



Business die Nachrichten

Issue: March 2014

Published online three times a year: March, June and November

*This newsletter expresses shared news, knowledge and thoughts of our German-American community.
GABC does not hold responsibility for the ideas, views and/or opinions expressed by contributors.*

The German-American Business Council of Boston Newsletter



GABC Board Member **Tom Kennedy**, Retired Consul General **Friedrich Löh**r, and GABC Treasurer **James DeLuca** at the GABC Christmas Dinner...See feature on page 3

In This Issue

- 2 Letter from the President
- 3 Upcoming & Recent Events
- 4 Local News: Menck Windows
- 4 New Boston Bars serving German Beer/Food.
- 5 More Local News Items
- 5 Sponsor Spotlight-Osram Sylvania
- 6 Board/Member Profiles
- 7 Collecting Judgements
- 7 Business Presentations
- 8 New Members & Sponsors
- 8 Schwarzes Brett

More News & Updates inside

GABC

*Dedicated to encouraging
and cultivating
German-American
Business and Trade*

The **German-American Business Council of Boston, Inc.** (GABC), is a non-profit, membership-based organization of companies and professionals. Through its monthly receptions, networking evenings, and presentations, GABC offers members an opportunity to talk person-to-person, and to share ideas, concerns, and opportunities with other professionals in the German-American community. Our members represent all facets of international business, including research, manufacturing, logistics, finance, government, retail, law, cross-cultural consulting, education and entrepreneurial endeavors. GABC is a member of the **Global Business Alliance of New England**. Interested professional may join via our Web site: www.gabc-boston.org



GABC EXECUTIVE DIRECTOR

Marian LeMay
E-mail: info@gabc-Boston.org

GABC EXECUTIVE BOARD

President
Erik Dilger
Deloitte Financial Advisory Services LLP

Vice President
Christoph Wassong
Royal Sonesta Hotel Boston

Treasurer
James DeLuca
Rogers Suleski & Associates LLC

Secretary of the Board
Michael Hauelsen
Siemens Industry, Inc.

Immediate Past President
Marius Carstensen
Lufthansa German Airlines

Member at Large
Charlie Cameron
Cooley, LLP

Member at Large
Douglas Hauer
Mintz Levin, Cohn, Ferris,
Glovsky & Popeo, P.C.

Member at Large
Thomas D. Kennedy
J. R. Bechtle & Company

Member at Large
Mathias Kruse
Deputy Consul General of Germany

Member at Large
Bodo Liesenfeld
Liesenfeld International
Hamburg **ambassador**
Honorary Representative of the
Free and Hanseatic City of Hamburg

Member at Large
Heri Sontgerath
Plansee USA, LLC

Honorary Member
Rolf Schuette
Consul General of Germany



Letter from GABC President: **Erik Dilger**

Dear GABC Members and Friends,

If you're like me and ready for the snow to stop, temperatures to warm, and salt to disappear from your shoes... there's good news on the way (Spring!), that will warm you and get you through these final days of Winter. Speaking of news, see our redesigned GABC Newsletter! I hope you like the new look and would love to hear what you think. Too long? Just right? Needs something else? Please let me know. A special thanks to **Marian LeMay**, and **Michael Hauelsen**, **Manuel Rose**, and **Marlene Andrews-Gilboy** for their efforts to improve how we connect to our members.

Some notes on *Events & Membership*: The cold hasn't kept you away from attending GABC events; in fact we've seen a surge in attendance with 1,235 attendees in 2013. That's up from 1,130 in 2012, and 676 in 2011. For math geeks, that's an impressive 83% increase in attendance at our events in just two years!

Membership is growing steadily, too, and has not declined in several years. That said, we are cautious about maintaining the positive qualities of a smaller organization, while embracing the advantages of a growing one. Our growth has not been the result of aggressive marketing, but the result of focusing on core improvements to the existing infrastructure of the organization—improving our customer service, our Web site, and the quality and quantity of events. We've also made considerable investments in upgrading our technology and in finding ways to add value to our members and the organization beyond events.

Since our last issue, we welcomed two new board members to the GABC: **Heri Sontgerath** and **Charlie Cameron**. Both are profiled on Page 6 in this newsletter. Would you like to be among the "profiled?" If you've been a member for one year and have attended at least two events, then you meet the requirements. Let us know.

Did you know...

In talking with a few members recently, it became clear that they weren't aware of some of the best Member Benefits the GABC has to offer, so I thought I'd highlight a few for you...

- All members enjoy full access to our membership database, with the right to contact other members directly, or through board member introductions,
- All upcoming events and summaries of past events can always be found on our Web site, and
- All members regularly receive special notices such as job openings, and notification of discount tickets to German events.

I thought it was important to also note that we receive regular requests from both members and the general public for referrals in a huge array of industries—we never know what's coming down the pike. We respond to these referrals by combing the GABC membership list for individuals who fit that description, and then provide the list of matches to the person making the inquiry—we don't play favorites. We'll be working over the next few months on other ways for our members to highlight their services and expertise. Please be on the lookout!

Thanks for listening and helping the GABC (your organization) continue to make a difference in the German-American community here in New England!

Warmest Regards, *Erik*



Recapping Our Recent GABC Events

Events: Upcoming Events

March 13, 2014

New England and Beyond: Annual BioTech Panorama Looking Ahead 2014

6:00 - 8:30 P.M.

Genzyme Center, 500 Kendall Street, Cambridge, MA. Featuring presentations by: **Don Seiffert** (BioFlash Editor, Boston Business Journal), **Michael Gordon** (CEO, The Center for Competitive Success), **Jill P. Hillier** (VP, Regulatory Affairs, Genzyme Corporation) and others! To learn more, or sign up, go to

www.gabc-boston.org

March 19, 2014

LEGO® SERIOUS PLAY® Methodology Workshop

Based on the success of GABC's 2012 workshop, this radical, experiential process, popular in Europe, is back by popular demand. LPS is a unique thinking, communication and problem solving technique which helps project teams increase efficiencies and finish projects faster—with less friction and more fun. Typical workshops last 1-2 days but this session offered by certified instructors **Dieter Reuter** and **Donna Denio**, is an introduction lasting just 2 hours to get the basics and gain a solid understanding of LSP's potential for your own organization. We'll focus on solving a real-life business problem related to multi-cultural teams.

To learn more, or sign up, go to

www.gabc-boston.org

May 8, 2014

Save the Date! EU FOOD FESTIVAL 2014 FRENCH CULTURAL CENTER

Join us in the beautiful Back Bay mansion of the **French Cultural Center** for food, wine & beers from Germany, France, Great Britain, Switzerland, Holland and Belgium. Enjoy lively networking and social conversations with international colleagues. This event has sold out every year so register early at :

www.gabc-boston.org



GBANE photograph, courtesy of: David Fox Photography

20th International Business Forum & Networking Evening

(February 6, 2014)—Thanks to all our members and friends who came to this year's **GBANE 2014: 20th International Business Forum and Networking Evening!** Despite the sudden postponement of the event by one day, due to a snow storm, more than 200 professionals involved in German and international business showed up with just 24-hrs notice. Presentations on the **U.S. Economic Outlook** and **Doing Business Internationally** were followed by a lengthy **Networking Reception**. Guests mingled among the exhibit tables, and shared information with other international organizations and local government agencies seeking resources to assist their own business. GABC is an active contributor and member of the **Global Business Alliance of New England (GBANE)**, which puts on this annual event.



Gala photographs, courtesy of: David Fox Photography

GABC's 'Weihnacht's Gala' at the UMASS Club

(December 16, 2013) — This exclusive holiday event included a full sit-down dinner, open bar, live music, silent auction and live auction. Held in the beautiful, candlelit UMass Club overlooking Boston's iconic Custom House Tower and waterfront, this fund-raiser was made possible by Event Sponsor **Lufthansa**, with generous support by **Konditor Meister** and the **German Consulate General Boston**. Pictured left to right, standing: Konditor Meister **Günther Möisinger**, **Christoph Wassong**, **Erik Dilger**, **Ernst-Richard Matthiensen**, **Pecco Beaufays**. Seated: **Silvia Hug-Möisinger**, Consul **Rolf Schuette**, and **Christa Bleyleben**.



New bars serving German food and beer in Boston...



BRONWYN is a restaurant and bar located in Union Square, Somerville, featuring the cuisine of Germany and greater Central and Eastern Europe. **Tim Wiechmann** is the Chef and owner of BRONWYN. Hand-crafted sausages and regional specialties such as Riesling sauerkraut and giant bretzels frame the dinner menu. An extensive list of beer and regional wein has been curated to enhance Wiechmann's cuisine. The interior of BRONWYN embodies the rusticity of a European tavern and is adorned with the handcrafted treasures of the Wiechmann's travels. BRONWYN is open for dinner seven nights a week. The adjacent biergarten overlooks lively Union Square during the warm months. 225 Washington Street, Somerville, MA 02143. Tel: 617-776-9900 [www. http://bronwynrestaurant.com/](http://bronwynrestaurant.com/)



The first ever **PAULANER BAR** in the U.S. is located at North Station directly below TD Garden on the commuter train platform. Thirsty sports and event goers can now enjoy Paulaner beers in an authentic and unique atmosphere. The new digs were custom built in Germany and then shipped over in order to provide patrons an authentic, modern German experience. The bar features five styles of authentic Paulaner draught beers, as well as three from Munich's Hacker-Pschorr Brewery. The menu complements the brews, and offers freshly made soups, salads, sandwiches, pretzels and chips. Hours: <http://www.tdgarden.com/the-garden/lounges-and-bars/> (extended hours during game days)

Local News:

Menck Windows comes to Chicopee, MA:

Transferring German technology for high-end windows to the U.S. and making it a 100% American product!

—by creating jobs and using U.S. materials.

Menck USA Menck USA was formed through a partnership between **Liesenfeld International** and **Menck Fenster GmbH**, a 130-year-old Hamburg Germany custom window and door manufacturer. MassDevelopment has issued a \$5 million tax-exempt bond on behalf of Menck USA Inc., which does business as Menck Windows. The company is using bond proceeds to buy manufacturing equipment and renovate roughly half a 150,000-square-foot Chicopee building that was vacant for several years. Menck USA expects to create 50 jobs over the next five years as a result of the project.

"We're pleased to help finance Menck USA's first U.S. manufacturing facility in Chicopee," said MassDevelopment President and CEO Marty Jones. "I traveled to Hamburg – Menck-Fenster's home base – last summer on a NEWIRE (New England Women in Real Estate) Learning Exchange. We saw many links between the German and Massachusetts economies. Menck's desire to expand by locating in New England is one of the opportunities we identified during the trip. This partnership between Menck and Liesenfeld International, two German companies investing in a Gateway City, represents a concrete vote of confidence in the Commonwealth and in the quality of the workforce in the Pioneer Valley."

Menck had previously supplied its high-quality, energy-efficient custom windows, doors, window walls, and façade elements to the United States through a distributor. Now, the company will manufacture its products in Chicopee and sell directly to the North American commercial and residential building markets.

*"There is a growing appreciation in the U.S. for the finely crafted, high-performance German windows and doors," says GABC member **Todd Bachelder**, CEO of Menck Windows. "We plan on establishing a state-of-the art manufacturing facility in Chicopee to produce these products here in this country and thank State and City officials for helping to make this possible."*

<http://www.menckwindows.com/>



Menck Windows Senior Management team

(framed from L to R):

Alan Wall, Director of Sales and Marketing,

Nate Campbell, Director of Project Management,

John Benjamin, Director of Manufacturing,

Michael Pusch, Director of Technology Transfer and R&D,

and **Todd F. Bachelder**, CEO.

Sponsor Spotlight: About OSRAM SYLVANIA:

OSRAM with its global headquarters in Munich, Germany is one of the two leading light manufacturers in the world. The company's portfolio covers the entire value chain of components, ranging from lamps, control units and optical semiconductors such as light-emitting diodes (LED) to luminaires, light management systems and lighting solutions. OSRAM employs over 35,000 people worldwide and generated revenue of 5.3 billion euros in the fiscal year 2013 (ending September 30th). The company's business activities have been focusing on light—and hence the quality of life—for over 100 years. The company was listed on 8 July 2013 at the Frankfurt am Main and Munich stock exchanges under WKN: LED 400 (stock exchange symbol: OSR). Additional information can be found in the Internet at www.osram.com



OSRAM Americas is a leader in lighting solutions and services, specializing in innovative design and energy saving technology. The company sells products for homes, businesses and vehicles under the brand names OSRAM, Traxon, Encelium and SYLVANIA. The OSRAM portfolio covers the entire lighting value chain from chip to solution. With revenue of 2.3 billion US dollars, OSRAM Americas employs approximately 6,500 people with 15 manufacturing facilities and 10 R&D facilities in the region, and is headquartered in Danvers, Massachusetts.

For more information, visit www.sylvania.com or follow us on Facebook and Twitter.

Please contact michael.erb@sylvania.com for details.

More Local News:



GABC congratulates Deutsches Altenheim, German Centre for Extended Care on 100 years of caregiving, and presents check of \$1,000.

The GABC *Weihnachts Gala* raised \$10,265 net profit. \$1,000 of that amount was donated to Deutsches Altenheim, German Centre for Extended Care (the German Centre), located in West Roxbury, MA. The German Centre includes Edelweiss Village and Senior Place, and provides Greater Boston seniors with exceptional nursing care and senior living options. In a warm, inviting atmosphere they offer both short term rehab and long term care, including Alzheimer's and memory care, to their residents and their families. GABC is proud to have the German Centre as a Corporate Member, and to congratulate them as they celebrate their 100th Anniversary this year!

For information on the German Centre, please go to www.germancentre.org



President Lammert, seated in the royal governor's chair, and **Consul Schuette**, in the recently restored Royal Council Chamber of the Old State House, in Boston.

Prof. Norbert Lammert, President of the German Bundestag since 2005, made a special visit to Boston over Valentine's Day weekend. A speaker at the **German Conference at Harvard**, he also found time to visit Boston's Old State House. Joined by his host, **German Consul General Rolf Schuette**, he was given a private tour by **Brian LeMay**, Director of the Bostonian Society, the institution that manages this historic landmark. "From this spot," remarked LeMay, "fundamental ideas were generated about representative government and individual liberty that ultimately formed the philosophical foundations for democratic politics around the world."



GABC

Board Member *Profile:*

Heri Sontgerath

Chief Financial Officer
Plansee USA, LLC



What's your connection with German-American business?

Heri: I'm a native of Germany and have studied in Germany and the U.S. And have worked for industrial companies (subsidiaries of German-speaking companies) in Connecticut, Chicago, San Diego and Massachusetts. Bridging these two cultures is easy. I have always had close connections to the executive managements of my employers, which also required frequent interaction with other people at the parent companies. It is important to stay in tune with international big picture topics in politics, economics, labor laws, trade and taxation, and also with the current thinking of the people.

What do you like about the GABC?

Heri: I joined the GABC in 2010 for a number of reasons. My job as CFO at **Plansee USA** brings with it a lot of internal, behind-the-scenes activity. To balance this, I was looking for an opportunity to establish relations outside of my current industry, and with other professionals away from customer or vendor limitations. I joined the GABC as a private member.

I really like the diversity of the GABC members, both from a personal perspective and from the range of industries/

organizations the members represent. The mix of formal and informal networking opportunities combined with the occasional informational event was exactly what I was looking for.

What are you looking forward to seeing the GABC do in the future?

Heri: First, let me say that I feel the organization is open to feedback and happy about suggestions. Now that I'm part of the GABC board I can have an even more active role in what we do. I hope we continue providing events which are relevant for our members. To me, that means offering an interesting range of events so that every member attends at least a few events every year. Also, I think we could benefit from attracting more junior professionals.

What keeps you busy when you're not working?

Heri: Well, my new commitment to working on the GABC board will take up some of my free time. In addition, I'm active at the Boylston Schul-Verein (German-American Club) in Walpole. I also enjoy spending time with my family and friends. To balance the office work, I stay in shape by running several times a week and I look forward to getting back on the water to row.

GABC

Board Member *Profile:*

Charlie Cameron

Senior Vice President
of Business Development
Cooley LLP.



What's your connection with German-American business?

Charlie: My recent connections (past 6 years) were with the **Berlin-Brandenburg Business Angels (BBBA)** group. In 2001, I founded the **Hub Angel Investment Group** in Boston. Through my collaboration with BBBA I have come to know many successful business people in Germany.

In addition, through **Cooley, LLP**, as an internal investment banker I help clients find capital by developing a network of business and investment contacts in Germany. The spectrum includes BASF, Boehringer-Ingelheim, Bosch, Fraunhofer, family-owned business and service providers. I'm on the board of advisors for the Charite Entrepreneurship Summit that takes place each spring in Berlin. I travel to Germany 2-3 times per year.

What keeps you busy when you're not working?

Charlie: As for us all, time is very precious and I have little down time. I see 30 new companies per month through the Hub

Angel Investment Group. I am a contributing writer for innovation publications and enjoy working to develop cross-border venture investment vehicles. Recently, I started studying German at the Goethe Institut, Boston ... *mit viel Hausaufgaben!* Love to travel! Have worked in over 40 countries, lived in Switzerland for 4 years, Indonesia for 9 months, spent significant time in Russia and worked throughout Africa and parts of southeast Asia.

What are you looking forward to seeing the GABC do in the future?

Charlie: My goal is to be a tool for GABC. I want to help build membership, make us increasingly relevant to members and their business interests, create opportunities to build cross-border investment vehicles with Germany and tap into German innovation.

Tell us something about yourself that we wouldn't know by looking at your CV.

Charlie: It's a long story, but I was invited to visit the Dalai Lama in Dharamsala. *Ask me about it sometime!*



Voices from the Community:

Collecting on European Judgments in the U.S.:

Auf Deutsch

www.michaelthadallen.com/zur-bewertung-auslandischer-gerichtsurteile-in-den-usa/

What happens in the event that you have prevailed against an American defendant in Europe and wish to collect, but the defendant has no assets in Germany or any other EU country, or—worse—the Defendant tries to evade collection by withdrawing to the United States.

Collection procedures on foreign judgments are roughly the same in the United State as in most European countries, and there are actually fewer hurdles to collect on a German judgment in the United States than vice versa.

The plaintiff must file a civil action in the relevant jurisdiction in which the defendant either resides, conducts substantial business, or has assets which the plaintiff may seize to recover the judgment. The complaint must attach the foreign judgment, state that the defendant has not paid, and ask the court to recognize the judgment.

This may be considered a kind of “immigration and naturalization” procedure for the rulings of foreign courts, and it is routine and well established throughout the various U.S. court systems.

This is due to the principle of divided sovereignty among the states and between the states and the U.S. federal government. Because of divided sovereignty, there is little procedural difference between a Massachusetts state court’s treatment of a judgment from New York or Texas and its treatment of a German or Austrian judgment. Article IV, § 1 of the United States Constitution expressly addresses this aspect of the American justice system by ensuring that “Full Faith and Credit shall be given in each State to ... judicial Proceedings of every other State.”

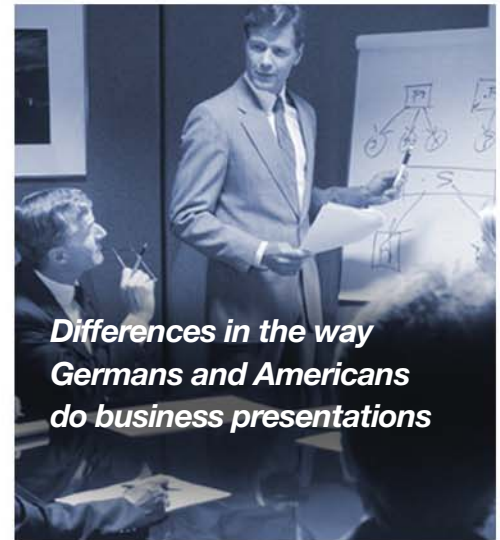
The most relevant hurdle may simply be getting a sound, certified translation of the pertinent legal documents.

Typically, a U.S. state court will not assess the merits of a foreign judgment. It will, at most, scrutinize the validity of procedure or jurisdiction under which the foreign court rendered judgment.

It falls to the judgment debtor, however, to raise these issues in his own defense and bear the burden of proof. In Massachusetts the relevant defenses are set forth in G.L. c. 235, § 23A, and most other states have similar statutes based upon the American Bar Association’s Uniform Foreign Money—Judgments Recognition Act (promulgated 1962).

Any experienced American lawyer should know how to handle a civil action to collect a foreign judgment. Even if they have never handled a European judgment, they will be familiar with the procedures for collecting on “foreign judgments” from out of their home state. Litigants should not overpay for these services.

—From the blog of GABC member **Michael Thad Allen** www.michaelthadallen.com
Mr. Allen is an Associate at Todd & Weld, LLP.



Differences in the way Germans and Americans do business presentations

Excerpt from www.cultureinfluences.com/ by **John Otto Magee**, author of *Verstehen sich Deutsche und Amerikaner? Von den kommunikativen Hürden im transatlantischen Business*. (Do Germans and Americans understand each other? On Communications Hurdles in Transatlantic Business), Cornelsen Verlag Berlin, 2009.

Bringschuld. When persuading, Germans feel obligated to present the Gesamtbild, the full picture, all of the facts, the pretty as well as the less pretty, what works, what does not. This is a Bringschuld, literally bring or deliver obligation. The German presenter does not wait until critical questions from the audience pull out or expose the weaknesses of an argument. In Germany it is a sign of competence, professionalism, honesty and integrity to reveal openly the weaknesses of what is being presented.

An attempt to conceal the weaknesses of an argument, offering, concept or solution leaves a German listener with only two possible explanations. The presenter either is not aware of the weaknesses, and is therefore not fully competent, or the presenter is indeed aware but trying to conceal the weaknesses, and therefore dishonest.

Either way the presenter will not persuade the German listener. And worse, the presenter’s credibility has been damaged severely.



Dedicated to encouraging and cultivating German-American business and trade.

New Members:

Alexander Adam

Associate
Hamilton, Brook, Smith & Reynolds, P.C.

Todd Bachelder

CEO
Menck Windows

John Carberry

Vice-President
Oppenheimer Multifamily
Housing & Healthcare Finance
Board Member,
Deutsches Altenheim

David John Finlay

Director, DX Factory
Siemens Healthcare Diagnostics, Inc.

Susan Glovsky, Esq.

Principal
Hamilton, Brook, Smith & Reynolds, P.C.

Martin Heidecker, Ph.D.

Boehringer Ingelheim Venture Fund

Tina Franziska Jost

Real Estate Agent
Hammond International

Holger Kunst

COO & CTO
Truebridge, Inc.

David Macaulay

EVP, Managing Director, FCS
Scheidt & Bachmann, USA Inc.

Michelle Macaux

Director,
Strategy & Business Development
Fraunhofer Center
for Sustainable Energy Systems

Jane Ollerhead

Principal
Westwood Consulting Group, LLC

Martin Plass

Principal
Zero+ Energy

Cordula Schmid, Ph.D

Fraunhofer Center
for Sustainable Energy Systems

Jochen Schnack, Ph.D

Head of School
German International School Boston

Martin Stein

President
Martin Stein Associates

Justus Stoehr

Recruitment Consultant
Progressive Global Energy

Stefan G. Tullius, Ph.D

Chief, Division of Transplant Surgery,
Brigham and Women's Hospital
and President & Chair, Board of Directors,
German International School Boston

Alan Wall

Director of Sales & Marketing
Menck Windows

Schwarzes Brett /bulletin board:

Internships:

GABC frequently receives requests from earnest, hardworking students and young professionals seeking internships in Boston. While it is not GABC's mission to play internship match-maker, we try to provide hope wherever possible, and therefore keep a list of the companies within our membership that accept interns. If you would like to add your company to the list (or update an existing entry), please provide a short description of the work, the internship hours, dates, whether it's paid or not, the contact person, visa requirements, application instructions, and any other relevant info.

Housing for German visitors

GABC receives requests from German students, generally ages 16-30, seeking housing in Boston while they pursue short term internships or studies. If you have interest in housing such a student, please provide a short description of the housing situation, location, contact info, the length of time you are willing to have a visitor, whether there is a rental fee, or any other relevant info.

E-mail: info@gabc-boston.org

GABC 2014 CORPORATE SPONSORS:

