



GERMAN AMERICAN BUSINESS CHAMBER
OF SOUTH FLORIDA

September/October 2019

Meet our new Consul General

After saying goodbye to our previous Consul General, Ms. Annette Klein, we offer a warm welcome to Mr. Andreas Siegel, who will be filling in her place at the consulate.

Mr. Siegel will officially start on September 10th, but is already highly involved! We had the pleasure of meeting Mr. Siegel during the "Humboldt, a Journey into the American Nature" event presented by the German and Mexican consulates last July.

We are happy to welcome you to Miami and are very looking forward to working together with you!



We are now on LinkedIn!

Follow our new LinkedIn account to be updated on our latest news and events!

You can find us on the platform as
GABC German American Business Chamber of South Florida.

We look forward to connecting with you!



The GABC Challenges YOU!

Help our community grow and as a reward your membership renewal will be free of charge for 2020.

Requirements: Find/mobilize 3 or more new members to sign up with the GABC at

your membership level or higher You can find our application form with all membership details at:

<https://gabc.us/Application>

Upcoming Events



September Events

Board of Directors Elections

When: Monday, September 9th, 2019
6:00 pm - 9:00pm

Where: Morton's Steakhouse
2333 Ponce de Leon Boulevard
Coral Gables, FL 33134



Your vote counts! Join the Board of Directors election!

Attention: Members-only!

[Register](#)

Business Speed Dating

When: Thursday, September 19th
6:00 - 8:00 pm

Where: Kelley Kronenberg
10360 W State Rd 84
Davie, FL 33324



This will be a unique opportunity to perfect your elevator pitch.
Promote your business in one-on-one, timed meetings to potential customers!

Participation:

Standard-, Corporate-, Trustee Members:
free

Non-Members, Student-, Individual Members:
\$200

[Showcase your Business](#)

[RSVP to attend Event](#)

Event Admission:
Members: \$10
Non-Members: \$30

EU Chambers Technology Seminar "Conquering New Markets"

When: Thursday, September 26th
6:00 - 8:00 pm

Where: Coral Gables Museum
285 Aragon Avenue,
Coral Gables, FL, 33134

The European Chambers are glad to organize this event for you!

Hear from three technology leaders (Spotify, Amadeus, Twitter, Theventure.city) their strategies to enter new markets, their barriers and the keys to success.

Members: Free
Non-Members: \$25

The seminar will be organized in collaboration with the City of Coral Gables



[Register](#)

**CORAL
GABLES®**
THE CITY BEAUTIFUL

October Events

Oktoberfest

When: Saturday, September 28th 2019
4:00 - 6:00 pm

Where: Miele Experience Center,
4218 Ponce de Leon Boulevard,
Coral Gables, FL, 33134

Lets get together and enjoy Warsteiner Beer as well as German Appetizers at Miele's and our joint Oktoberfest.

Miele

Members: \$45

Authentic German Appetizers as well as Beer included!

This is a members only event as only limited seating is available.

[Check Menu](#)

[RSVP](#)



Member Event

Beach Cleanup!

The German Consulate General invites you to volunteer with us when we join 40+ cleanup sites around Miami during the International Beach Cleanup on **Saturday, September 21 from 9am-12pm.**

They are hosting the site at **Hobie Beach in Key Biscayne.**

You will need to register on the link below in order to participate.

[German Consulate General Beach Cleanup Registration](#)

We encourage you to bring a reusable water bottle, put on sunscreen and a hat!

You will find more information on www.VolunteerCleanup.org



Food for Thought: GABC Member Insights

Article submitted by **Olga Lyakhovetskaya & Yvonne Visser-Guerrero**

Director of Marketing | Miami Branch Manager
<https://www.greenworldwide.com>

USTR Splits Section 301 List 4 in Two, Delays Tariff on Specific Products Until December

August 13th, 2019 | Customs, Import, Industry Spotlight

The Office of the U.S. Trade Representative (USTR) announced on Tuesday, August 13th, the next steps in the process of imposing the fourth tranche of additional 10 percent tariffs on \$300 billion worth of imports from China.

Since trade negotiations collapsed over three months ago, China and the U.S. have made several attempts to salvage their economic relations, but a lack of progress has left the international trade community watching further escalation.

Announced in the beginning of August, U.S. President Donald Trump made the decision to proceed with implementing a **fourth list of Section 301 tariffs to go into effect September 1, 2019.**

However, after considering hearing feedback and public comments, the USTR has decided to **split the list, removing products based on health, safety, national security and delaying the tariff on specific goods until December 15, 2019.**

[Read the whole Article](#)

Article submitted by Sarah Wrede and Magdalena Tomasino from
the [GIPA](http://www.gipa.org/)
<http://www.gipa.org/>



GERMAN INTERNATIONAL PARENT ASSOCIATION | WWW.GIPA.ORG

Why German? Why NOT!

Whether you're just beginning to explore education programs for your child or are already convinced that a language program is the right choice, **we encourage you to consider Miami-Dade County Public School's German magnet language program!**

With the help of financial and cultural support from the German International Parent Association (GIPA) and the German government, MDCPS offers **German language instruction for students in 1st through 12th grades** across four magnet schools in Coral Gables and South Miami. **No prior knowledge of German is required for entry to 1st grade International Studies program at Sunset Elementary School or the 6th grade International Education program at GW Carver Middle School.**

[Read the whole article](#)

Welcome Our New Members!



Welcome Our New Corporate Members!



a.hartrodt (u.s.a) LLC - Global citizens, regional presence

They transport assets. They link markets. They ensure the flow of goods across continents, transport and logistics are their world. They oversee all key order management tasks in order to give their clients top-quality service : air, ocean and land- transport, customs clearance, warehousing, picking and packing, and distribution.

Their global corporate network forms the basis of their services. It consists of 64 operational subsidiaries and associated companies in 46 trading nations.

Are you looking for a fast, safe and reliable way to transport or store your goods? They offer a solid combination of experience and expertise, passion and dedication, tradition and innovation. Whatever your objectives are, with their individualized service, they get the world moving for you.

Check them out on www.hartrodt.com!

a.hartrodt(u.s.a.), inc.

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Berenblum Busch Architects

BERENBLUM BUSCH ARCHITECTURE INC.

Berenblum Busch Architects is a Miami-based design firm specializing in architecture, interior design and master planning. Led by its founders Claudia Busch and Gustavo Berenblum, BBA is a globally recognized firm that has designed projects throughout several industries including transportation, education, residential and hospitality. The firm offers clients a collaborative design process resulting in a bespoke response to their needs that is shaped by their identity and values and takes into consideration the

unique physical and cultural context of the project. The results are spaces that enrich the human experience.

Berenblum Busch Architecture Inc.

2200 NW 2nd Avenue, Suite 211

Miami, FL 33127

Phone: 305.200.5251

E-Mail: INFO@BBAMIAMI.COM



Welcome Our New Standard Member!

2B Panzer LLC

2B Panzer LLC is an American Company with HQ in Miami, Florida, and operating locally within our customer base in Tunis, Tunisia, North Africa. They are an “after sales repair, service and maintenance company” for Armored Vehicles. Their main clientele are the Embassies and the European Union. Their key suppliers are German Companies based throughout Germany. We recently conducted an extensive Business road trip to Hanover, Berlin, Munich, Nürnberg, and Frankfurt. They visited with each of their German suppliers, and will be returning on a regular basis to meet and work with them.

Carmen Barrett
Managing Director
2B Panzer LLC
M: + 1 305 542 3443
E: carmen@2bpanzer.com

Rached Ben Hamadou
President & CTO
2B Panzer LLC
E: Rached@2BPanzer.Com



Welcome Our New Individual Members!

Erin Anding

Please welcome our new member Erin Anding.

Coming to the GABC from Bloomfield Hills, Michigan. Erin is a graduate of Michigan State University with a masters degree in school business administration and many post graduate courses. Erin is married to Volker Anding, the former german consul here in Miami and one of our board directors. As Erin followed Volker around the world since 1975, she has been a teacher of mathematics, science and economics in Europe, Africa and Latin America and a school administrator. She also has worked for the international division of the U.S. Department of Internal Revenue (IRS). After returning to Miami in 2007, she taught for the Miami-Dade Country School System from which she retired in early 2019. Over the past few years, she established a real estate investment company on which she now concentrates her activities.



Dr. Fiorella Terenzi

Internationally renowned astrophysicist, author and recording artist, Dr. Fiorella Terenzi has a doctorate in physics from the University of Milan. In research at University of California, San Diego, she pioneered techniques to convert radio waves from distant galaxies into sound -



released by Island Records on her acclaimed CD "Music from the Galaxies". Her award-winning CD-ROM "Invisible Universe " (Voyager Company) and best-selling books "Heavenly Knowledge", Musica Dalle Stelle", & Der Kosmos ist weiblich " (Harper&Collins) weave astronomy and music, science and art into a tapestry for the senses. She has appeared on CNN and in The Wall Street Journal, People, Time, and Glamour, and lectured at UCSD, Stanford, and MIT. Dr. Terenzi's ground-breaking video for fashion designer Ermenegildo Zegna's Men's Collection was described by the New York Times as "Zegna's Very Big Bang ", and her high-energy show "Let's Get Astrophysical " premiered at the Miami Beach Centennial. As a recording artist, she has recorded "Quantum Mechanic" and "N.E.O" tracks for Billboard Top 20 Music Video "The Gate to the Mind's Eye with Thomas Dolby (Giant/Warner Bros. Records); Beyond Life, a Mercury Records dance/trance CD tribute to Dr. Timothy Leary (Polygram Records); "Trance Planet Vol. 5 " (Triloka Records) and others. Terenzi's global media appearances include television and radio features on The Dennis Miller Show, Sci Fi Channel, NPR Talk of the Nation, Weekend Edition and Science Friday, Newsweek on Air, Strange universe, History Channel's "The Universe and "Ancient Aliens and others. As President of the Ferrari Club of America Miami Dade you can find her organizing amazing social events to advance the passion for all things Ferrari.

Welcome Our New Student Member!

Lynare Robbins,
Deputy Director

Lynare Robbins is the Deputy Director of Global Ties Miami, a local non profit that promotes citizen diplomacy and international relations within the South Florida community. Prior to her position with Global Ties Miami, Lynare has worked as a consultant designing educational content for symposiums, development writing and facilitating community outreach for organizations. She has also worked as a freelance journalist and is a U.S. Navy Veteran. Lynare's educational undergraduate education is in Sociology, while she holds a Masters Degree in Behavioral Science and will be graduating with a Masters Degree in International Relations and Conflict Resolution in the Spring of 2020 from the American Military University based in Manassas, Virginia. She holds a certification in Global Diplomacy in the Modern World from the University of London & SOAS University of London. Her hobbies include travel, writing, reading, archaeology, antiques, family tree research, and the cultural arts. Her favorite region of Germany is the footprint along the Rhine River and the quaint historic town of Bacharach. Lynare and her spouse, Carmen, live in Miami with their 4 canine children: Audrey; Sacha; Milo and Duke.



Lynare Robbins
Deputy Director
Global Ties Miami

Join the GABC Family



Dear GABC members,

We are happy to announce our new and updated GABC Benefits for members!

What GABC Benefits?

All registered GABC members receive special discounts or promotions from our member/partner companies. With discounts for legal consultations to your restaurant bill, make sure you take advantage of these exclusive offers!

Who participates in the program?

[Click here to view a list of current Program Members](#) who are offering promotions.

How can I participate?

If you would like to promote your product/service and have a benefit you can provide our

members, please contact us at miami@gabc.us to be included in the program.

Should you have any questions or comments, please don't hesitate to reach out back to us.

Kind regards,
The GABC Team

Membership Levels and Benefits

Private Individual Membership: (\$150 per year, private membership, non-profit organizations)

- Complimentary or discounted entry to events
- One individual entitled to complimentary entry or discounted entry at GABC events
- Access to exclusive discounts at local businesses, including discounts offered by other European Chambers
- Company listing and access to the GABC online membership directory
- One vote at the GABC Board of Directors election
- Access to member-exclusive events

Standard Membership: (\$300 per year, 1 to 5 employees)

- **All of the above features, plus:**
- Exposure on GABC social media sites
- One individual plus spouse or partner entitled to complimentary entry or discounted entry at GABC events
- Electronic newsletter advertising discounts
- Complimentary company introduction in the electronic GABC newsletter
- Purchase German American Chamber of Commerce National Member Directory and Directory of German Subsidiaries in the US at reduced prices
- Complimentary job posting on our website www.gabc.us

Corporate Membership: (\$500 per year, more than 5 employees)

- **All of the above features, plus:**
- Three individuals entitled to complimentary entry or discounted entry at GABC events
- Opportunity to host a seminar or "After Hours" networking event
- Company listing in the German American Chamber of Commerce National Member Directory
- Up to three contacts listed in GABC online membership directory

Sponsor Members such as Trustee Members and Platinum Members: (\$750 per year and up)

- **All of the above features, plus:**
- Company logo featured on print and electronic media
- Company logo displayed on GABC homepage with link to your own website
- Up to five individuals entitled to complimentary entry or discounted entry at GABC events
- Up to five contacts listed in GABC online membership directory

[Become a Member](#)

Our Past Events!

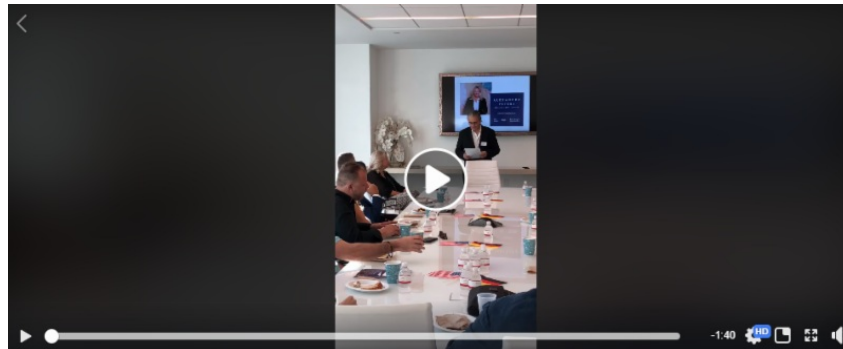
past events

Breakfast Seminar at Kelly Kronenberg

July 17, 2019 8:00am - 10:00am

The law firm **Kelly Kronenberg** hosted our breakfast seminar on the the current development trends in real estate in South Florida.

Our board director and trustee member **Alexandra Peters** was one of the presenters, alongside other experts of the South Florida development community.



"Humboldt, a Journey into the American Nature"

Tuesday, July 18, 2019

The **GABC** was honored to attend the gallery event presented by the Consulates General of Germany and Mexico. Also in attendance, were the new **German Consul General Mr. Andreas Siegel** and the new **Mexican Consul General Mr. Jonathan Chait Auerbach**.



EU Networking Event

Thursday, July 25, 2019
Palat Restaurant

The GABC was in great company with the Spanish, French, Italian, Irish and UK business chambers at our joint **EU Networking Event** held at Palat, Miami. Business cards and great conversations were exchanged all evening!





Gables by the Sea

Thursday, August 1st, 2019

Gables by the Sea.
1561 Agua Ave, Coral
Gables, FL 33156



In August was our Gables by the Sea Vernissage! This villa was home to the Swiss Consulate in Miami. Our Trustee Member Alexandra Peters, and her co-worker Roman Tschannen have this stunning property in their listing and offered us to be a part of this magnificent property for one evening.



Bi-Monthly Stammtisch

Wednesday, August 21st 2019
Yve Hotel Downtown

The GABC held it's bi-monthly Stammtisch at the Yve Hotel. The Stammtisch is always a great way to meet and mingle with GABC members and friends.





Job Opportunities



Norwegian Cruise Line Holdings LTD. is looking to expand their International presence. We are actively **HIRING** Personal Vacation Consultant- UK Market for the UK Market. Please email O4@ncl.com for additional information.

UK Sales Consultant (Full time Position)

Preferred: Education background and/or experience selling within UK/EU

BASIC PURPOSE: To sell Oceania Cruises / Regent Seven Seas Cruises products directly to consumers in the United Kingdom/ European Union markets by cultivating and maintaining customer relationships, to include initiating calls to customers, building rapport, recommending modifications to products and services, which promote customer retention, drive direct sales and ensure an overall superior customer service experience with OCI/RSSC.

POSITION RESPONSIBILITIES: Promote sales to direct consumers by initiating calls, acting on leads and/or prospects in order to identify travel needs, present/explain OCI/RSSC cruise products and make travel recommendations.

Establish and maintain quality customer relationships by delivering exceptional customer service, establishing rapport, identifying and meeting customer needs and expectations to include meeting customer retention goals and following up with consumers as necessary, in order to close sale and meet/exceed revenue goals.

Build and maintain effective relationships with new and existing consumers. Maintain consumer prospect lists/contact database in order to identify client travel trends; Proactively and consistently seeks opportunities to promote and sell OCI/RSSC products based on client travel history.

Acquire in depth industry and OCI/RSSC company knowledge in order to articulate cruise product features, benefits, pricing and make recommendations to include promotions, itineraries, and auxiliary products such as stateroom upgrades, onboard credits and other shipboard amenities.

Attend and actively participate in daily team meetings or relevant sales training in order to ensure appropriate sales techniques are being used and accurate information is being communicated to direct consumers.

Participate in department approved mass e-mail campaigns targeting specific guests' profiles.
Perform other job related functions as assigned.

EDUCATION: High School Diploma or equivalent required. Post-secondary education in UK with Marketing, Business Administration or related field preferred.

EXPERIENCE: Minimum one year sales experience; cruise sales a plus. Familiarity of global luxurious travel destinations recommended, but not required.

KNOWLEDGE & SKILLS: Strong verbal communication skills including professional telephone etiquette. Demonstrated knowledge of Microsoft Word applications and experience with travel reservations systems a plus. Knowledge of CRM product Salesforce.com a plus.

Ability to quickly learn and maintain current knowledge of Oceania and Regent Seven Seas Cruise products and services. Ability to work well and maintain a professional composure while under stress and pressure, displaying efficient multitasking abilities. Possess a strong drive and high energy to reach specified sales goals.

EQUAL EMPLOYMENT OPPORTUNITY:

Norwegian Cruise Line Holdings Ltd. and its subsidiaries are equal opportunity employers, and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, genetic information, national origin, protected veteran status, disability status, or any other characteristics protected by law. EEO is the law | EEO is the law GINA Supplement

Applicants have rights under Federal Employment Laws. FMLA | EPPA | Job Safety and Health: It's the Law

Don't miss out on a chance to begin a successful career in a fun industry with great benefits. Apply directly online now!

[Click here to view Job Description and to Apply](#)

Career Opportunities

The GABC offers job postings and internship assistance.

Companies and employers can publish their vacancies on our Facebook page, as well as



in our upcoming newsletters.

For more information please contact the GABC by email: miami@gabc.us or telephone 305-371-4282.

Prices:
Members: free
Job Seekers - \$50 per post
Companies and Employers - \$100 per post

Publish Your Advertisement in our Newsletter

If you are interested in publishing an advertising in the next GABC newsletter, please contact us at miami@gabc.us or call us at 305-371-4282.

FOR GABC MEMBERS:

Price per section is:

\$ 75 for business card size (approx. 5x9 cm / 2x3.5 inch)

\$ 125 for third page ad (approx. 10x18 cm / 4x7 inch)

\$ 135 for half page ad (approx. 14x21 cm / 5.5x8 inch)

\$ 175 for 1 full page ad

Run ad for 2 Newsletters – receive 10% discount on second ads

Run ad for 3 Newsletters – receive 15% discount on second and third ads

FOR NON-MEMBERS:

Price per section is:

\$ 125 for business card size (approx. 5x9 cm / 2x3.5 inch)

\$ 150 for third page ad (approx. 10x18 cm / 4x7 inch)

\$ 175 for half page ad (approx. 14x21 cm / 5.5x8 inch)

\$ 215 for 1 full page ad

Run ad for 2 Newsletters – receive 10% discount on second ad

Run ad for 3 Newsletters – receive 15% discount on second and third ad

[Become a Member](#)

GABC Platinum Sponsor

TURKISH AIRLINES



GABC Trustee Members



GABC Affiliates



Greater Miami Convention & Visitors Bureau
<https://www.miamiandbeaches.com/>



German American Chamber of Commerce
<http://www.gaccsouth.com/en/>



The Beacon Council
<https://www.beaconcouncil.com/>



Enterprise Florida
<https://www.enterpriseflorida.com>





Stay Connected with the GABC

Dear GABC members and friends,
We are excited to announce we are increasing our presence on Facebook, Instagram, Twitter, and LinkedIn. We will come back with more stories and events for your joy!
We would love to connect with you and get your feedback.

[Instagram](#) | [Facebook](#) | [Twitter](#) | [LinkedIn](#)



Board of Directors 2019



Claudio Riedi
President

Lehtinen Schultz, PLLC
Attorney at Law



Lydia Harley
Vice- President

Kelley Kroneberg
Attorney at Law



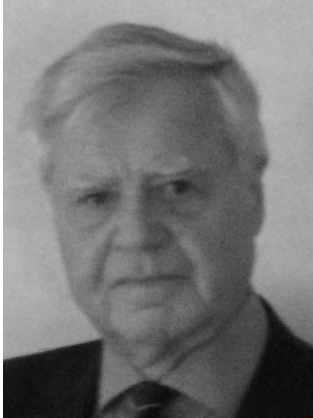
Timo A. Becker, J.D.
Treasurer

Baur, Klein & Becker
Attorney at Law



Alexandra C. Peters
Secretary

Senior Global Real Estate
Advisor
ONE Sotheby's International
Realty



Dr. Volker Anding
Director

Ambassador (ret.)
International Consultant



Monika Böhm-Fandiño
Director Marketing + PR

Viva Action
TV Productions, Print, PR



Alexander Evans
Director

Certified Public Accountant



Nickel Goeseke
Director

Realtor



Svenja Hammerstein
Director

Real Estate Agent



Carsten Jacobi
Director

Navigo Corp., Managing Director



Peter Jacobs
Director

Company Representative



Miriam Moser
Director

Marketing Director VAPIANO US



Christian Riehl
Director

TV Productions



Michael Seraphin
Director

Max Fields
Managing Director



Michael Claus

*Founding Member of the GABC President Emeritus
and Honorary Director of the Board*



Jan Heck

President at Miele USA

The GABC is a nonprofit, nongovernmental organization founded by local business men and women in Miami. For over 30 years, the organization has promoted business and trade between Germany and the US, particularly in South Florida. The objective of the GABC is to support commercial and personal relations between its members and to promote economic, social and cultural relations between the USA and Germany.

The GABC promotes communication between companies, individuals, organizations and associations that share the same interests.

GABC Team



Leonie Vallerius
Executive Director



Nicole Jara
Intern

[Become a Member](#)

German American Business Chamber of South Florida

141 NE 3rd Avenue | Suite 1000 | Miami, FL 33132

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miami@gabc.us

