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Newsletter Fall 2014

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Dear SABC Members & Friends,

The Swiss American Business Council is proud to present its newsletter for its members and friends. SABC members can submit information to be inputted into the newsletter to:

events@sabcnow.com

Welcome New SABC Corporate Members



Feintool is the world's leading technology group specializing in the development of fine blanking systems

and the production of ready-to-install fine blanking and forming components, notably for the automotive industry.

The group is headquartered in Lyss, Switzerland.

Production sites are in Cincinnati, OH and

Antioch, TN. [More.](#)



Gabriel Venzin, Vice President, Feintool Equipment Corporation



Andreas Holder has a vast knowledge of Gold Coast buildings, expertise in condominiums and new construction, and a career dedicated to luxury-quality service, make Andreas the ideal broker for the real estate needs of the most discerning clients.

Those seeking to market or purchase residences in Chicago's most prestigious buildings will benefit from his exceptional real estate background and will enjoy the highest level of service. [More.](#)



Andreas Holder, Broker, KoenigRubloff
Phone 312.893.3560, aholder@KoenigRubloff.com



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USA

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United States. Our team has unparalleled track-record recruiting industry-insiders. These proven managers successfully run the American subsidiaries (and their sales, manufacturing and finance departments) of both start-ups and established companies alike. [More.](#)



Tilman Bender, Managing Partner

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We offer the finest five star hotels in Switzerland. Our luxurious guest rooms and state

of the art meeting facilities ensure your next program will run as effortlessly and efficiently as an elegant hand made Swiss timepiece.

By contacting our team based in Chicago

you can benefit from more than 70 years of combined experience and know-how of

developing spectacular and unique

programs to the land of mountains and lakes.

We work with the customer on a neutral

basis in order to find the best

property/destination to fit their particular specifications. This enables us to provide our clients with one-stop shopping for a complete program.

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Werner Suter, Chairman, Hotels of Switzerland.



For over 50 years, Fracht has provided global logistics services, including air freight, ocean freight, customs clearance, projects and much more. [More](#)

At Fracht, we understand that it is not our sophisticated computers and systems that ensure successful management of your projects. Our people do! We require regular

training for our employees to stay at the forefront of international freight forwarding. When you hire Fracht, you know that your global logistics team is staffed with certified transportation specialists.

Follow the lead of other world class companies using Fracht Companies ranging from small family-owned businesses to the largest manufacturers in the world count on Fracht to

handle their international logistics. Our client list includes numerous Fortune 500 companies as well as lots of small and medium sized companies.



We enjoy continued customer loyalty due to our high standards of service. At Fracht you do not get shuffled around in an anonymous organization. Despite our international expansion, we have remained a family-owned business. We are never pressured to compromise service quality in favor of next quarter's profits. Our vision of developing long-lasting partnerships with our customers is as strong

today as it was when Ruedi Reisdorf founded Fracht over 50 years ago. Discover for yourself your competitive edge when using Fracht as your global logistics team. [More.](#)

Walter Groeli, Vice President, Business Development Midwest Fracht FWO Inc. Cell phone 630-363-9919

GF Machining Solutions

GF Machining Solutions is the world's leading provider of machines, Automation solutions and services to the tool and mold making industry and to manufacturers of precision components. [More.](#)

Gisbert Ledvon, Director of Business Development, GF Machining Solutions

Honorary Consul for Switzerland in Chicago

The Embassy of Switzerland is pleased to announce that the Federal Council of Switzerland appointed an Honorary Consul in Chicago. Mr. Joerg Oberschmied assumed his new duties of safeguarding Swiss interests in the region as of July 1, 2014.

Consulate of Switzerland in Chicago
201 Victoria Lane
Elk Grove Village, IL 60007, USA
Phone : +1 312 505 5406
E-mail: chicago@honrep.ch

Please note that the Embassy of Switzerland in Washington is responsible for all consular matters.

Haag-Streit USA's Newest Division Faced Unique Challenges



Created in early 2013, Haag-Streit USA's Surgical Division began offering a line of the

most advanced surgical microscopes designed to generate new levels of accuracy and precision performance in Ophthalmic, Neuro, Spine, ENT and Plastic surgery.

“When the Surgical Division was created, we knew we'd have many obstacles to overcome as we entered a new marketplace, especially as a multi-national company, with our headquarters in Switzerland, our marketplace in the U.S., selling microscopes manufactured in Germany,” said Mike Luley, Vice-President, Surgical Division “But we also knew we had a great product and a great team, so no problem was insurmountable.”



With an education and background in International Business Management, Luley understood the normal issues a multi-national

company faces, such as differences in communication and culture, would be magnified when creating a new division.

“There were a lot of decisions to make that had to be assessed through a multifaceted international perspective,” Luley said. “We knew we faced a unique, highly specialized market where trust is an invaluable commodity. Surgeons have to be able to trust explicitly the people who provide them with equipment and materials.”

The Haag-Streit team decided the optimal choice would be to use independent representatives to bring the surgical microscopes to the marketplace.

“We contracted with representatives that specialize in surgical equipment and have solid connections with their customers,” Luley said. “Relationships were key and knowledge of the product was paramount.”

The model is working well and the Surgical Division is a success, due to the quality of the surgical microscopes, the people helping introduce them to the U.S. market, and the precise and dynamic execution of the business strategy.

After bringing together partners from Switzerland, Germany and the U.S. to help launch the new division, Luley looks back on the process with some perspective.

“Every country’s marketplace is unique,” Luley said. “What works in one, doesn’t necessarily work in another. If you try to execute a marketing plan in one country the same as you might another, the chance of success plummets. Knowing the different cultural and business norms and practices is vital if you want your business to compete in today’s global marketplace.”

Haag-Streit USA, Inc., is a leading provider of instruments and medical- practice equipment for ophthalmologists, optometrists and opticians, surgeons and other medical practices. Haag Streit’s international headquarters are located in Koeniz, Switzerland and its US operations are based in Mason, Ohio, in the Greater Cincinnati Area.

The Art of Gear Grinding

Today’s Transmission with Reishauer Gear Grinding Technology inside



Gear Grinding Technology

Reishauer gear grinding technology is designed to provide the most productive and precise hard finishing process for automotive transmission gears. It

includes Reishauer machine tools, abrasives, dressing tools and

workholding, peripheral equipment like coolant filtration systems and gear handling equipment as well as process engineering and gear functionality engineering.

Invented by Reishauer in 1945, our extensive experience in Generating Gear Grinding machines led to today's machine construction optimized for low vibrations imbedding powerful grinding- and workspindles with high torsional



stiffness. The quality core of the machine is the electronic gear box. Developed by Reishauer, it is a multi axes control system of unmatched performance. The twin workspindle concept, the integrated oil spin-off and the automated setup of grinding and dressing reduce the none-productive times to a minimum. The combination leads to floor-to-floor times that are lower compared to the average times achieved on other gear grinding machines. Neutral CPU (cost per unit) calculations from our customers confirm the significant reduction of the CPU of Reishauer-ground when compared with the competition. Modern CPU calculations include the setup time into the productive takt-time due to running increasingly smaller lot sizes. The computer guided setup is a unique feature found on Reishauer machines. The outstanding setup-technology on Reishauer machines lowers the CPU compared to similar machines.

Reishauer does not only strive for customer satisfaction with gears ground at highest productivity and constant best quality but also puts the focus on the functionality of the ground gear. Functions like gear noise and gear load capacity in the transmission are systematically targeted with specific working modules in the grinding machine.

Gear noise emission

Reishauer developed a system that impacts the surface structure during continuous generating grinding called LNS (Low Noise Shifting). With LNS the noise emission of a ground gear pair sinks under the level



of a conventionally hard finished gear pair. Reishauer has developed the possibility of topological gear grinding to reduce transmission error. Topological generating gear grinding includes gear flank modifications like specific lead twist (bias) or edge relief. The Twist Control technology is a unique feature for Reishauer machines.

Load capacity

Highly productive dressing tools and processes allow for root or root radius grinding to ensure the continuous transition from the root of the gear tooth to the active flank minimizing the danger of tooth breakage. Topological grinding helps to create ideal contact patterns to avoid load related gear failures like pitting.

World class transmission manufacturers trust Reishauer Gear Grinding Technology to ensure highest performance and reliability of their products at the lowest production cost per unit. Applications range

from planetary pinions for automatic 6, 8 and 9-speed transmissions ground on Reishauer RZ 60 machines to speed gears and shafts for dual clutch transmissions ground on Reishauer RZ 160 machines and final drive ring gears for any transverse gearbox ground on RZ 260 machines. The larger Reishauer machines cover not only the large gears in car transmissions but also the gears for heavy truck transmissions.

Charitable giving in a time of uncertainty

Provided By: Allen Carter, Executive Director, UBS Financial Services



UBS

In the current economic environment, smart giving requires the same carefully constructed, strategic thinking that we apply to the rest of

your finances. Even during the recession, almost half of all donors made gifts at the same level as in years past, with 26% of donors actually increasing their gift levels.* We need to be sure your philanthropic efforts are aligned with your other financial strategies so that charitable aspirations aren't fulfilled at the expense of important objectives, and vice versa.

Most people practice a form of "checkbook philanthropy," which involves simply writing checks regularly to a particular organization, or randomly in response to requests from multiple organizations and individuals. While donating cash is simple and straightforward, it doesn't always offer optimal tax advantages. Donating appreciated securities—instead of selling the securities first, paying capital gains tax and then contributing the proceeds—may be a better alternative. If the charity sells the stock after it receives the donation, as a tax-exempt organization, it will not pay tax on the capital gains triggered by the sale.

Charitable giving vehicles

Besides what to donate—cash, securities or tangible assets like cars and art—another major issue to consider is how. You may choose to give to charity outright or donate through a charitable vehicle, such as a donor advised fund, private family foundation, charitable trust, gift annuity or pooled income fund. All offer various tax benefits but differ in their structure and administrative requirements. Three of the most common are:

- *Donor advised funds.* The fastest growing form of philanthropy, donor advised funds offer a simple and organized way to give. Donors make tax-deductible contributions of cash or securities to the fund, and can direct the fund to make grants to charities of their choice. Contributions are invested and professionally managed, giving donors the potential to have their contributions grow and make larger grants over time.

- *Charitable trusts.* Charitable trusts offer an immediate income tax deduction and can be structured to provide an income stream to either the donor or the charity. Charitable Remainder Trusts allow the donor to transfer assets to the trust and receive payments for a certain term,

with the charity receiving any remaining assets at the end of that term. Charitable Lead Trusts pay the income stream to the charity, with any remaining assets in the trust passing to the donor's heirs free of gift and estate taxes.

- *Private foundations.* Private foundations are often established with larger donations by an individual or family to further a charitable purpose. They offer donors control over grants and a way to encourage heirs to get involved in philanthropy. Private foundations, however, can have high administrative costs, offer a more limited income tax deduction, and require an annual distribution to charity of 5% of foundation assets.

If you'd consider yourself a checkbook philanthropist or you just want to know how to get more out of your charitable giving, let's talk about ways to make your philanthropy more organized and effective. We can discuss:

- Which organizations you want to support
- How to track and organize your gifts
- If you want to direct how funds should be used
- Ways to encourage the next generation to become philanthropists in their own right

I look forward to talking with you about how we can integrate charitable giving with your overall wealth management plan. If you have any questions in the meantime, please don't hesitate to contact me.

*The 2008 Study of High Net Worth Philanthropy, "Issues Driving Charitable Activities Among Affluent Households," Center on Philanthropy at Indiana University, Sponsored by Bank of America and Merrill Lynch, March 2009.

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Strausak, a subsidiary of Rollomatic Holding, is returning to the USA and debuted a new flexible, high-accuracy, 5-axis CNC tool grinder, U-Grind, during IMTS 2014.



Strausak AG, Lohn-Ammannsegg, Switzerland, exhibited at the IMTS (International Manufacturing

Technology Show) this September in Chicago, IL. Hank Ecker, previously regional sales manager at Rollomatic Inc., has assumed the role of president for Illinois-based Strausak Inc. and will be responsible for the company's North American operations.

U-Grind offers the following features:



- Excellent thermal stability to facilitate consistent and accurate small batch production and regrinding, as well as a unique design for high-precision tool grinding.



- Standard automatic wheel changer, direct-drive grinding spindle 12 kW (17HP) and optional auto loader.



- Automatic quick-change system for collet change and for changing basic tool holder ISO-50 taper.



- Optional touch probe for grinding wheels qualification.
- NUM Fleximum control and the latest generation of NUMROTOplus tool grinding software.
- Software available for all types of cutting tools, including complex step/form tools, hobs, burs, shape cutters, T-slot cutters, high performance endmills and drills, routers, form tools, porting tools and more.
- Authorized drill point grinding for well-known manufacturers, including K-land grinding.
- 3D tool simulation, machine animation and collision checking.
- Digitizing of existing cutting edges for regrinding or grinding pre-fluted tools.

Strausak Inc. in Mundelein IL will draw on resources from Rollomatic Inc, and will provide outstanding service and support from their North American headquarters in Mundelein, IL, For more information, visit: www.strausakusa.com, or e-mail solutions@strausakusa.com.

North American Headquarters: Strausak Inc.
 1295 Armour Boulevard Mundelein, IL 60060
 Phone. 866-713-6398
 Contact: Hank Ecker, Strausak Inc. E-mail: hecker@strausakusa.com

Platit® is very proud to announce that it has past the "400 Mark" of sold and installed equipment. Platit is known as a very innovative company with a strong support policy which prides itself on "being there when you needs us".



Platit's coating machines are very suitable for integration into the manufacturing process. This creates the opportunity to:

- Generate new coatings (such as nanocomposites) and coating brands
- Reduce logistics, transport, and storage costs
- Operate with own pre-treatments, tool geometries and keep them confidential
- Manage the quality and timeline for entire production internally
- Create earnings through coating in-house which does not require more staff than that for standard logistics, packaging, shipping and working with a job-coater.

Using Platit's engineering to bringing cutting tool coating in house provides important benefits:

- Complete control of the coating process.
- Full knowledge of the coating process internally
- Competitive advantage based on the superior technology and quick turnaround of the tools
- The ability to offer customer optimum coatings for the applications

With the trend of tool coating moving from the job coating centers and into manufacturing Platit is poised to be the Best-in-Class choice for the in-house tool production. Platit brings the latest "dedicated coatings" to the today's marketplace.

Platit has its US office centrally located in the Chicagoland area (Libertyville, Illinois). For more information please call 855-4PLATIT or email: pv coating@platitusa.com [More](#)

Vast Range of Logistical Services



American Lamprecht Transport Inc. offer a wide range of logistics services including warehousing and

distribution. As a licensed customs house broker we handle customs clearances around the clock through electronic interface (ABI link) with US Customs and Border Protection. Our trained specialists have in house processing capabilities for duty drawback, T.I.B., Carnet ATA and protests including remote filing (RLF) service in all customs ports throughout the United States. Air and ocean freight have played a key role at our company from the start. We provide regular services from and to all major commercial centers of the United States. American Lamprecht Transport Inc. is a validated and certified participant in the US

Customs Trade Partnership Against Terrorism (C-TPAT) program, a key requirement for fast, secure air and ocean freight. Our C-TPAT certification covers all our air and ocean consolidations, customs brokerage services, Non-Vessel Operating Common Carrier (NVOCC) and ocean transportation intermediary services. We offer individually tailored air and ocean freight solutions in partnership with leading air and maritime carriers. Whether you are shipping a parcel, have project cargo or are managing a whole supply chain, you can depend on top notch service from American Lamprecht Transport Inc.

The Company

American Lamprecht Transport Inc. was incorporated in 1969 in New York as subsidiary of Lamprecht Transport Limited, founded in 1945 by A. Lamprecht. Since then, the Swiss company is family owned. Many years of hard work and the tireless commitment of our employees have brought one success after another.

The specialists at our strategically located branches in Chicago, New York, Los Angeles, Houston and Duncan, SC know what matters in today's shipping business. That is why we believe in partnership based on mutual respect among all parties – the cornerstone of a lasting and successful business relationship.

[More](#)

The Swiss Center of North America

The Swiss Center of North America in New Glarus has been awarded the Wisconsin Historical Society's 2014 Governor's Award for Archival Achievement.



The Society and the Wisconsin Historical Records Advisory

Board recommended the Swiss Center of North America, Beth Zurbuchen, president, for the award in light of the nonprofit Swiss cultural center's work developing a significant research collection on Swiss-American heritage.

"I am deeply honored that archival experts recognized the work we've done to preserve the Swiss story and that our Donald G. Tritt Archive and Library is a valuable resource providing a deeper understanding of heritage through preserved and accessible records that document our diverse and rich history," Zurbuchen stated.

The Swiss Center's collection includes:

- "Die Grutliener," an early Swiss-American newspaper published by the Nord Amerikanischen Gruetli-Bundes. The only other known U.S. copies are held by the New York Public Library. The Swiss Center has a more volumes that New York.
- From 1865-1870, the organizational minutes of the Swiss fraternal society Nord Amerikanischen Gruetli Bundes.

- "Helvetiorum Respublica," written in Latin by renowned Swiss historian Josias Simmler, and printed in 1627. It is the oldest document in the Tritt Library.
- The Library also holds on microfilm and hard copy many Swiss American newsletters and newspapers on the "Amerikanische Schweizer Zeitung," 1884-1982, "Swiss American Review," 1973-1986, and many others.

Switzerland Tourism introduces new Market Manager for the Mid West

On August 18th, Evelyn Lafone has taken up her position as Market Manager US Mid West and she is responsible for the travel trade relations in the Midwestern USA. She is succeeding Mirko Capodanno, who was appointed District Manager Western USA in Los Angeles earlier this year.



Evelyn Lafone is an experienced tourism marketing professional and worked in various Media and Trade positions for Switzerland Tourism. In 2005 she took over the position as Market Manager UK & Ireland, and consequently was leading this market very successful. In the beginning of 2010 she was appointed Market Manager Australia & New Zealand and has been in charge of the development of this market since then. In her role as Market Manager Canada and US Mid West, Evelyn Lafone is based in Toronto. The latest statistics show a growth of US overnights in Switzerland of almost 2% for the first half of 2014 (compared with the same period in 2013).

Lithuanian Consulate General will represent Switzerland in Chicago for Schengen Visas

The Embassy of Switzerland in the United States of America reports that there is a new bilateral agreement between the Federal Department of Foreign Affairs of the Swiss Confederation and the Ministry of Foreign Affairs of the Republic of Lithuania in regards of the representation for the purpose of examining applications and issuing visas for short stays in the Schengen area. Visa applicants originating from the consular district of Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota and Wisconsin should apply for the Schengen visa at the Consulate General of Lithuania in Chicago. [More](#)

Chicago Film Festival

The 50th Chicago International Film Festival is just around the corner! We have an exciting selection of films from Switzerland as part of this year's program.



The Chicago International
Film Festival

October 9-23, 2014
Presented by
Cinema/Chicago

For the complete Festival Schedule, please click here:

<http://www.chicagofilmfestival.com/festival/2014-schedule/films/>

Upcoming SABC Events 2014

- Swiss-American Business Council Christmas Dinner Party, Tuesday, December 2, 2014, at the elegant Four Seasons Hotel in Chicago. More information will be soon posted on the SABC website.

Past SABC Events 2014

- [Executive Roundtable Dinner: Are Governments Telling us the Truth? Wednesday, Oct 1, 2014](#)
- [September 9 - SABC exclusive breakfast event hosted by UBS](#)
- [September 9 - The Odyssey Dinner Cruise](#)
- [August 6 - Hot August Night: International Summer Social Cruise & Fireworks Display](#)
- [July 31 - National Day of Switzerland](#)
- [May 29 - "Navigating A World Without Borders" Seminar](#)
- [May 28 - Executive Roundtable Dinner featuring Haag Streit](#)
- [February 26 - SABC Annual Meeting](#)
- [February 20 - Briefing and Tour of Haag-Streit](#)
- [January 15 - Global Trade Outlook 2014](#)

Swiss-American Business Council (SABC), P.O. Box 64975, Chicago, IL 60601 U.S.A.

Tel: (312) 508-3340

Email: events@sabcnow.com

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