But one thing is for sure: Rules will change, and Lufthansa will actively shape this change as Europe’s leading premium airline. Still we must keep a cool head. We will keep our focus on decisions that promote customer satisfaction and Lufthansa’s long-term profitability above all else. These two go hand-in-hand, always. It is

important that we not allow fantasies of takeovers to cause us to lose sight of our passengers’ needs and economic rationality.

By the way: An alliance with transatlantic scope (and beyond) turns ten years old this year – Star Alliance! This alliance, between Lufthansa and United Airlines, among others, was made possible by “Open Skies.” Thus, it is an illustration of the many opportunities afforded to customers in an age of deregulation. The success of Star Alliance is based on the same formula: Consistent focus on customer needs. This is exactly the same in our industry as in any other. And nowhere can this be done better than in an environment of free competition. ■

The signing of the “Open Skies” agreement... allows EU and U.S.-based carriers to broadly structure their offerings without regulations in the way they deem economically correct.



*Written by Werner Walbroel,
Honorary Director and former President
of the German American Chamber of Commerce*

Otto Wolff von Amerongen

1918-2007

After World War II, Otto Wolff was among the first German industrialists to initiate contact and to restore economic relations with the United States. Together with other leading figures such as Fritz Berg, Karl Hahn and Alwyn Munchmeyer, he traveled to the US to meet American business leaders, encouraging them to buy German products and to invest in the newly established Federal Republic. The continuing beneficial business ties enjoyed by both countries are in part a result of their efforts and subsequent successes.

Having gained the trust and respect of his American colleagues, Wolff was called upon frequently for his perspective and opinions. In the sixties, he counseled the chairman of the Chase Manhattan Bank, David Rockefeller, as a member of their advisory board on international business. His commitment to creating political bridges through economic means was acknowledged by Lou Preston, chairman of the Morgan Bank, who in a speech anointed him as the unofficial German "Foreign Trade Minister."

During the so-called Cold War, through his personal con-

nections to political leaders on both sides, he maintained vital trade links between the Eastern Bloc countries and Germany, laying the foundation for future cooperation. Wolff advised politicians across the spectrum in economic affairs relating to Eastern Europe and China. His continued engagement in international commerce included seats on the board of directors of Exxon and United Technologies.

Significantly, he supported bilateral chambers as economic links between the Federal Republic and its trade partners, opening doors for German companies in many strategically important countries, notably Russia and China.

Wolff remained faithful to his mission and to his American colleagues all his life.

As Chairman of the DIHT, he made valuable contributions, particularly to the GACC and remained a board member until 2003. The Otto Wolff Corporation, which he took over from his father both as CEO and as the major shareholder, had sales exceeding three billion DM and employed more than 5,000 people.

Otto Wolff died on the 8th of March in Cologne at the age of 88. ■

B-Braun
Full Page Ad

A New Transatlantic Paradigm

By Gary Litman, Vice President for Europe and Eurasia, United States Chamber of Commerce

An Agreement on Regulatory Cooperation

For several years the U.S. Chamber of Commerce has been stressing the importance of a new framework for increasing investment and trade between the United States (U.S.) and the European Union (EU). Barriers to trade between the U.S. and Europe are not found at the borders; thanks to the WTO disciplines, tariffs are not our major remaining obstacle. Trade authorities have a hard time finding areas where they could significantly lower barriers, and there are few commercial disputes to resolve.

Europe is by far the United States' most important and most profitable foreign market and there is still significant room for continued growth. Every day, about \$2.1 billion of transatlantic trade in goods and services takes place. Together, the U.S. and EU jointly represent 10% of the world's

population and account for roughly 40% of world trade and over 60% of the world's GDP. The U.S. and EU are each other's most important source for foreign direct investment, adding up to over \$1.9 trillion. In fact our commercial relationship with the EU is larger than it is with all of Asia. But it's stuck – and we need to find a way to re-energize the relationship that builds on what we already have and creates new opportunities for businesses in the 21st century.

While the U.S. and the EU regulate towards largely similar objectives, the growing interdependence of our economies now requires systematic and consistent – as opposed to ad hoc – teamwork by U.S. and European rulemakers.

This is why the U.S. Chamber of Commerce is strongly advocating for an Agreement on Regulatory Cooperation or

'ARC'. Before I get in to the specifics of what an ARC will mean – I want to dispel a few misconceptions. It is not either an ARC with the EU, or, a global WTO Doha Round agreement – we can, and should, do both. An ARC does not mean that the U.S. and Europe will lose the ability to regulate their own economies and an ARC does not mean that regulators on both sides of the Atlantic will have to sit down industry-by-industry and harmonize all of the regulatory minutiae. We've tried harmonizing regulations before through mutual recognition agreements – it did not work before – and it is hard to see why it would work now.

What an ARC does mean is this: An ARC will prevent regulatory divergence and promote regulatory compatibility between the two most important global trading blocs and set



Gary Litman testifying in the Congress on US-EU Regulatory divergences.

www.uschamber.com/international

an example of regulatory cooperation for the rest of the world. An ARC will set in place a binding and comprehensive mechanism of transatlantic cooperation with proper funding and political oversight. An ARC will require that U.S. and European regulators communicate and exchange information and data under agreed mutual principles and rules during their respective and sovereign rule-making processes. And perhaps most importantly, an ARC will direct regulators to assess the economic impact that their proposed rules would have on the transatlantic market.

I'd like to offer an example. In 2002, the U.S. Congress passed the Sarbanes-Oxley act which led to a plethora of new onerous regulations for listed companies in the United States and international companies that had raised money on the U.S. markets. The result, an immediate negative reaction from EU authorities and European companies. Despite

continued and much welcomed efforts to minimize the impact – the damage has been done. On March 26, SGL Group, one of the world's biggest makers of graphite and carbon fiber materials, became the first German company to seek a delisting from the New York Stock Exchange. The German Institute for Public Companies has said that the strict auditing rules demanded by Sarbanes-Oxley have led some of the 14 German groups with secondary listings in the U.S. to reconsider their position.

How could this have been handled differently if we had an ARC? First, there would have been a requirement that the U.S. take in to account the impact of these new rules on both U.S. and European companies before the regulations were put in place. There would have been a serious conversation with European regulators to understand the European system and ensure that companies could comply with

regulations in both markets without burdensome and costly double work. In other words, we would have kept the cart behind the horse.

While this is only one example of how an ARC could have made a difference – we want to look to the future – not the past. As the transatlantic market evolves we need to be prepared to make the most of it – not fall back on old stumbling blocks. In fact, further freeing of the U.S.-Europe commercial relationship would translate into GDP per capita gains of up to 3% and thousands of new jobs on both sides of the Atlantic.

In closing, we are pleased to see that our years of hard work on both sides of the Atlantic is starting to come to fruition and that this issue is now at the top of the US and European agendas. Our goal is to keep it there and get an agreement that really works and creates a sustainable, dynamic 21st century transatlantic market." ■

Southern Welcome for Scharioth

Economic relations between Germany and the United States received a significant boost on March 27, 2007, when His Excellency Dr. Klaus Scharioth, Ambassador of the Federal Republic of Germany to the U.S., paid his first official visit to the state of Georgia.



His Excellency **Dr. Klaus Scharioth**, Ambassador of the Federal Republic of Germany to the U.S.



German Consulate General **Hans-Joerg Brunner**; General Manager Public Relations Porsche Cars North America, Inc. **Bernd Harling**; His Excellency **Dr. Klaus Scharioth** Ambassador of the Federal Republic of Germany to the U.S.; President & CEO, Porsche Cars North America, Inc. **Peter Schwarzenbauer**

Written by Amy Merrill & Stefanie Jehlitschka

His whirlwind tour of Atlanta commemorated the 50th anniversary of the signing of the Treaties of Rome and the establishment of the European Union Presidency. Member states take turns holding the Presidency of the European Union for a period of six months; currently Germany's Chancellor Angela Merkel holds the Presidency.

To mark the historic occasion, the German-American Chamber of Commerce of the Southern United States hosted a business luncheon to honor Ambassador Scharioth at the Capitol City Club, a landmark of downtown Atlanta. The lunch was sponsored by Porsche Cars North America, Inc.

Porsche, whose North American headquarters are located in Atlanta, provided transportation for the ambassador and his party in their newly launched Cayenne SUV. Over 130 guests attended the luncheon in honor of the ambassador. Those present included Mr. Peter Schwarzenbauer, CEO of Porsche Cars, Ms. Claire McLeveighn from Office of the Mayor, City of Atlanta, Mr. George A. Novak, Honorary Consul General of the Czech Republic and many other distinguished local leaders of government and industry.

Following a brief introduction by Consul General Hans Jörg Brunner, Ambassador Scharioth assumed the podium to address the guests of the luncheon. In his keynote speech "Aims and Challenges of the EU Presidency," Scharioth stressed the importance Germany, in its cur-

rent role as President of the European Union, places on strong transatlantic relations. Such close cooperation and partnership between the U.S. and the EU, he stated, is vital to the continued peaceful development of both countries. Only a united U.S. and EU can hope to meet the challenges of globalization, international terrorism and global warming. None of the major issues facing Europe or the U.S. can be solved by

either entity alone. The speech was followed by a brief question and answer session during which guests had the opportunity to get the Ambassador's perspective on Germany and the European Union's position in regards to topics of current interest.

During his visit Ambassador Scharioth spoke on many relevant economic and political issues, emphasizing the long tradition of cooperation and partnership between Germany and Georgia and calling for local private industry leaders to play an integral role in the future New Transatlantic Partnership. Among other things the Partnership promotes peace, democracy and development around the world and contributes to the expansion of world trade and closer economic relations.

A major initiative of the Ambassador's visit was to stress the importance of the Kyoto Protocol. The Protocol calls for participating countries to reduce their emissions of the green-

house gases that lead to global warming. Germany, he explained, has already reached its emission reduction targets for 2010. The fast-growing economies of India and China especially needed to reduce emissions, but the cooperation of the

United States was critical to the overall success of the environmental agenda – especially since the initiative is set to expire by 2012.

Following the GACC South Luncheon,

Ambassador Scharioth left the Capitol City Club to meet with Georgia Governor Sonny Purdue and the Georgia General Assembly, where he received resolutions calling for a strengthening of economic and cultural ties between Georgia and the European Union. He was also treated to a VIP tour of the CNN Center and a rooftop reception at the Metro Atlanta Chamber of Commerce before his crowded schedule took him back to Atlanta Hartsfield-Jackson International Airport to catch his departing flight.

But the city of Atlanta had not seen the last of His Excellency. Ambassador Scharioth returned to Atlanta on May 9, 2007. Together with His Excellency Jean-David Levitte, Ambassador of France, Scharioth appeared at The Atlanta History Center's McElreath Hall to present "A Dialogue on Europe: In Celebration of Europe Day and the 50th Anniversary of the Treaty of Rome." ■

Such close cooperation and partnership between the U.S. and the EU... is vital to the continued peaceful development of both countries.

**US-German
Opportunities
for Cooperation
in Biofuels
and Biomass**

**Over 200
participants attend
conference and
networking event**

Central MN Ethanol Co-op (CMEC)
in Little Falls, Minnesota

BioEnergy Business

The German American Chamber of Commerce of the Midwest (GACCoM) brought together companies and leaders in BioEnergy from both sides of the Atlantic on Wednesday, April 25, at the Opus College of Business at the University of St. Thomas in Minneapolis to discuss opportunities for cooperation between US and German companies in biofuels and biomass energy technology. The conference highlighted Germany's position as a world leader in the implementation of biogas and biodiesel technologies, as well as in process technology needed in all forms of renewable energy. Minnesota's position and initiatives as a leading US state in the utilization of renewable energy was also presented. "This conference has significance beyond the stated economic, ecological and political objectives. It helps strengthen transatlantic relations by bringing together German and US business firms and organizations, exploring common ground in pursuit of solutions to an ever larger looming problem. A transatlantic partnership for the development of bio-energy is not only helpful;

it may be a necessity," stated Dr. Heino Beckmann, Honorary Consul of the Federal Republic of Germany in Minnesota.

Over 160 participants attended the one-day conference, which included a mix of industry suppliers and manufacturers, plant operators, public policy experts, associations, the financial and legal communities, as well as public and private research organizations. A separate evening networking reception hosted by the Minnesota Chapter of GACCoM drew in an audience of over 120 attendees, many of which were new to the field of BioEnergy and eager to learn more. Before, during, and after the conference GACCoM organized over 40 one-on-one meetings between US and German companies, with the potential for business partnerships.

BioEnergy Business 2007 was kicked off by Gene Hugoson, Commissioner of the Minnesota Department of Agriculture, who pointed out the long-standing relationship between Germany and Minnesota. Germans are Minnesota's single largest immigrant group. He went on to describe Minneso-



Networking and Company Information Booths



From left: **Gene Hugoson** Commissioner of the Minnesota Department of Agriculture; **Simone Pohl** President & CEO of GACCoM; **Dr. Heino Beckmann** Honorary German Consul; **Dirk Volkmann** Institute for Energy and Environment; **Mark Tomkins** Senior Consultant at GACCoM; **Mark McNeil** President of GACCoM Minnesota Chapter



From left: **Daniel DeBuhr** AMBICO; **Dirk Volkmann**; **Nico Lauer** AMBICO; **Mark Tomkins**; **Dr. Gerrit Ermel**, **Dr. Born & Dr. Ermel**; **Hans-Peter Schumacher** natcon7; **Sabine Haselbeck** C.A.R.M.E.N.; **Michael Zander** Energies Direct LLC; **Zeljko Barisic** AREVA; **Stephen Hoyt** and **Jürgen Baumgartinger**, both of Bruckner Inc.

ta's leadership as the first state to mandate both ethanol and biodiesel use. Minnesota also leads the U.S. with the highest per capita of renewable energy in the country, and has plans for future initiatives to ensure continued leadership in renewable energy utilization. Commissioner Hugoson outlined Governor Pawlenty's plan "for making Minnesota the Saudi Arabia of renewable energy."

Additional presentations focused on public policy initiatives in both countries which have driven the increased utilization of renewable energy. Two conference highlights were detailed presentations on Germany's initiatives and technologies which have led to the installation of over 4000 biogas systems (methane digesters), as well as the Iowa Department of Natural Resources' new Global Information System (GIS) mapping application, which displays biomass resources available for use in anaerobic digesters (biogas plants) throughout the state. The latter is an excellent tool for any company seeking fertile markets for bioenergy.

Exclusive footage of the upcoming documentary "Fields of Fuel" premiered at the Min-

nesota chapter's evening reception, including several scenes filmed in Germany. The producer and director, Josh Tickell, described his background growing up near oil refineries in Louisiana and his vision for a renewable energy future, including the high level of availability and enthusiasm for biodiesel in Germany.

The conference was sponsored by the German Ministry for Economics and Technology (BMWt) in coordination with the German Energy Agency (DENA). Additional support was provided by the Minnesota Department of Agriculture, the Minnesota Department of Employment and Economic Development, the Initiative for Renewable Energy and the Environment at the University of Minnesota, and Invest in Germany.

The reception hosted by the Minnesota Chapter was generously sponsored by Lindquist & Vennum PLLP, a leading law firm in Agribusiness and Energy, and Hannover Ltd., which finances renewable energy projects.

For further information please contact Mark Tomkins at tomkins@gaccomm.org, or visit our website at www.gaccomm.org.



"GACCoM organized a very informative event on the topic ethanol and biogas — it was well planned out, especially the meetings with potential partners from the US...

Top notch event!"

Hans-Peter Schumacher
natcon7, Head of Engineering

AREVA Renewable Energies Germany GmbH, focuses on the Biomass, Biogas and Ethanol Business, acting as a turn-key supplier to these segments. In addition, AREVA is able to arrange for carbon credits within the projects involved. AREVA offers system integration by purchasing the most suitable equipment for the project and bringing it all together into a single plant. Typical US partners, which AREVA is interested in meeting with for their biogas business include key component manufacturers (OEM) of fermentation digesters and gas engine manufacturers, civil engineering & construction companies, etc. They are also seeking technology providers for their ethanol business.

Mr. Zeljko Barisic Commercial Director, **AREVA Renewable Energies Germany GmbH**
Julius-Bamberger-Str. 8
28279 Bremen, Germany
www.aveva-td.com

Brückner Biotec offers comprehensive support in establishing a biogas facility, as well as turn-key solutions. These services include consulting services based on accurate

Contact Information for Participating Companies

research and testing, construction supported by engineering expertise and technical support, as well as maintenance of biogas facilities. Brückner is seeking financing partners, developers and contractors for the construction of new plants, as well as suppliers of components in the U.S. Additionally, U.S. sales agents would be of interest to work with their U.S. subsidiary.

Dr. Marcus Helm, CEO, **Brückner Biotec**, Königsbergerstraße 5-7, 83313 Siegsdorf, Germany
www.brueckner.de

Mr. Peter Hoffmann, President **Bruckner, Inc.** 10 Patewood Drive Patewood Plaza VI, Suite 450 Greenville, SC 29615
www.brucknerinc.com

Dr. Born–Dr. Ermel GmbH specializes in planning and construction consulting services for energy businesses and have substantial expertise in biogas facilities. Dr. Born–Dr. Ermel’s knowhow covers all features of biogas technology application, including concept development and planning, detail planning, construction, implementation and operation. They put strong emphasis on standardization, up- and down-scaling of different designs and broadening the range of applications. They are interested in meeting with constructors and operators of biogas plants.

Mr. Gerrit Ermel CEO Dr. Born–Dr. Ermel GmbH, Finienweg 7, 28832 Achim, www.born-ermel.de

Mr. Michael Zander, CEO, Energies Direct LLC, S 10810 Paulus Road, Spring Green, WI 53588, www.energies-direct.com

Natcon7 GmbH is committed to different fields of energy production, of which one source is biomass. They combine process, automation and information technologies to shape intelligent solutions that ease the operation of green power plants and increase operating profits. The company provides innovative systems for remote monitoring, particularly for control and evaluation of distributed power stations. Natcon7 is seeking discussions with operators and constructors of biogas and especially ethanol plants.

Mr. Dirk Adam Executive Partner **Natcon7 GmbH**, Borsteler Chaussee 85-99a, 22453 Hamburg Germany, www.natcon7.com

pbe energietechnik GmbH works closely with Dr. Born–Dr. Ermel, offering complementary services for the development of methanol and biogas plants. They provide custom turn-key plants, as well as additional services for process control at biogas facilities and turn-key combustion plants for biomass. In particular, they are interested in meeting with operators and constructors of biogas and biomass plants.

Mr. Adalbert Luehring pbe-Energietechnik GmbH Finienweg 7, 28832 Achim
www.pbe-energietechnik.de

Mr. Michael Zander, CEO, Energies Direct LLC, S 10810 Paulus Road, Spring Green, WI 53588, www.energies-direct.com

Schmack Biogas employs the best available Anaerobic Digestion

(“AD”) technology on the market to produce biogas from organic residuals. They can provide an organic handling system that clearly defines the cost to dispose of the organics while providing the best available energy options for the end user. Their primary function is designing and building entire organic residual management systems. They are mainly interested in meeting with companies seeking viable solutions to waste problems using Anaerobic Digestion. These companies can include plant operators, developers, and related companies in the industry.

Mr. Steve Smith, CFO, Schmack BioEnergy, 7624 Riverview Road, PO Box 31023, Cleveland, OH 44131, www.schmack-biogas.com

WELtec-BioPower GmbH is a joint venture between Erich Stallkamp ESTA GmbH and WEDA Damann & Westerkamp GmbH. They manufacture the main components for the construction of complete biogas units made of high-grade steel. Additionally, they offer support services ranging from efficiency audits and execution of licensing procedures, to the production of energy. Their U.S. subsidiary, American Biogas Company, represents WELtec in the U.S. WELtec is seeking cooperations with engineering companies and energy providers.

Mr. Carsten Weber, WELtec, Zum Langenberg 2, 49377 Vechta
www.weltec-biopower.de

Mr. Nico Lauer President **AMBICO** 2410 Parview Road, Middleton, WI 53562, www.americanbiogas.com

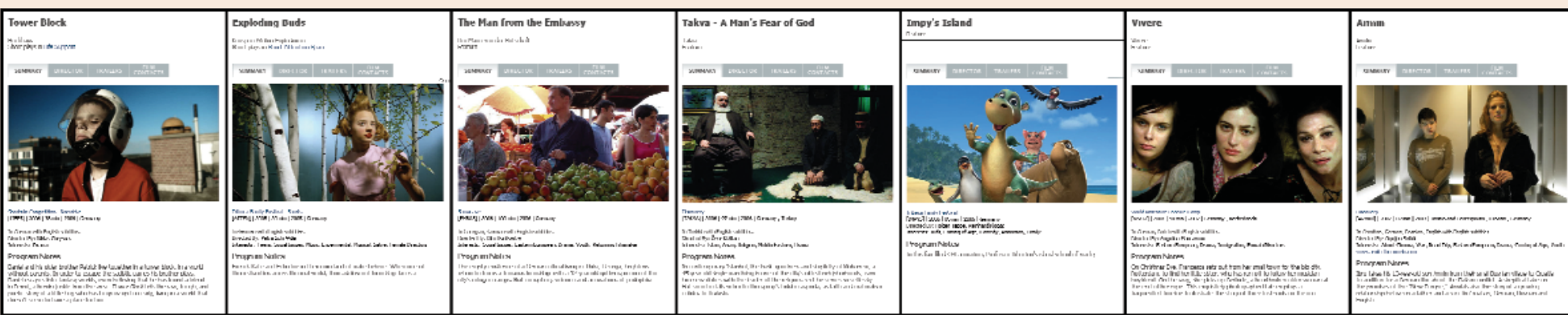
APR 25 – MAY 6

TRIBECA
FILM
FESTIVAL®AMERICAN EXPRESS
FOUNDING SPONSOR

It may have only started in 2002, but the Tribeca Film Festival – founded by Robert De Niro, Jane Rosenthal and Craig Hatkoff as a way to boost the post-September 11 Lower Manhattan economy and provide NYC with a competitive film event – has become a beloved, successful cinematic soiree in its own right, attracting more than half million visitors. Part-showcase, part-contest, Tribeca ran this year from April 25 to May 6 and featured close to 200 films from over 40 countries. Competitions were held in documentary, feature and short categories.

6th Tribeca Film Festival

Written by Jasmin Leutelt, GACC New York



This year's festival featured eight German films including co-productions. Films like *Armin*, *Fräulein* and *The Man from the Embassy* deal with relations between the "Old" and the "New Europe".

The film *Armin* is a skeptical take on the promises of the "New Europe" which seems to offer a better life for Eastern Europeans. *Fräulein* is a portrait of three women from former Yugoslavia – one Croat, one Serb and one Bosnian- searching for "home" in the cold, anonymous contemporary Zurich. And *The Man from the Embassy* reflects post-Soviet Georgia's uneasy relationship with the West.

In addition to the significant Eastern European influence that marks these three films, the other films also deal with serious facts of life, be it poverty, loneliness, love or disorientation in today's world.

German Film Industry

After years of decline, German film appears to have experienced a renaissance beginning in 2004. Good scripts, quality performances and a German public once

again interested in home-grown movies make the film industry worth celebrating. Recent film releases such as *Run Lola Run* directed by Tom Tykwer, *Good Bye Lenin!* by Wolfgang Becker, *Head-On* by Fatih Akin, *Downfall* by Oliver Hirschbiegel and Academy Award winner *The Lives of Others* directed by Florian Henckel von Donnersmarck have arguably managed to recapture the provocative and innovative nature of 1970s New German cinema. Modern German films also try to examine the German history of the 20th century in totalitarian systems in movies like *Downfall*, *Sophie Scholl – The Final Days* and *The Lives of Others* and are a way to deal with that sad chapter of German history.

About German Film (source: www.germanculture.com)

German, Austrian, and Swiss-German contributions to the film industry are unknown to many people. For instance, did you know that ...

- MGM, Universal Studios, and Twentieth-Century Fox were founded by German-speaking immigrants?

- Prior to World War II, German movie studios provided Hollywood with its strongest competition?

- Directors Wolfgang Petersen and Roland Emmerich began their film careers in Germany?

- German-language films have won the Oscar for Best Foreign Film three times?

The international movie industry would not be the same today without the influence of the great German directors F.W. Murnau, Fritz Lang, Wim Wenders and Rainer Werner Fassbinder as well as Austrian directors Billy Wilder and Otto Preminger. At the same time, German-speaking actors, directors, and composers continue to influence the films we see – the most obvious being perhaps the Austrian-born actor-turned-politician Arnold Schwarzenegger. Francka Potente who performed in *Run Lola Run* and *The Bourne Identity* as well as Diane Krüger who performed in *The Piano Player* and Wolfgang Petersen's epic *Troy* are some more recent up-and-coming film stars from Germany. ■



German American Business We understand

Sabine Brunner
CEO & President
Brunner & Partner Advertising Inc.

SWAROVSKI

REJUVENATION...
 THE SWAROVSKI DESIGNER COLLECTIONS BRING YOU THE BEST OF BOTH WORLDS.

C.G. BOERNER
 THEATRE, INTERIORS, ART, SPACE, DESIGN

- Donald Brooker
- Mal Buchan
- James Bunn
- Chris Cow
- Robert Crompton
- April Finch
- Simon Hines
- William Kettleby
- Simon Lyle
- Ben Scales
- James Sney
- Justina Stockholder
- Barbara Tatham
- Robert Tait

MoMA
smart

GERMAN AMERICAN CHAMBER OF COMMERCE INC.

Membership Directory 2007/2008

ATLANTA / CHICAGO / NEW YORK / PHOENIX / PORTLAND

InStyle

HER DAMM!
 Die Mega-Trends
 Rohre Jeans
 Tweed und Pailletten
 Scharle Röcke
 Dazu die besten Schuhe,
 Taschen, Ohrringe

Sexy mit Diatra
Bruce Willis
vin Diesel
David Beckham

Liv Tyler

Apple - Manhattan

GREIMEL
 IT-Systemhaus

Business-Paket

Small but fine

“Good fragrance is being sold in small bottles”, so an American saying goes, or expressed a bit more poetically – it is not the size which counts but its content and quality.

Brunner & Partner proves that small and mid-sized companies can compete on a national and international level with their larger rivals. The company began as a “one woman show” in 2001 and since grown to six employees and a network of consultants just six years later.

Brunner & Partner’s extraordinary growth also extends to its headquarters as it is no longer housed at the county jail of Haag, just east of Munich. Firm employees joke that, “We worked behind bars but our thoughts were free.” Thankfully customers did not fear the unusual choice of offices, quite to the contrary. Prestigious companies like Burda Publishing and the famous crystal jeweler, Swarovski trust Brunner & Partner as they did then.

So, what is the secret of such success? The company does not offer standardized solutions instead it offers clients individualized, finely-tuned deliverables that successfully promote the launch of new products and maximizing success. The firm’s

full-service offerings are truly impressive and consist of: consulting, concept creation, graphic design, corporate design, b2b marketing, trade marketing, internet launches and photography. The agency is able to offer the above services with partners like the American Chamber in Germany, to ensure the best service with the broadest spectrum of customer-centered solutions possible.

Brunner & Partner Advertising now has established itself in New York as an official partner of the German-American Chamber of Commerce. With such partnerships the firm enables mid-size companies to profit from a large network of resources for an easier entry into the United States markets of art, fashion, nutrition, industrial goods, automatization, and publishing. Based on its experience on both continents Brunner & Partner is an excellent choice for effective, individualized marketing services for both German and American companies. Deutsche Bank New York, American

Council on Africa New York, Marica Weber Landscaping, and atlanta all trust the skills of Brunner & Partner.

This company is not just an international success it also focuses on local projects as well. Since 2005, the firm has produced an adventure-shopping magazine for the region of Haag and its surrounding. The production of which has already become an integral part of the local network of small and mid-size businesses.

Brunner & Partner is an ideal partner for marketing, from public introduction, company logo, letterhead and professional website design. For communication strategies know-how call Brunner & Partner. You will be a believer too! ■



Brunner & Partner Advertising Inc.
 351 West 57th Street, #2A
 New York, NY 10019
 Phone +1.646.704 1844
 Fax +1.212.247 1721
www.bp-advertising.com

German American Company News

ThyssenKrupp to pour US\$3.7 billion into new US plant *(AP)*

German steel manufacturing giant ThyssenKrupp AG chose Alabama over Louisiana for a US\$3.7 billion steel plant, described by steel industry experts as the first large-scale project of its kind in the US in decades. Set to open in 2010, the plant will employ as many as 2,700 workers when fully running, company officials said in selecting Alabama. Until a few years ago, industry experts were saying that a plant of this kind might never again be built in the US. "It doesn't get a lot better than this," Alabama Governor Bob Riley said at a Montgomery news conference. He described the project as "the largest economic development project in the history of this state" as well as for ThyssenKrupp.

A new broom *(The Economist)*

Klaus Kleinfeld told the supervisory board of Siemens that he would step down from the post of chief executive in October. The German engineering group is reeling from allegations that it paid bribes to secure contracts. An investigation is also under way into whether the management at Siemens financed a rival to its main trade union. Heinrich von Pierer, the board's chairman, resigned already.

Americans say Germany is important US partner, but positives lag *(dpa)*

Americans rate Germany as the fourth most important international partner of the United States, after Britain, Canada and Japan, according to a study.

The study, financed by the German government, sought to measure how US attitudes have changed since relations reached a low point over the US-led invasion of Iraq in 2003.

The results, released by the German embassy in Washington, showed a continuing low level of perception that US-German relations are "excellent" - from 20 percent in September 2001 to 4 percent during 2003 as the US started pushing for the invasion to a current 5 percent in February this year.

Deutsche Börse to buy NY-based ISE *(Ft.com)*

Deutsche Börse announced plans to buy the International Securities Exchange for \$2.8bn in cash, extending the group's US foothold with the addition of an options platform and a fledgling equities business. The agreement with the German group's Eurex derivatives arm was expected to trigger another potential bidding war in the US derivatives sector, despite a price viewed as rich by analysts, with the recently-formed NYSE Euronext seen as a possible suitor.

PPR buys Puma *(The Economist)*

PPR, a luxury-goods group that includes Gucci in its portfolio, agreed to buy Puma, a German sports-equipment and fashion company, for 5.3 billion Euro (\$7.1 billion). Puma's share price rose amid speculation that Nike might step in with an offer.

Chrysler to Build Two Plants in Michigan *(New York Times)*

The Chrysler Group said that it would spend \$1.43 billion to build two plants in southern Michigan that would make parts for Chrysler and Mercedes vehicles, even though the American and German companies are divorcing.

Utimaco Continues on Its Path of Growth in the Americas region *(Finanznachrichten.de)*

According to current calculations, Utimaco has achieved revenues of 37.4 million Euro in the first nine months (July 2006 to March 2007) of fiscal year 2006/2007. In the first nine months of the fiscal year, revenues continued to show strong growth in the Americas region, increasing by around 98% to 8.8 million Euro (previous year: 4.5 million Euro).

Utimaco is a world leading producer of professional solutions that secure data within companies and government agencies.

HapagLloyd Full Page Ad

Atlanta

German American Chamber of Commerce
of the Southern United States, Inc.
530 Means Street, Suite 120
Atlanta, GA 30318
Telephone: 404-586-6800
Fax: 404-586-6820
info@gaccsouth.com
www.gaccsouth.com

Chicago

German American Chamber of Commerce
of the Midwest, Inc.
401 N. Michigan Avenue, #3330
Chicago, IL 60611-4212
Telephone: 312-644-2662
Fax: 312-644-0738
info@gaccomm.org
www.gaccomm.org

New York

German American Chamber of Commerce, Inc.
75 Broad Street, 21st Floor
New York, NY 10004
Telephone: 212-974-8830
Fax: 212-974-8867
info@gaccny.com
www.gaccny.com

Philadelphia

German American Chamber of Commerce, Inc.
Four Penn Center, Suite 200
1600 John F. Kennedy Blvd
Philadelphia, PA 19103-2808
Telephone: 215-665-1585
Fax: 215-665-0375
info@gaccphiladelphia.com
www.gaccphiladelphia.com

San Francisco

German American Chamber of Commerce
California Branch United States, Inc.
201 California Street, Suite 450
San Francisco, CA 94111
Telephone: 415-248-1240
Fax: 415-627-9169
info-ca@gaccny.com
www.gaccsanfrancisco.com

Washington

Representative of German Industry and Trade
1627 I Street, N.W., Suite 550
Washington DC 20006
Telephone: 202-659-4777
Fax: 202-659-4779
info@rgit-usa.com
www.rgit-usa.com

VOLUME 18

NUMBER 5

GERMAN AMERICAN
 **TRADE**

**The National Magazine of the
German American Chambers of Commerce**

GERMAN AMERICAN TRADE is published monthly except January & July.
Reproduction in whole or in part of any article is prohibited without permission.
Unsolicited manuscripts cannot be returned unless accompanied by a properly
addressed envelope bearing sufficient postage. Editor reserves the right to edit
letters to be reprinted. Editor and publisher cannot accept any liability
for the accuracy or completeness of any material published. Contributed articles
do not necessarily reflect the Chamber's position. If you have any comments
regarding articles in this magazine, please call 212-956-1770.

One Year Subscription: U.S.\$50.00 (Euro 51,-)
Single copy: U.S.\$5.00

Photos: German American Trade Archive

U.S. Postmaster send address change to: German American Chamber
of Commerce Inc.; 75 Broad Street, 21 Fl., New York, NY 10004.
Second class postage: Registration, U.S.P.S. No. 004995; U.S.;

Office of publication: New York

Publication date of this issue: June 2007

© Copyright 2007 German American Trade

Publisher

German American Chamber of Commerce, Inc.
75 Broad Street, 21 Fl., New York, NY 10004
Telephone: 212-974-8830, Fax: 212-974-8867

Editorial Office

Editor: Nicola Michels
GACC Photographer: Thomas Dzimian
Advertising Coordination: Nicola Michels
Telephone: 212-956-1770, Fax : 212-974-8867
nmichels@gaccny.com

Production

Thinkersdesign

328 Commerce Street
Hawthorne, NY 10532
Telephone: 914-741-0445
ideas@thinkersdesign.com



Horvath & Partners

1/2 Page Ad

ADVERTISEMENT

Emo Trans

1/2 Page Ad

Lufthansa Full Page Ad