

ΕΜΠΟΡΙΚΑ ΝΕΑ

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Dear Friends and Business Partners

2010 was a challenging year for all of us.

The rapid deterioration of the Greek public finances put not only a considerable strain on the economic development of the country but also on the business relations with Austria.



But as Euripides said: Good friends prove themselves only in tough times...

...it is the same with good business relations too!

As I have already mentioned in the past, Austria was among the first countries in Europe which agreed to a support package for Greece. I would also like to clarify one thing: It is not true that the Austrian Minister of Finance was against the payout of the last tranche this year, as reported in some media. He only stressed that the payout was agreed to be made under certain conditions, which in the meantime have been fulfilled.

This year has also proved that especially in difficult times Austrians are reliable business partners and that we are determined to overcome the difficulties in this market together. Close personal relations are essential for a better understanding of the actual situation in the Greek market. To this end we have organized several events this year in spite of the general economic downturn.

In September we have organized an "International Symposium on Social Security and Pension reform" for an Austrian Banker Delegation.

In October we participated at the "5th international Exhibition Energy-Photovoltaic 2010" at MEC Paiania in Athens. Also in October we have organized together with the Austrian Timber Industry Association, proHolz, an Incoming Mission in Austria with Greek businessmen from the wood-sector. We followed up on this with a seminar on "Building with wood" in November 2010 in Thessaloniki.

Together with Invest in Greece we organized a "Greek Day" at the Federal Economic Chamber in December. Our "Greek Day" in Vienna included two main sessions. We discussed investment opportunities in the tourist sector and had a very informative event on "Investment Opportunities in Photovoltaic and alternative Energy". Both sessions were very well attended, which proves that Austrians are still very interested in the Greek market.

For 2011 we plan a Trade Mission to Cyprus from 23rd to 26th of January, where Austrian companies will attend several B2B meetings with the local business community. Should you be interested in participating, please do not hesitate to contact us. Together with the Austrian Embassy in Nicosia we will also organize "Austrian Days" in Limassol on January 27th and in Paphos on January 28th.

On February 2nd we will have an open day at our office in Athens. We would like to invite all of you to visit us from 3 pm onwards until midnight. There will be Austrian Wine and other Austrian specialties. Please confirm your attendance here:

athen@advantageaustria.org

Furthermore, I would like to inform you about some important changes that occurred in our office, this past year. In July 2010, our Marketing Officer, Mr. Lazaros Apostolidis has retired after almost four decades serving the Commercial Department of the Austrian Embassy. Mr. Nikolaos Karageorgos is the new Marketing Officer and we wish him all the best for his start at ADVANTAGEAUSTRIA.

We would all like to thank you for your trust in Austrian products and your continuous support.

All the best for a happy holiday season,

Bruno Freytag
Austrian Commercial Counsellor for Greece and Cyprus

Austrian companies are looking for business partners:

- o [Transformed glass products](#)
- o [Open profiles, welded profile tubes and profile systems](#)
- o [Healthcare projects - sales, financing, consulting & profit management GesmbH GESMBH](#)
- o [Wapotec Verfahrenstechniken zur Wasseraufbereitung GesmbH](#)
- o [MAGE SunFIXINGS GmbH](#)
- o [SIKO Solar GmbH](#)
- o [e-Ressource Österreich GmbH](#)
- o [Special machines, machinery and plant](#)
- o [Flexible solar energy and district heating pipe systems, technical insulation products etc](#)

Useful information

- o [Links](#)
- o [Say goodbye...](#)
- o [...and welcome...](#)
- o [Trade Fairs in Austria January - May 2011](#)

Austrian companies looking for partners

In this section we present to you a number of Austrian companies, which are looking for trade representatives, importers, buyers or co-operation partners in Cyprus and/or Greece. If you are interested in a co-operation, feel free to contact them directly! All company information is also available in German on www.advantageaustria.org/gr under "Business Opportunities".



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TRANSFORMED GLASS PRODUCTS

Offered: Services and Know How

As an internationally successful manufacturer of transformed glass products we provide metal construction and facade building companies with optimum support in realizing complex glass applications.

Are you interested? Please contact us direct.

Eckelt supplies customers in the construction industry, in particular for facade, roofing and interior projects, through the industry's usual distribution channels and aims to be the technological and market leader in the property sector.

The product range includes:

- SGG VARIO: Patented double-glazing system with the appearance of a complete glass facade
- SMOOTHLITE PRO: Glass-beaded projection screen with extremely high resolution
- FINS + BEAMS: Glass column and beam system
- SGG LITEWALL: System for point-fixed, flush-faced glazing
- SGG LITEPOINT: Glazed wall-cladding system for rear-ventilated facades and wall-claddings
- LITE-FLOOR®Xtreme: exciting glass solutions for stairs and floors

In keeping with its company philosophy "more than glass" Eckelt has achieved ISO 9001 quality management.



Correspondence can be in English or German





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OPEN PROFILES, WELDED PROFILE TUBES AND PROFILE SYSTEMS

Wanted: Direct Customers

Using cold rolling technology Welsper produces open profiles, welded profile tubes and complete profile systems made from steel, stainless steel and non-ferrous metals. Welsper products are noted for their strength and reliability and are in use worldwide - for example longitudinal chassis beams, tension rods, seat rails in high tensile/ weight-saving materials for automobile industry applications.

- Materials: hot rolled strip, cold rolled strip, galvanized steel, stainless steel (polished, brushed), pre-painted materials, aluminium and other non-ferrous metals
- Dimensions: strip thickness from 0.3 - 8mm, strip widths up to 800mm, profile lengths up to 27,000mm
- Processing methods: high frequency and laser technologies, punching, stamping, notching, follow-on punching, bending, drilling and all jointing techniques

Every year some 300,000 tons of steel and non-ferrous metals are processed into 120 million metres of profiles. More than 18,000 tailor-made products have been produced so far. The recently developed Welsper forming technology sets new standards in producing open and closed special profiles with complex cross-sections. These products go far beyond conventional cold-rolled profiles.



Correspondence can be in English or German.



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HEALTHCARE PROJECTS - SALES, FINANCING, CONSULTING & PROFIT MANAGEMENT GESMBH

Offered: Services and Know How

mc&m provides the following services:

- Consulting and profit management in the healthcare sector
- Radiology (PACS)
 - Project development of healthcare projects
 - Project development of medical technology projects



mc&m with its team of experts provides international knowledge in relation to the healthcare sector based on many years' experience in the areas of consulting, equipping and financing of healthcare projects for the benefit of its customers leading in turn to the development, sale and financing of healthcare projects on the basis of services which have been proved in practice.

Correspondence can be in English or German



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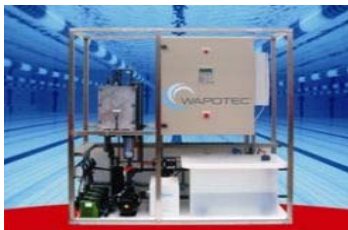


WAPOTEC VERFAHRENSTECHNIKEN ZUR WASSERAUFBEREITUNG GESMBH

Wanted: Sales Partners

WAPOTEC® GmbH is part of the internationally established WAPOTEC® Group based in Austria. For more than 30 years it has developed innovative process optimisation technologies for the treatment and disinfection of water for numerous applications (for the control of legionella, pseudomonads, cryptosporidium etc.) including relevant plants and chemicals.

The company is proud to present its special solutions such as the new WAPOTEC® chlorine gas electrolysis plants, LegioCid® and the DesoPur® process for cleaning treatment plants. Our experts advise and train managerial personnel and employees worldwide.



Correspondence can be in English or German.



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MAGE SUNFIXINGS GMBH

Wanted: Sales Partners

The MAGE SUNFIXINGS GmbH develops, produces and sells high-quality mounting and fastening systems for photovoltaic modules and solar thermal collectors. The range of services includes established system solutions for sloped roofs, flat roofs, open areas, balconies and façades as well as special solutions. The partly patent-protected fastening systems can be mounted simply, quickly and safely.

With its quality consciousness, application oriented development and extensive technical know-how, the MAGE SUNFIXINGS GmbH has set Europe-wide standards. From development to manufacture and refinement and professional computer-assisted structural analysis, our experienced teams of technicians can quickly provide cost-efficient solutions.



Correspondence can be in English or German.



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PHOTOVOLTAIC SYSTEMS

Wanted: Sales Partners

SIKO SOLAR has been developing and producing renewable energy systems since 1980. Solar thermal power, photovoltaic systems and heat pumps are the core areas of business of this Tyrolean company. As pioneers in this segment we have over the last 30 years established ourselves as specialists for customer-specific solutions and now exclusively provide our customers with "energy without the downsides".

For example in the field of PV systems and depending on the wishes of our customers SIKO SOLAR can either present itself as a competent provider of complete high performance systems or as a manufacturer of innovative mounting systems for a time-saving, simple but absolutely secure means of mounting photovoltaic modules.



Correspondence can be in English or German.



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E-RESSOURCE ÖSTERREICH GMBH

Wanted: Direct Customers

e-Ressource produces and distributes its etalux® lighting system throughout Europe. This system is the most efficient and reliable solution for lighting large areas.

With the etalux® lighting system customers save approx. 50% of their lighting costs whilst maintaining maximum reliability and the same lighting performance. A solution that is sustainable and quick to implement - in other words, quality Made in Austria!



Correspondence can be in English or German.



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SPECIAL MACHINES, MACHINERY AND PLANT

Wanted: Direct Customers

Maschinenfabrik Liezen und Gießerei Ges.m.b.H. has two divisions: the construction of machines and the foundry.

The business areas of the machine construction division consist of processing technology (production of crushers for stones, building rubble etc.), sawing and milling (production of sawing and milling machines etc.), component production (production of CNC -controlled lathes, drills and milling machines, fitting, welding, assembly etc.) and construction of special machines (production of machines and components to customer specifications).

The foundry produces cast components in a variety of steels (from unalloyed to high-alloy) using the so-called shell mould process. The product range includes parts for the following strategic business areas: incineration (water and air-cooled grate bars), automobile industry (engine and gearbox components), cement industry (wear parts for grinding plants etc.), shipping industry (corner fittings for freight containers etc.) and cast parts for individual applications to customer specifications.



Correspondence can be in English or German.



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FLEXIBLE SOLAR ENERGY AND DISTRICT HEATING PIPE SYSTEMS, TECHNICAL INSULATION PRODUCTS ETC

Wanted: Sales Partners.

Optimal lagging and insulation solutions require highly specialist knowledge. This is why Austroflex, based in Gödersdorf (near Villach, Carinthia), has remained committed to research and development from day one.

Our main products include flexible district heating systems, solar energy connection systems, floor insulation systems and a complete range of rubber, PE and rock wool pipe and panel insulation systems.

Austroflex provides highly developed insulation products that help to save valuable energy resources and thus contributes to climate protection.



Correspondence can be in English or German.

Useful information

Say goodbye...

After almost four decades at the Commercial Section of the Austrian Embassy in Athens, I have retired from the position of Marketing Officer, as of October 1, 2010. First of all, I'd like to thank all the Greek and Austrian businessmen, all my friends, for this long lasting and constructive relationship. My special thanks go to all the officials in the various Greek public authorities: the Ministries of Finance, Trade and Transportation, the former National Statistical Office, the State Laboratory as well as the Customs Authorities, who always provided me with vital information and were always willing to help. I'd like to ask you to support my successor Mr. Nikolaos Karageorgos the same way you supported me all these years. My special thanks also go to all my colleagues I got to know during my 38-year term of office. It was a privilege and at the same time a honour to serve the Commercial Section and the Austrian Economy- where only the highest standards are acceptable. I am leaving this office with gratitude and the memories of a lifetime. I am wishing all of you good luck and health for the future.



...and welcome...

Nikolaos Karageorgos was born and grew up in Munich, Germany. He studied Marketing and Communication at the Athens University of Economics and Business and obtained his Master's Degree (Master of international Business Administration) from the University of Hamburg.

The Title of his Master Thesis was "Branding in international B2B Marketing". After his military service he started his professional career as Marketing Trainee (Chocolate) at Kraft Foods Hellas in 2007. In 2008 he advanced to the position of Assistant Brand Manager, Chocolate, Greece, being responsible for local "Pavlidis" chocolate Brands as well as international Brands like Milka and Toblerone. He joined our team on July, 1st 2010 and is the new Marketing Officer, succeeding Mr. Lazaros Apostolidis. He is 30 years old, married and father of a 1 year old son.



Links

This March, the research elite of the world-famous Massachusetts Institute of Technology (MIT) will be our guest at the Austrian Federal Economic Chamber. Top class scientists and researchers from MIT will be with us in Vienna for two days at the [„MIT Europe Conference 2011“](#), in order to exchange with other national and international entrepreneurs and technology experts on the topic "Innovation in a Networked World: Technology, People and Places".

More information about this conference and the link to the **application form** you will find under: <http://portal.wko.at?586216>.

Trade Fairs in Austria January - May 2011 (Selection)

<i>Name/Further Information</i>	<i>Type of Fair</i>	<i>Venue & Date</i>
AutoZum http://www.autozum.at/	International trade fair for car workshop- and petrolstation equipment, motor vehicle spare parts and accessories, chemical products, environmental technology	Salzburg, 12.-15.1.
Ferien Messe Wien http://www.ferien-messe.at/	International fair for holidays, travel and leisure	Vienna, 13.-16.1.
Classic Car Show Vienna www.classiccarshow.at	International Trade Fair for Vintage Cars and Youngtimers	Vienna, 13.-16.1.
ART www.art-innsbruck.at	International Fair for Art	Innsbruck, 3.-6.2.

Jaspoa & Fishing www.jaspowa.at/	International fair for hunting and fishing	Vienna, 11.-13.2.
Bauen und Wohnen Salzburg www.bauen-wohnen.co.at	International fair for building interior, design and energy saving	Salzburg, 10.-13.2.
Die Hohe Jagd und Fischerei www.hohejagd.at	International fair for hunting and fishing coincide with absolut allrad	Salzburg, 24.-27.2.
Creativ Salzburg Spring www.fj.creativsalzburg.at	Intern. trade fair for gifts, home accessories, design- and lifestyle articles, paper, stationery goods, floristry, handicraft supplies, art products, souvenirs, glass, porcelain and ceramics, trendy products, plush articles, toys, fashion accessories	Salzburg 4.-6.3.
EXPO ENERGY www.expoenergy.eu	International Trade Fair for Energy Efficiency and Renewable Energy	Wels, 4.-6.3.
VinAustria & FineFoodDays www.vinaustria.at	The event for the sophisticated gourmet	Salzburg, 11.-13.3.
Wohnen & Interieur-Messe www.wohnen-interieur.at	Fair for Dream Interiors, Design, Lifestyle, Accessoires, Home Entertainment and Garden	Vienna, 12.-20.3.
BWS www.bwsmesse.at	International trade fair for manufacturing needs, woodworking processing, metal goods, tools, DIY supplies, locks and fittings	Salzburg, 23.-26.3.
ASIS www.asisonline.org	European Security Conference & Exhibition	Vienna, 3.-6.4.
VIENNAFAIR www.viennafair.at	The International Contemporary Art Fair focused on CEE	Vienna, 12.-15.5.
REAL VIENNA www.realvienna.at	The Real Estate and Investment Fair focused on Central & Eastern Europe	Vienna, 24.-26.5.

The Austrian Trade Commission for Greece and Cyprus

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We are looking forward to your comments and suggestions on this bulletin and are at your disposal for any information you may need. If you would like to be removed from the distribution list of the bulletin, please let us know!

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