

Message from the Vice Chair – Steven Walton

What does IERG stand for? I get this question often by both IERG members and prospects. After all, IERG members come from different backgrounds, have joined at different times in our careers, for different reasons and with different expectations. However, there is a core that unites us: ***IERG is an organization for international executives who have the shared experience of living and doing business in unfamiliar countries. We join together to enrich our talents and knowledge, build our global contacts, expand our base of referrals, and grow our professional opportunities.*** We the members make this a reality by working together as follows:

- actively seek new member candidates to join our community expanding IERG depth and breadth
- contribute expertise and time in building and operating our volunteer organization
- actively promote and present IERG to the outside world as the premier global business resource and thought leader
- Timely and direct response to IERG member requests for information

Last Minute Bulletin

"The International Executive's Resource Guide: Stories Of International Business Success Across Geographies, Industries, and Cultures" is **now available** as a free download on our website: <http://tinyurl.com/Int-Execs-Resource-Guide>. Many thanks to the ten contributors. [George Farina](#) and [Suzanne Garber](#). Interested in contributing to future editions of this e-book? Contact IERG Board Member [Suzanne Garber](#)

Membership – Venu Chepur

IERG hasn't just happened to us - one of our friends thought we were worthy of it.

Life demands from us to share what we have been endowed with – that's giving! So let's take a little time to invite our friends to IERG.

Please call your friends to be one of us. Invite them to your chapter meetings and/or simply forward this link for them to fill out the Membership Application online: <http://tinyurl.com/IERG-Membership-Application>

Here are links to **interesting material to share with your friends**:

- **Who are we?:** <http://tinyurl.com/Who-is-IERG>
- **Benefits of IERG to Prospective Members:** <http://tinyurl.com/IERG-Benefits-of-Membership>

It is easy and rewarding for you to sponsor your friend.

Member Corner

[Nevil Ede](#) is now the President of the newly formed EXOTEX Inc., the Advanced Materials Division of Westport CT based, GTherm Inc.

Focused on the development and production of high-performance Fiber Reinforced for GTherm's Energy and EOR concession development, EXOTEX is also seeking partners in other industry verticals including construction, transportation and automotive.

EXOTEX's patented materials as well as patented production techniques allow the properties and performance of production to be varied along a unit's dimensions i.e. length.

EXOTEX's FRCs relatively low weight and low cost make it an effective replacement for carbon steel, stainless steel, aluminum and carbon fiber in a variety of different applications.

Any IERG members or their connections who have an interest in product manufacturing (FRC / FRPs, Chemical Engineering (polymers), pipe manufacture, industrial fiber weaving/spinning) or industry applications (EOR, SAGD, industrial piping & storage, construction materials, and transportation i.e. containers, truck freight, rail freight) are encouraged to contact Nevil.

[Richard Guha](#) is now Entrepreneur in Residence with [Connecticut Innovations](#). This is a part time, salaried position. Connecticut Innovations is the most active source of early stage Venture Capital on the East Coast, and a major source of later stage capital. Richard's role is to identify high potential growth companies and mentor the CEOs (as well as existing investments) to success. This is at no cost to qualified CT companies. In addition to this, Richard continues to mentor and advise companies outside Connecticut including globally, on a fee basis, as well as investors in private companies. He is always on the lookout for high potential companies wherever they are, or active investors who would like advice.

[Philip Rauh](#) - I am an investor and board member of a Swiss start up specializing in web meeting technology. Our product is based on [WebRTC](#) technology and designed to integrate easily into existing platform solutions. We are looking to enter the US market and are in search of distribution partners/ sales channels there. Please contact me directly with any ideas or leads you may have.

Chapter Corner

The [South Florida Chapter](#) recently had a successful meeting with fellow member [Marc Rosen](#), General Manager, Latin America [Welch Foods](#) as guest speaker. Marc addressed the issue of "Challenges and Successes of a Latin American Business." The meeting was sponsored by Diversified Search, which is one of the leading executive search firms covering international recruitment with emphasis on Latin America. Several executive representatives of the Agency attended the meeting including Marjorie Kean, a respected expert on executive search in Latin America.

The meeting, organized by Chapter Chair [Fred Suarez](#) and [Bill Hewins](#), was a big success with approximately twenty people participating, including members, guests and executives from [Diversified Search](#).

Directors' Global Corner



IERG board director [Roland Dietz](#) went on field visit for [CABI](#) in Europe and Africa. Roland is an independent board director with this UK company that works with farmers and

governments around the globe to improve agricultural infrastructure, encourage best practice and provide clinical diagnostic support for farmers. Work with the coffee research institute in Kenya has led to huge progress for farmers. Local smallholders (holding agricultural land smaller than a small farm) are able to send their kids to US based universities to acquire

academic degrees due to the improved results. As the focal director for IT/Innovation, Roland is very involved with the big data, mobile and content enrichment capabilities, amongst others. Later this year he will be in India and Malaysia for CABI.

"Mark Your Calendar"

8/13 CT – The IERG CT Chapter Summer Social at the [Barcelona Tapas and Wine Bar](#), Fairfield CT. **Bring a Guest!** Members or Guests register here: [Registration Link](#).

9/17 – The IERG California Chapter will hold a luncheon meeting in the Southbay area **jointly with the LA Chapter of MENG** at the Lido do Manhattan restaurant in Manhattan Beach, starting at 11:30 am. Members and guests are welcome. Contact: [John Lowe](#)

September NY – Shaun Higgins, former Ex. VP of Coca Cola, will speak at our event on life's "Third Chapter of Life" - preparing for an "encore career. He will discuss a roadmap for thriving in this "third chapter" of life.

9/28 Boston - Business networking meeting

10/13 NY- We plan to gather a panel of commercial attachés or other trade representatives from less visible emerging markets that may currently have greater potential than the ones that get all the media attention.

11/11 CA - IERG Webinar with [Faruk Bhagani](#) - an overview on the Iran market for the automotive, retail fashion and consumer products. Focus will be on opportunity for U.S. Companies.

Mid-November - The [Chicago Chapter](#) is planning its 5th International Forum: "**How Global Competition is Changing the Business Landscape in the Midwest**", to be held in mid-November in downtown Chicago. The Chapter's target audience is heads of local Midwest headquartered organizations whose businesses will be most impacted by foreign competitors. [Bill Stranberg](#), Event Chair is working with local IERG members and active non-members alike on panelist identification and recruitment, location details, selection of an event moderator and marketing and promotion. Previous annual Chicago Chapter International Forums have included panel discussions on Social Responsibility for Businesses, Colombia, China and Brazil.

Special Interest Groups

Private Equity SIG – Interested? Contact Co-Chairs: [Joe Falcao](#), [Scott Meyer](#), or [Mike Lorelli](#) Chairman Emeritus

Brazil SIG: Interested? Contact [Joe Falcao](#)