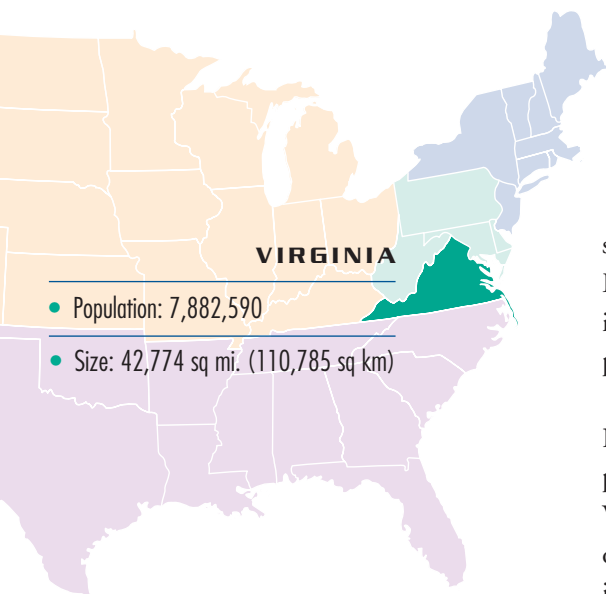


Yes Virginia!

Why German Companies Love Virginia

by Nicola Michels,
GACC New York



Virginia attracts German investment - the largest European economy is Virginia's biggest investor with 71% of the Commonwealth's total \$17.7 billion FDI. 130 German subsidiaries are located in the Old Dominion State creating over 15,000 jobs. Historically, Germany has always been one of the largest investors in VA. Here are some stats: Since 2003, Germany has claimed either the 1st, 2nd, or 3rd place spot in terms of investment in VA. Especially many large manufacturing facilities are owned by German parents.

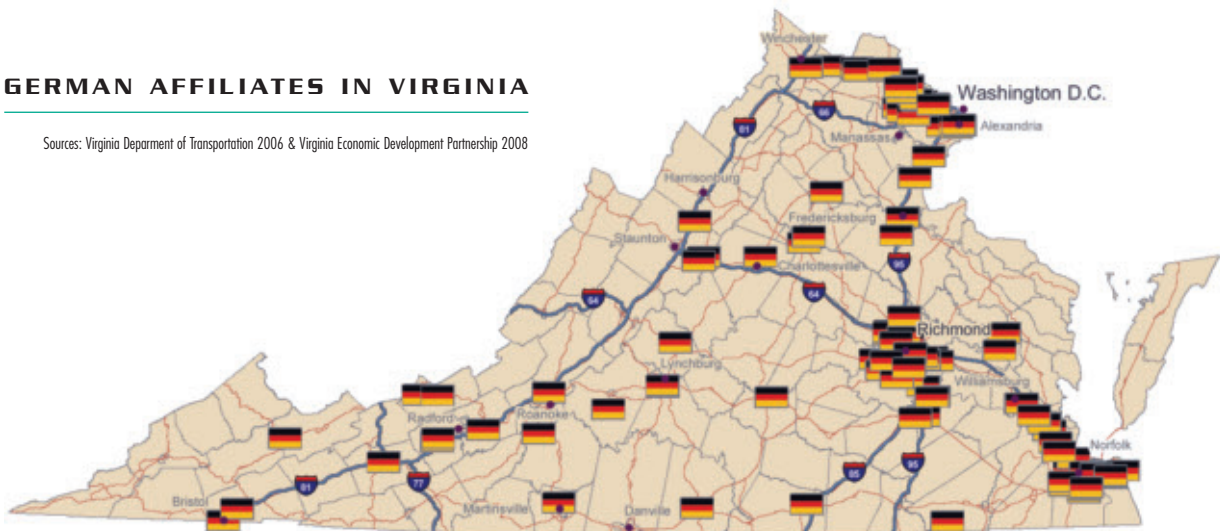
Perhaps German companies simply know what's good: In 2009 Virginia again ranked number one with the best business climate in the country for the fourth straight year (Forbes). In comparison to the rest of the country,

Virginia's economy is in a healthy state. Its 6.5% unemployment rate is fifth lowest in the country. Virginia is the only state ranked in the top 20 in each of the six broad categories. The state finished in the top three in half of those categories (labor supply, regulatory environment and quality of life). Virginia's \$325 billion economy is expected to be the 10th largest in the U.S. in 2009.

The state benefits from a highly educated workforce that is expected to expand over the next five years. Energy costs are 30% below the national average. The state's tort environment ranks fifth best in the country, according to California think tank Pacific Research Institute. The state government's finances are in good shape - it's held on to a top AAA rating from Moody's since 1971.

GERMAN AFFILIATES IN VIRGINIA

Sources: Virginia Department of Transportation 2006 & Virginia Economic Development Partnership 2008



NAME OF FIRM	CITY	WEBSITE	PARENT COMPANY
ADC, The Map People	Alexandria	www.adcmap.com	Langenscheidt KG
Adva Optical Networking North America, Inc.	McLean	www.movaz.com	ADVA AG Optical Networking
Ain Plastics	Virginia Beach	www.airplastics.com	Thyssen Krupp Materials NA Inc.
American Commercial, Inc.	Abingdon & Bristol	www.americancommercial.com	DYWIDAG-Systems International
American Hofmann Corp.	Lynchburg	www.americanhofmann.com	American Hofmann Corporation
American Rheinmetall Munition Inc.	Stafford	www.americanrheinmetall.com	Rheinmetall Defence
AMK Drives And Controls, Inc. USA	Richmond	www.amkdrives.com	Arnold Mueller Kirchheim GmbH
ASB Greenworld Inc.	Mattaponi	www.asbgreenworld.com	ASB Gruenland Helmut Aurenz GmbH and Co.
Audi Of America, Inc.	Herndon	www.audiusa.com	Audi
Bauer Compressors, Inc.	Norfolk	www.bauercomp.com	Bauer Kompressoren GmbH
BAX Global	Sandston	www.baxglobal.com	Deutsche Bahn AG
Belfor USA	Chesapeake		Belfor Holdings Inc.
Berliner Glas US	Williamsburg	www.berlinerglas.com	Berliner Glas KG Herbert Kubatz GmbH & Co.
Berryville Graphics, Inc.	Berryville	www.bvgraphics.com	Bertelsmann AG
Beta Systems Of North America	Herndon	ww2.betasystems.com	Beta Systems Software AG
BHK Of America, Inc.	South Boston	www.bhkofamerica.com	BHK - Holz-und Kunststoff KG
Block USA L.P.	Chesapeake	www.blockusa.com	Block Transformatoren-Elektronik GmbH
Boehringer Ingelheim Chemicals	Petersburg	www.boehringer-ingelheim.com	Boehringer Ingelheim GmbH
Borgwaldt-KC Inc.	Richmond	www.borgwaldt-kc.com	Heinr. Borgwaldt GmbH
Busch Manufacturing Company	Virginia Beach	www.buschpump.com	Dr. Ing. K. Busch GmbH
Business Objects	McLean	www.businessobjects.com	SAP AG
Carl Zeiss Optical, Inc./Carl Zeiss Vision, Inc.	Chester	www.zeiss.com	Carl Zeiss AG
Ceotronics	Chesapeake	www.ceotronicsusa.com	Ceotronics AG
CFW Information Services Inc.	Waynesboro	www.ntelos.com	Telegate AG
Ciba Specialty Chemicals Water Treatments, Inc.	Suffolk	www.cibasc.com	BASF SE
Clariant International, Ltd.	Winchester	www.clariant.masterbatches.com	Clariant International
Cognitec Systems Corporation	Herndon	www.cognitec-systems.de	Cognitec Systems GmbH
Continental AG	Newport News	www.usa.vdo.com	Continental AG
Continental Teves Inc.	Culpeper	www.conti-online.com	Continental AG
Coperion Corporation, Inc.	Wytheville	www.coperion.com	Coperion Corporation/Coperion Holding
DB Schenker International Inc.	Virginia Beach	www.dbschenkerusa.com	Duetsche Bahn AG
Degesch America, Inc.	Richmond & Weyers Cave	www.degeschamerica.com	Detia Degesch GmbH
Delphin Technology Corp.	Glen Allen	www.delphintech.com	Delphin Technology AG
Detecon, Inc.	Reston	www.deteconusa.com	Detecon GmbH
Deutsche Post Global Mail, Ltd.	Chantilly	www.dhl-globalmail.com	Deutsche Post AG
DHL Global Forwarding	Richmond	www.dhl.com	Deutsche Post AG
Dichtomatik Americas	Round Hill	www.dichtomatik.com	Dichtomatik GmbH
Eltromat Electronics, Inc.	Chesapeake	www.eltro.com	Eltromat Electronics GmbH
Emblem USA	McLean	www.emblem-usa.com	Dataplot GmbH
EPT Automotive	Chester	www.eptusa.com	ept GMBH & Co. KG
ESI International	Arlington	www.esi-intl.com	IIR
Evonik Goldschmidt Corporation	Hopewell	www.evonik.com	Evonik Industries
Frenzelit North America, Inc.	Purcellville	www.frenzelit.net	Frenzelit Werke GmbH & Co. KG
Fresenius USA, Inc.	Lorton	www.fmca.com	Presenius Medical Care AG&CO.
G & D America, Inc.	Dulles	www.gdai.com	Giesecke & Devrient GmbH
G-U Hardware, Inc.	Newport News	www.g-u.com	Gretsch-Unitas Group
Hanson Pipe And Precast	Ashland, Chesapeake, Richmond & Roanoke	www.hansonpipeandproducts.com	HeidelbergCement Group
Hanson Pipe And Precast - Petersburg Block	Prince George	www.hansonpipeandprecast.com	HeidelbergCement Group
Hapag Lloyd America, Inc.	Virginia Beach	www.hapag-lloyd.com	Hapag Lloyd AG
Hauri Richmond, Inc.	Richmond	www.hauririchmond.com	Koerber AG
Heckler & Koch, Inc.	Ashburn	www.hecklerkoch-usa.com	Suhler Jagdund Sportuaffen Holding GmbH
Heintzmann Corporation	Cedar Bluff	www.heintzmann.com	Bochumer Eisenhutte Heintzmann GmbH
Hermes Abrasives, Ltd.	Virginia Beach	www.hermesabrasives.com	Hermes Schleifmittel GmbH & Co. KG
Hermle Black Forest Clocks	Amherst	www.hermleclock.com	Franz Hermle & Sohn
HHH, A Division. Of Hohner, Inc.	Glen Allen	www.hohnerusa.com	Matth. Hohner AG
HQ Kites And Design USA	Chesapeake	www.hq-kites-usa.com	Invento GmbH
IDT Biologika Corporation	Herndon	www.idt-biologika.com	IDT Biologika GmbH



**Stefan Jacoby, President and CEO,
Volkswagen Group of America**

Why Virginia?

VOLKSWAGEN

GROUP OF AMERICA

"We felt it was important for Volkswagen to be closer to our customers in order to increase competitiveness and achieve a sharper focus on key markets. In researching a new location, it became apparent that Northern Virginia and the Greater Washington, DC area had the skilled and diverse workforce we were seeking. Additionally, Virginia had the right business environment, market access and infrastructure. Herndon specifically offered proximity to Dulles International Airport, a large factor for a global company such as Volkswagen."



**Sean O'Keefe,
CEO of EADS North America**



"We chose to base our North American operations in Virginia in order to be close to our customers at the Pentagon. The U.S. is the world's largest purchaser of defense products. In order to be part of that supply chain, most of the world's largest defense companies naturally want to have a presence here. With its many institutions of higher education, Virginia also offers a readily available skilled workforce. Many of our employees also have military leadership backgrounds. People want to stay here after they graduate or retire from active duty because it's such an accessible area: an urban center that offers many choices for living and leisure activities, combined with excellent public transportation and education."



**Peter Mueller, EVP Operations
STIHL, INC.**



"The decision to put STIHL Inc., in the Tidewater area of Virginia was because of the very able labor market consisting of military veterans. There was also access to a deep-water port and many trucking options to serve the world's largest chain saw market. 36 years later, our 2,000 employees are building the world's most reliable outdoor hand-held power equipment and shipping to more than 90 foreign countries from Virginia Beach."

VIRGINIA FACTS

- **Location:** Located midway between New York and Florida, Virginia is the gateway to the South. It is also sometimes classified in the Mid-Atlantic region. The Commonwealth is bordered by Washington, D.C., the nation's capital, and Maryland to the north; the Atlantic Ocean to the east; North Carolina and Tennessee to the south; and West Virginia and Kentucky to the west.
- **Geography:** Western Virginia is mountainous, covered by the Allegheny and Blue Ridge mountains with the great Shenandoah Valley falling between the ranges. The central piedmont region, with its rolling hills, flattens out into the sandy coastal plain toward the Atlantic Ocean.
- **Climate:** Mild with four distinct seasons
- **Major Industries:** Manufacturing, exports, tourism, which accounted for \$13.1 billion in 2000 - up from \$12.4 billion in 1999 - and employed more than 200,000 workers, high technology and agriculture
- **Capital:** Richmond (since 1780)

NAME OF FIRM	CITY	WEBSITE	PARENT COMPANY
Ifco Systems North America Inc.	Richmond	www.ifco-us.com	IFCO Systems N.V.
IMS Gear Inc.	Virginia Beach	www.imsgear-usa.net	IMS Gear GmbH
Independent Container Line Limited	Richmond	www.icl-ltd.com	ICL Group
Innovations In Transportation, Inc.	Chesapeake	www.initusa.com	INIT (Innovation in Traffic Systems) AG
Kaeser Compressors, Inc.	Fredericksburg	www.kaesercompressors.com	Kaeser Kompressoren GmbH
Kettler International, Inc.	Virginia Beach	www.kettlerusa.com	Heinz Kettler GmbH & Co. KG
KSB, Inc.	Richmond	www.ksbusa.com	Klein, Schanzlin & Becker AG
Lehigh Cement Company	Richmond	www.lehighcement.com	HeidelbergCement Group
Lehigh Portland Cement Company	Norfolk & Waynesboro	www.lehighcement.com	HeidelbergCement Group
Lenzkes Clamping Tools Inc.	Christiansburg	www.lenzkesusa.com	Lenzkes Spanntechnik GmbH
Leschaco Richmond Inc.	Richmond	www.leschaco.com	Lexzau, Scharbau GmbH & Co.
Liebherr America, Inc.	Newport News	www.liebherr.us	Liebherr Group
Linde Inc. - Chester	Chester & Hopewell	www.boc.com	Linde Group
Lohmann Specialty Coatings	Orange County	www.lohmanncorp.com	Lohmann GmbH & Co. KG
Mcairlaid's Inc.	Rocky Mount	www.mcairlaid.com	McAirlaid's Vliesstoffe GmbH & Co. KG
Mehler Engineered Products	Martinsville	www.mehler-ag.de	Mehler AG
Mombaur International Consulting Solutions LLC	Toano	www.mombaur-testit.com	Mombaur GbR
Muhlbauer Inc.	Newport News	www.muhlbauer.com	Muhlbauer AG
M-U-T America, Inc.	Richmond	www.mut-group.com	m u t AG
Nanofocus USA	Glen Allen	www.nanofocus-ag.com	NanoFocus AG
NBB Controls, Inc.	Richmond	www.nbbcontrols.com	NBB Controls & Components AG
Ondal USA Inc.	Richmond	www.ondal.com	Ondal Industrietechnik GmbH
Orbis America, Inc.	Vienna	www.orbisusa.com	Orbis AG
Pari Innovative Manufacturers	Midlothian	www.pari.com	Paul Pitzau Pari Werke GmbH
Quappa Inc.	Leesburg	www.quappa.com	Algorithmic Solutions Software GmbH
Rehau Incorporated	Leesburg	www.rehau.com	Rehau GmbH
Rheingold USA	Richmond	www.rheingold-gmbh.com	RheinGold GmbH
Riverside Industries LP	Farmville		E. und P. Wurtz GmbH & Co. KG
Schenker International Inc.	Richmond	www.schenker.com	Duetsche Bahn AG
Schock Metal America Inc.	Chesapeake	www.schockmetal.com	Schock Metallwerk GmbH
Secucontrol Inc.	Alexandria	www.secucontrol.com	Secucontrol GmbH
Segus Inc.	Reston	www.segus.com	Software Engineering GmbH
Siemens Companies	Fairfax, Reston, Richmond & VA Beach	www.siemens.com	Siemens AG
Silex Media Americas	Centreville	www.silexmedia.com	Silex
Software Ag Inc., USA	Reston	www.softwareagusa.com	Software AG
Solo Incorporated	Newport News	www.solousa.com	Solo Kleinmotoren GmbH
Stihl Incorporated	Virginia Beach	www.stihlusa.com	Andreas Stihl Maschinenfabrik
Synerject Llc	Newport News	www.synerject.com	Continental AG; Orbital Engine Corporation
Teka North America, Inc.	Chesapeake	www.teka.de	Teka Maschinenbau GmbH
Tmd Friction, Inc.	Dublin	www.tmdfriction.com	TMD Friction Holding, GmbH
T-Mobile USA	Richmond	www.t-mobile.com	Deutsche Telekom
Triangle Brick Company, Inc.	Portsmouth	www.trianglebrick.com	Roeben Tonbaustoffe GmbH
U.S. Filter Process Water Group	Richmond	www.usfilter.com	Siemens AG
Universal Dynamics Inc.	Woodbridge	www.unadyn.com	Mann + Hummel GmbH
V & S Bristol Galvanizing	Bristol	www.hotdipgalvanizing.com	Voigt & Schweitzer
Vital Sensors, Inc.	Richmond	www.vital-sensors.com	Vital Sensors GmbH
Vitruan Corporation	Waynesboro	www.vitruan.com	Vitruan Textilglas GmbH
Vogel Lubrication, Inc.	Newport News	www.skf.com/portal/skf-vogl	SKF Group
Volkswagen Of America, Inc.	Herndon	www.volkswagengroupamerica.com	Volkswagen AG
Walter Grinders, Inc.	Fredericksburg	www.walter-ag.com	Walter AG
Wavelight Laser Incorporated	Sterling	www.wavelight-laser.com	Wavelight Technologies AG
Weidmuller USA	Richmond	www.weidmuller.com	Weidmuller Interface GmbH & Co.
Wiwa L.P.	Chesapeake	www.wiwa.com	Wilhelm Wagner GmbH & Co. KG
Würth Revcar Fasteners	Richmond	www.revcars.com	Adolf Würth GmbH & Co. KG
Würth Revcar Fasteners	Roanoke	www.revcars.com	Adolf Würth GmbH & Co. KG
Zeller + Gmelin Corporation	Richmond	www.zeller-gmelin.com	Zeller & Gmelin GmbH & Co. AG
Zestron America	Manassas	www.zestron.com	Zestron Europe