



# RENEWABLES USA 3<sup>rd</sup> Q.07

## Newsletter by the German American Chambers of Commerce

Welcome to the first Renewables newsletter from the German American Chambers of Commerce (GACC). The German American Chamber network promotes bilateral trade relations between the United States and Germany. With offices in Atlanta, Chicago, New York, and San Francisco all running programs to increase dialog and trade in the Renewable Energy industry, we are pleased to present our inaugural newsletter to provide updates on those programs and opportunities for US and German companies. Inside, you will find details on upcoming Chamber programs and past initiatives for solar energy, wind power, bioenergy, and energy efficient building technologies.

### Calendar of Events

#### **Solar Business Delegation to Germany**

When: October 23-26, 2007  
Where: Germany  
Contact: GACC San Francisco  
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#### **WindEnergy Business 2007**

When: November 6, 2007  
Where: Des Moines, Iowa  
Contact: GACCoM, Chicago  
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#### **Renewable Energy Conference November 2007**

When: November 12, 2007  
Where: Abilene, Texas  
Contact: GACC South, Atlanta  
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#### **Solar Business Luncheon**

When: November 13, 2007  
Where: Atlanta, Georgia  
Contact: GACC South, Atlanta  
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#### **Energy Efficiency in Architecture in Germany and the US**

When: November 26, 2007  
Where: Chicago, Illinois  
Contact: GACCoM, Chicago  
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#### **Supplier Forum for US Construction Industry**

When: Ongoing  
Where: New York  
Contact: GACC New York

### Upcoming Events

#### **San Francisco - Germany, October 23-26, 2007**

#### **Solar Business Delegation to Germany**

**For three days in October the GACC, California Branch, will organize and accompany thirteen American solar companies**

For three days in October the GACC, California Branch, will organize and accompany thirteen American solar companies to the primary solar technology regions in Germany for a one-day conference followed by two days of organized one-on-one meetings. Throughout the three day program, key note speakers such as Dr. Hermann Scheer, President of EUROSOLAR, and Commissioner John Geesman of the California Energy Commission will be present and share their views on the market.

This delegation serves as an ideal opportunity for American companies interested in strengthening their contacts and procuring supply agreements with German PV and solar thermal manufacturers as well as establishing partnerships and investing in the region.

Sponsors of the delegation include: Federal Ministry of Economics and Technology, German Office for Foreign Trade, Invest in Germany, Berlin Partner GmbH, German Solar Industry Association, Thuringia Development Economic Agency, Brandenburg ZAB Economic Development Agency, and Saxony Economic Development Agency.



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## Des Moines, Iowa: November 6<sup>th</sup>, 2007 WindEnergy Business 2007



### **WIND ENERGY PARTNERSHIPS AT FOREFRONT OF GERMAN BUSINESS TRIP TO THE USA**

#### **US-German Opportunities for Cooperation in Windpower**

On Tuesday, November 6th, 2007, the German American Chamber of Commerce of the Midwest (GACCoM) will be hosting a conference for wind energy at the State Historical Society in Des Moines, Iowa. The primary objective of the conference is to open a dialogue for partnership between companies from two of the world's leading countries in wind energy technologies.

The lead keynote speaker will be Iowa Governor Chet Culver, who also spoke recently at the world's largest wind energy trade show, HusumWind, in Husum, Germany. The American Wind Energy Association and other leading organizations from the US and Germany will lead distinguished speaker panels presenting opportunities in the US and German wind energy markets. This conference is sponsored by the German Ministry for Economics and Technology (BMWi), organized in coordination with the German Energy Agency (DENA) and is also supported by the Iowa Department of Economic Development and the American Wind Energy Association.

To register or for more information on the conference and co-operation opportunities with German companies, please visit our website at <http://www.gaccomm.org/windenergy>, or contact Mark Tomkins at [tomkins@gaccomm.org](mailto:tomkins@gaccomm.org), and we will keep you up-to-date on further information about the event and how to participate.

#### **Participating German Companies:**

- Asmus Arbeitsbühnen und Hebezeuge GmbH ([www.asmus-bau.de](http://www.asmus-bau.de))  
Manufacturer of rotor access units and platforms for pitch and stall service elevators
- Deutsche Rotor- und Turmservice GmbH ([www.deutsche-rtz.de](http://www.deutsche-rtz.de))  
Maintenance technology and services for rotor blades, towers and foundations
- natcon7 GmbH ([www.natcon7.com](http://www.natcon7.com))  
Innovative systems for remote monitoring, control and evaluation of distributed power stations, as well as turnkey hybrid energy systems
- Omniwatt ([www.omniwatt.com](http://www.omniwatt.com))  
Develops and acquires wind power projects, focused on small and medium sized installations
- RUD Ketten ([www.rud.com](http://www.rud.com))  
Sling chains and hoist rings for transporting and installation of towers
- SIAG GmbH ([www.siag.de](http://www.siag.de))  
Leading European manufacturer of tower segments
- WKA Montage GmbH ([www.wka-montage.de](http://www.wka-montage.de))  
The company specializes in foundations for wind turbine systems
- WPD AG ([www.wpd.de](http://www.wpd.de))  
Germany's largest developer and operator of wind farms



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## Abilene, Texas: November 12<sup>th</sup>, 2007

### Renewable Energy Conference

### Doing business with German Solar and Wind Companies



#### The German Photovoltaic Industry

More photovoltaic systems were installed in Germany during 2006 than anywhere else in the world, with the total installed capacity increasing to 2,450 MW. Over 50 German solar power suppliers have taken this experience and expanded their markets worldwide.

Continuing technical improvements of product components and manufacturing processes have paved the way for considerable cost reductions for photovoltaic plants. These improvements have resulted in more opportunities for companies in the PV industry than ever before.

#### The Event:

German and US leading experts will inform attendees about current trends in solar and wind energy. Conference attendees will gain valuable knowledge about renewable energy "Made in Germany" and Germany's success in its solar and wind industry. German and US companies will have the chance to discuss the potential renewable energy projects around the world.

Attendees will also have the opportunity to meet with conference speakers and company representatives one-on-one upon request. For more Information about this event, please contact Jan Christoph Wiedemann at [jwiedemann@gaccsouth.com](mailto:jwiedemann@gaccsouth.com).



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## Chicago, November 27<sup>th</sup>, 2007

### Energy Efficiency in Architecture in Germany and the US

**What:** Transatlantic perspectives on Energy Efficient Architecture

**When:** Tuesday, November 27, 2007  
3-hour seminar and networking reception

**Where:** Chicago (Specific Location TBD)

**Info:** Mark Tomkins, [tomkins@gaccomm.org](mailto:tomkins@gaccomm.org)

The aim of this seminar is to provide a forum for German and US companies, developers, architects, engineers, commissioners, and designers to discuss experiences and share expertise with their counterparts from the other side of the Atlantic. This seminar is brought to you by Baden-Wuerttemberg International – Agency for International Economic and Scientific Cooperation and the German American Chamber of Commerce of the Midwest, Inc., in cooperation with the American Institute of Architects-Chicago Chapter.

#### Visiting Presenters from Germany:

##### Climate Engineering

Helmut Meyer, Partner and executive director of TRANSSOLAR Energietechnik GmbH

##### Energy Strategies in Baden-Wuerttemberg

Prof. Dr. Elmar Bollin, Co-Director of the "Centre for Sustainable Energy Systems" at the University of Offenburg, Germany

##### POLYCITY – Program for large scale urban developments with low energy consumption

Dipl.-Ing. Dietrich Schneider, University of Applied Sciences Stuttgart, Department of Building Physics

## New York, Ongoing Supplier Forum for US Construction Industry

In cooperation with the German Ministry of Economics the German American Chamber of Commerce in New York (GACC New York) is conducting a "Supplier Forum" for the US construction industry. The goal of this "Supplier Forum" is to connect US construction companies with German companies specializing in green building products. Among the German companies there are many experienced and well-known enterprises with innovative materials and products.

The GACC New York has already been able to initiate interest among several American companies for the "Supplier Forum". However, the project is in its early stages, and it is still possible for US companies to participate.

If you are interested in getting in touch with leading German companies in green building, please contact Sebastian Goeres at [sgoeres@gaccny.com](mailto:sgoeres@gaccny.com).

## Past Events

### New York, June 5<sup>th</sup>, 2007 Renewable Energy Conference



Nils Waterstrat of Q-Cells with Dr. Benno Bunse President & CEO, German American Chamber of Commerce, Inc.

#### **Bigger and grander than last year's event**

The German American Chamber of Commerce celebrated another successful Renewable Energy Conference at the German House on 49th Street and 1<sup>st</sup> Ave on June 5, 2007. Bigger and grander than last year's event representatives from all over the United States came to be part of this event.

The conference was sponsored by the German Federal Ministry of Economics and Technology with support from the German Energy Agency (dena). Dr. Benno Bunse, President and CEO of the German American Chamber of Commerce, opened the floor at 8:30 am with a speech about Germany's economy followed by Dr. Hans - Jürgen Heimsoeth, Consul General of Germany in New York.

When asked why US representatives were so eager to attend this conference Andrea von Moeller, the Senior Marketing Manager at the GACC explained, "Recent changes in legislation throughout the northeastern United States, has made the promotion and feasibility of German solar and biomass services and products in this area a great business opportunity for the well established German renewable energy industry." The purpose of this conference was to make potential US partners aware of the progress Germany has made, and to encourage representatives in the alternative energy industry, and to prompt politicians, already active advocates of renewable energy, to take action.

While the conference mainly focused on the solar industry, German companies from the biomass field also spoke at the conference and informed US representatives of the amazing and impressive progress Germany has achieved in the renewable energy world so far.



Over 100 people stayed until 4:00pm listening with interest to the latest news in the biomass energy, photovoltaic solar thermal and solar thermal power plants industry. Asked whether the conference was helpful regarding U.S.-German relations, Dr. Bunse declared, "We would like to intensify our collaboration with the US because of the growing opportunities for qualified German companies in the US market." Interested US representatives could schedule appointments through the GACC to exchange information beneficial to both the US companies as well as German companies.

Andrea von Moeller has since left the GACC New York. Sebastian Goeres, Manager Consulting Services, is the expert for renewable energies at the Chamber and takes over her responsibilities.

The Renewable Energy Conference 2007 has turned out to be a great success and the Consulting Department of the GACC is looking forward to an opportunity to organize another conference in the future.

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## Chicago, April 25<sup>th</sup>, 2007 BioEnergy Business 2007 Conference

### **US-German opportunities for cooperation in biofuels and biomass Over 200 participants attend conference and networking event**

The German American Chamber of Commerce of the Midwest (GACCoM) brought together BioEnergy companies and leaders from both sides of the Atlantic on Wednesday, April 25, 2007 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.



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

BioEnergy Business 2007 with over 200 participants was kicked off by Gene Hugoson, Commissioner of the Minnesota Department of Agriculture, who described Minnesota's leadership as the first state to mandate both ethanol and biodiesel use. Minnesota also leads the US with the highest per capita use of renewable energy in the country, and plans for future initiatives to ensure continued leadership in renewable energy utilization.

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. 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.

The conference was sponsored by the German Ministry for Economics and Technology (BMWi) 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.



For further information on the conference or the companies that attended and for presentations given, visit our website at <http://www.gaccomm.org/consulting/bioenergybusiness.html>

German companies that participated:

- AREVA Renewable Energies Germany GmbH
- Bruckner Biotec
- Dr. Born - Dr. Ermel GmbH
- natcon7 GmbH
- pbe energietechnik GmbH
- Schmack Biogas AG
- WELtec BioPower



Captivated Audience at the BioEnergy Business Conference 2007

"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."

*Dr. Heino Beckmann, Honorary Consul of the Federal Republic of Germany in Minnesota.*

## San Francisco, March 13<sup>th</sup>, 2007: 3rd Germany California Solar Day

**In connection with the German Federal Ministry of Economics and Technology the GACC San Francisco hosted and organized its third solar conference focusing on PV and Solar Thermal**

The California sun glistened on PG&E Headquarters last week as 200 guests attended the **3rd Germany California Solar Day** to hear key note speeches from leading solar experts from Germany and California.

The morning half of the full day conference included eleven presentations from various agencies, and organizations as well as government affiliated speakers, such as California's Public Utilities Commissioner, Dian Grueneich, and Sanford Miller of the California Energy Commission. PV NOW's executive director, David Hochschild, was also among the speakers and gave an excellent overview of the current solar market and standpoint in California and the US.

The California Solar Initiative (CSI), which is currently in its third month of development proved to be a "hot topic" of discussion and debate. German experts were not hesitant in giving a strong sense of dissatisfaction that California should implement higher solar requirements and regulations, than is currently proposed in such initiatives as the CSI.

During the afternoon part of the conference, world leading German solar companies, such as, Conergy, SMA and Kaco Solar, presented their product and service developments giving attendees a good insight of what leading products and developments shall be expected in the coming years. Ensuing the full day conference was a networking reception plus one-on-one meetings arranged by the GACC to promote cooperation and partnerships between German and Californian companies. It is through conferences such as this one that the joint collaboration of Germany and California will continue to develop and strengthen the solar industry.



Dr. Konrad Bauer, German Energy Agency

## Going Green? – Get Connected with the GACC South in Atlanta

Germany has become one of the world leaders in the use and development of renewable energy and environmentally sound technologies. Since 2004, the GACC South (Atlanta) has organized multiple conferences and seminars that focus on this tremendous industry of growth. Therefore, we not only provide German-based companies with the opportunity to present their technology to American companies and research institutions, but we also further international cooperation between the United States and Germany in this important area.

To establish contact with like-minded individuals and organizations, the GACC South organizes “Green”-Networking Events. Our first and very successful International Green Initiative-Networking Event on August 14th, welcomed everyone interested in the field of “Going Green”. In front of our office in Atlanta, the German based company KSE Solar Technologies presented their Solar Panel System. Furthermore, organizations like Southface and Georgia Solar Energy Association introduced themselves and talked about their renewable energy and energy efficiency goals. Our next International Green Initiative Networking Event will take place on December 4th.



We are especially interested in how our members are involved in “Going Green”. Based on their interests and needs, we will organize more personal and specialized events, such as seminars or luncheons. In July 2007 for example, the marketing seminar, Going Green in the 21st Century, was organized for our members and other like-minded individuals. In November 2007 we will arrange a special luncheon with a focus on the solar industry. Through those events, the GACC South will increase international communication and collaboration, especially between Germany and the United States.

In order to promote the export of renewable technology and to support companies in their efforts to enter the US market, the GACC South is hosting two large conferences in Texas. Although Texas is internationally renowned for its oil and gas industries, renewable energy is also booming as a result of recent legislation and an innovative system of credit trading. Texas has extraordinary renewable resources and opportunities for large green-facility installations. In addition to the events planned in November, another event is planned in which German companies are able to present their advanced technology. This Energy Efficiency Conference will be held in April 2008. These conferences not only highlight Germany’s position as a world leader in renewable and environmentally sound technology, but also open an opportunity to support and initiate international partnerships.



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