



**GERMAN-AMERICAN
BUSINESS COUNCIL
OF BOSTON, INC.**

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



June 2011 Newsletter

Dear GABC Members and Friends,

We are closing in on our annual summer break, and I hope that you have enjoyed the varied offering of programs and events over the last months. Judging by the level of attendance, I would say that we have had a very good start to the year (the European Food Festival reached a new high!). And even though the summer break is just around the corner, your Board of Directors and Marian are busily working on an equally varied program for the fall and winter season. I hate to sound like a broken record, but please let us know what programs you would like to see - we are after all interested in providing our members with compelling programs and events, and we want to hear from you.

You may have noticed that our web site looks a little different. That's because we felt that our Internet presence needed a makeover, and over the last months we worked with a professional designer on creating an updated look and feel. Marian worked tirelessly with Astrid Jacob from Flamingo Design on getting a refreshed look and feel, making the site easier to navigate, and adding some features such as links to our Facebook and LinkedIn areas, and a Google search function. The search function makes it easier to search our site using common phrases or words (go ahead, give it a try). If you have not yet "signed" up as a member for access to the "members only" section of the site, please contact Marian.

I am also happy to report that our membership continues to grow. Since the beginning of the year we have welcomed 25 new members, as well as 4 new corporate members, and one new sponsor (EMD Millipore). This is a tremendous achievement, thanks to the efforts of the Board and our Executive Director. And of course we should also attribute this increase in membership to the increased activities in promoting the GABC in various channels (website, social media, and of course collaborative events), and maybe most importantly, due to the positive word-of-mouth from you, the members of the GABC.

If I do not see you before the summer break, I would like to take this opportunity to wish you a nice and relaxing summer. And I look forward to seeing you at upcoming events.

Sincerely,



Marius Carstensen
President, GABC of Boston

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Meet Our New Members

Mr. Klaus Bischoff
Head of Lab Solutions
Business
EMD Millipore

Mr. Ralf Annasentz
Head of Order Management
EMD Millipore

Mr. Thore Lapp
Strategic Business Dev
Mgmt
TUV SÜD America, Inc.

Mrs. Julia Hornstein
Event & Fundraising
Coordinator
German Int'l School Boston

Mr. Udo Plocher
Vice President
Henke Sass Wolf of America

Mrs. Raquel Micheletti-Ment
Student

Mr. Jochen Steinbrecher
Vice President
State Street Bank

Dr. Johannes Fruehauf
iThera Laboratories



Executive Director Profile - Marian LeMay

Marian LeMay
Executive Director
German-American Business Council of Boston, Inc.

What's your connection with German-American business?

As Executive Director of the GABC, I represent the members of Greater Boston's German-American business community, and keep GABC organized. I see my role as connecting our members, remembering their individual jobs, and supporting them in whatever way I can. Sometimes this means making virtual introductions on their behalf, suggesting a potential business partner, setting up meetings with visiting delegates, helping them promote an event, helping their spouses to get settled in Boston, spreading the word about a hiring situation, or just telling them where to find good German sausage! You never know what a member needs. Then of course, I assist the GABC Board of Directors with setting up monthly events for our members to attend, and keeping the administrative side of the organization running smoothly. These events are both social and business oriented, and their purpose is to get our members to meet face-to-face. My goal is to connect the German-American business community one handshake at a time.

What keeps you busy when you're not working?

My two sons and husband eat a lot. I seem to spend a lot of time cooking, and gardening (heavy landscaping, please; I have no patience with needy plants). I also spend a lot of time keeping track of family finances, kid activities (karate lessons, Spanish lessons, etc) and being "wife of" at my husband's events. I also volunteer in the elementary school, belong to an outdoor hiking club, go to concerts, plays & museums, and entertain an inordinate amount of houseguests from Maryland, Minnesota, Germany and Australia.

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

I would like to grow our Board of Directors, include more members in committees, and continue to partner with other European organizations in Boston. I'm really happy about the newly designed website--kudos to Astrid Jacob at Flamingo Design for that, and am looking forward to redesigning our quarterly newsletter as well.

What do you like about the GABC?

I like being surrounded by international professionals at the top of their games. You can learn so much! Conversations are always interesting, and the global nature of our membership means that discussions often reflect a wide world view and acceptance of other cultures. Being brought up in two cultures creates a strange yearning that is hard to describe--the members of GABC get that.

- Ms. Annette Herz
Interfreight Corporation
 - Ms. Camille Roberts
Director
Marketing Brainloop Inc.
 - Mr. Mike Steyer
Contract Consultant
 - Mr. Marc Rattunde
Sales Manager
Interfreight Corporation
 - Dr. Jonathan Margalit
Product Sales Manager
Saint Gobain
 - Ms. Brigitte Steines
Principal
Steines Architecture
 - Mr. Thomas Gratzner
Attorney
Gratzner Law Office
 - Mr. Bill Clifford
President & CEO
WorldBoston
 - Ms. Meredith Hiller
Corporate & Energy Reg
Assoc
Dewey & LeBoeuf LLP
- For Membership information,
go to: [GABC Membership](#)

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Member Profile - Raphael Keller-Go



Raphael Keller-Go
Owner
vinodivino

What's your connection with German-American business?

In my previous life in investment banking (J.P. Morgan in London) and strategy consulting (The Boston Consulting Group in Boston and Zurich) I had the opportunity to advise several German companies in the US as well as in Germany. In my current professional life, I own and run two concept wine shops (Newton and Brookline), and we have the privilege to work with a number of German and Swiss (I am Swiss-American and grew up in Switzerland) businesses and private customers. I would of course like to attract more GABC members to my business www.vinodivino.com, so if you're reading this and like good wine, would like to host a wine tasting, build a cellar, are looking for a particular wine, or have any wine related questions, please do contact me at raphael@vinodivino.com!

What keeps you busy when you're not working?

My two kids (2.5 and 5) keep me busy to the extent of exhaustion. To increase my time with them, I am reading the "4-hour Workweek", and it's working! In the early mornings you can often find me at MIT's fantastic Zesiger pool swimming laps.

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

Keep up the good work on offering educational networking events. Also, if there were an effort to build a small business forum/group, I'd be highly interested in participating.

What do you like about the GABC?

The GABC events provide a great opportunity to break out of the daily grind, take a step back and connect with new people from a multitude of backgrounds.

Recent Events

"Prospects for Europe & New England in the Transatlantic Economy" June 6, 2011

The German American Business Council (GABC) concluded their speaking event season on June 6, 2011 with a Transatlantic Economic BANG! The session was held at and sponsored by Deloitte Financial Advisory Services LLP in Boston. Speakers Dr. Elisabeth Denison, Director of Deloitte's Corporate Development & Strategy department in Germany and Dr. Daniel Hamilton, Director of the Center for Transatlantic Studies at Johns Hopkins University's School of Advanced International Studies (SAIS), lead the session which was moderated by Erik Dilger, GABC Board Member/Senior Manager at Deloitte Financial Advisory Services LLP. Dr. Denison kicked off the discussion focusing on Europe's current economic position and discussing the longer-term trends with implications for businesses on both sides of the Atlantic. Dr. Hamilton then provided insight into the prospects of the Eurozone and spotlighted the opportunities for New England.



Corporate Members

- Brainloop, Inc.
- Codemesh, Inc.
- Deloitte Financial Advisory Services, LLC
- Deutsches Altenheim
- Dräger
- Foley Hoag LLP
- Fraunhofer Center for Sustainable Energy Systems
- German International School Boston



"Mitigating the Effects of Black Swans & Other Devastating Effects on Business Economies"

May 26, 2011

Matthias Wittenburg Commerzbank Corporates & Markets Frankfurt, Germany. Who would have thought that the eruption of a volcano in Iceland could halt the Atlantic air traffic for a week or that a Japanese nuclear power plant could break down, resulting in a significant disturbance of supply chains? While disasters have always occurred, current globalization and just-in-time production methods have added to the vulnerability of economies and businesses today. Many black swans can be avoided or, at least, mitigated by means of sophisticated risk management. This is why the role of banks, both as think tanks and financial intermediaries, is becoming more relevant. They witness strongly enhanced interest by corporate treasuries when it comes to addressing the possible cash flow impacts of disturbing events. Former borders between insurance and banking products are vanishing. The increasing role of so called 'catastrophe bonds' is an example. Mr. Wittenburg came to Boston, fresh from his speaking engagement at the annual Euromoney Germany conference in Berlin, one of the flagship events for the German financial industry. ACG & GABC were honored and delighted to welcome him to Boston for this informative presentation.



3rd Annual European Food Festival

May 11, 2011

This event quickly sold out, as over 170 members of the European-American community joined friends and associates from the GABC for great socializing and networking in the beautiful mansion of the Goethe-Institut Boston. Guests enjoyed Bitterballen from Holland, Belgian waffles, meat pies from Britain, Swiss chocolates, and of course freshly made wursts from Boston's own Karl's Sausage Kitchen, among other fine fare from 8 different European organizations.

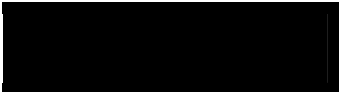
For our most up-to-date listing, go to: [our calendar](#).

- Highland Lake Inn
- IBS America, Inc.
- Interfreight Corporation
- Karls Sausage Kitchen & European Market
- Meister Consultants Group
- Netzsch Instruments North America, LLC
- Steiff North America
- Stellaris Corporation
- Tulley Automotive
- Westernacher & Partner Consulting, Inc.
- Windmoeller & Hoelscher Corporation
- WorldShop Gourmet

Sponsor Spotlight



Ernst & Young is a global leader in assurance, tax, transaction and advisory services. Worldwide, our 130,000 people are united by our shared values and an unwavering commitment to quality. We make a difference by helping our people, our clients and our wider communities achieve potential. Our German Business Centers with more than 160 German professionals are present in more than 40 major offices of Ernst & Young worldwide, including Boston. With an integrated global network of local and German professionals, we provide quality professional services to German multinational companies.



Members' Bulletin Board

EXPERIENCED AND ENTHUSIASTIC AU-PAIR FROM BREMEN SEEKING FAMILY IN BOSTON:

Experienced and enthusiastic Au-Pair from Bremen seeking family in Boston area from July 2011 through July 2012. For more information, contact [Uta Leona Schulz](#).



HOSTING AN EVENT:

Members, do you want to host an event, get involved, get more exposure? Send us your proposals!

DID SOMETHING GOOD HAPPEN?

Members, did you meet a new friend, potential business partner, or colleague in your field at one of our events? Did you find a new employee, a new job, or a new interest because of GABC? Did you benefit from using GABC as a resource for information? Did you attend an event that you particularly enjoyed? Share your stories with us-we love the feedback.

DO YOU WANT TO BE PROFILED IN OUR NEWSLETTER?

Each newsletter, the Board of Directors picks a different member to fill out a short interview and be featured in our newsletter. It's a way of getting to know members better. Usually that person has been a member for at least two years (many have been with us for much longer than that!). If you'd like to be profiled, just let us know!

JOINING A GABC COMMITTEE:

Do you want to be an active member on one of our committees (Events, Membership, Marketing, Website etc)? Our volunteer Board of Directors welcomes member involvement!

All responses can be directed to GABC Executive Director Marian LeMay at info@gabc-boston.org

About the GABC

German-American Business Council of Boston, Inc. (GABC), www.gabc-boston.org,

is a non-profit organization of companies, business people, and other professionals dedicated to encouraging and cultivating

German-American business and trade. Through its speaker series, seminars, and special events the GABC provides a forum for the exchange of knowledge and ideas, and for business and professional contacts between its members.



Interested professional are invited to apply for membership via our website. Our members represent all facets of the international business community including import an export managers, manufacturers, trade specialists, bankers, financiers, insurance agents, government officials, attorneys, consultants, educators and entrepreneurs. The German-American Business Council is a member of GBANE, the Global Business Alliance of New England.

Sponsor Spotlight



Bruker was founded in Karlsruhe, Germany in 1960 and since then it has been driven by a single idea; to provide the best-in-class scientific instrumentation.

Today, Bruker Corporation (Nasdaq: BRKR), headquartered in Billerica, Massachusetts, employs over 4,000 people around the globe, generates over \$1.1 Billion in annual revenues. Bruker is a leading provider for high-end laboratory research and process analytical instruments that covers a broad spectrum of applications, based on Molecular and X-ray Spectroscopy, and Mass Spectrometry. Visit www.bruker.com to discover our technology portfolio and our solutions.

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German-American Business Council of Boston (GABC) | 170 Beacon St | Boston | MA | 02116