

# ΕΜΠΟΡΙΚΑ ΝΕΑ

ISSUE 2/2011 December 31<sup>st</sup>, 2011

Dear Reader,

First of all, I would like to express my best wishes for a healthy, successful and prosperous 2012!

As we all very well know and experienced, 2011 was an enormous challenge and provocation with immense difficulties in every commercial respect. And although there are still hard times ahead, a new year has come, which also means that a fresh start is at hand! A new beginning presents an excellent starting point to embark upon 2012 with a positive attitude, full of eagerness, hope and vision.

Moreover, in order to begin with a positive flair, all constant values that proved "important allies" in good and especially in bad times, should be kept. The enduring, well-rooted and qualitative business relationship amongst Greek and Austrian partners should be a key part of this New Year Resolution.

Looking back...

The autumn of 2011 was marked by three events. On September 9<sup>th</sup>, the Austrian company PV-Bestsolar officially inaugurated a new PV solar module installation approximately 80km from Thessaloniki, at Sidirokastro in Serres. After a long-term pre-implementation phase, in a festive atmosphere and the presence of numerous attendees from Greece, Austria and Germany the "ribbon was cut".

On September 29<sup>th</sup> - October 2<sup>nd</sup>, Advantage Austria participated in the international exhibition "Energy-Photovoltaic 2011" at Metropolitan Expo in Athens via the representation of the most prominent Austrian companies from the renewable energy sector. The catalogue exhibition was a successful meeting point for field experts, manufacturers, suppliers and users, who had the chance to exchange ideas, introduce or discover new products as well as innovative trends.

The year ended with three promotional trips to introduce an Austrian firm Kelag GmbH that is specialized waste management, that is to say, the production of smart energy from waste (W2E). The presentations took place in Rhodos in the presence of the mayor as well as the association of hoteliers. Subsequently, meetings and events took place in both Thessaloniki and Kozani in order to explore future collaboration possibilities with Greek partners.

In future...

For the beginning of 2012 (1.2 - 5.2) we plan to partake in "Agrotica 2012", the 24<sup>th</sup> international fair for agricultural machinery, equipment and supplies in Thessaloniki.

The severe financial crisis in combination with the long-term subventions that have expired triggered the intense need for the thorough restructuring of the branch. "Agrotica 2012", the largest national fair, will therefore present an ideal networking platform for successful future corporations on a different level. Common goal is to launch fresh ideas and new products so as to increase both the national sales quantity as at the same time enhance the Greek export activity.

Additionally, a three-day trade mission on the subject "Machines: synthetic materials industry & food" is scheduled for the beginning of April.

Soon after, from April 22<sup>nd</sup> to April 24<sup>th</sup>, Advantage Austria plans an Austrian Showcase on "Energy efficient technologies from Austria" with the aim to establish potential business contacts and intertwine the Greek with the Austrian markets in respect of this upcoming and growing branch.

A lot is yet to come and various more events will mark the 2012 calendar, with full acknowledgement of the negative condition of Greece, yet with a continuous endeavor to boost the recessive and traumatized economy and market.

Thank you for your on-going and valuable support, your trust and business loyalty, especially during such difficult times.

Best Wishes and best of luck for a commercially new year and start!

ΚΑΛΗ ΧΡΟΝΙΑ!

Bruno Freytag  
Austrian Commercial Counsellor for Greece and Cyprus

## Austrian companies are looking for business partners:

- [THE EUROPEAN TRANSPORT ORGANISATION](#)
- [SOLAR ENERGY FACADES](#)
- [EXPANSION OF LOCAL SALES OF OUR GAS ENGINES](#)
- [SELF SUSTAINABLE SOLAR LIGHTING](#)
- [IMPLEMENTATION OF DISTRICT HEATING SYSTEMS, BIOMAS AND BIOGAS PLANTS](#)

## Useful information

- [USEFUL](#)
- [Trade Fairs in Austria January - May 2012](#)

## Austrian companies looking for partners

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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](http://www.advantageaustria.org/gr) under "Business Opportunities".

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### TRAINING AND PROFESSIONAL DEVELOPMENT

Offered: Services and Know How

bit media, the complete provider in the training and professional development sector, is particularly interested in the following contacts:

- HR managers and training officers in medium-sized and large enterprises
- All public sector institutions concerned with training e.g. Ministry of Education, Ministry of Economics and Labour, Public Employment Service, Ministries responsible for regional development, Economic Chambers
- Generally all public sector institutions that regularly (are obliged to) train their employees (civil servants)

bit media e-learning solution is a subsidiary of the bit group which is the largest institute for further education in Austria. It is a leader in the provision of solutions in the three key areas, technology, content and services.

bit media is an e-learning service provider and its comprehensive range of services enables it to deliver suitable turn-key complete solutions: This includes the learning platform SITOS® , the digital test and assessment tool Interactive Test Studio (ITS)® , authoring and virtual conference tools, more than 150 standard courses concerning EDP/IT, foreign languages, business administration and compliance, individual development training for employees, distribution, partners and customers as well as the school management system SOCRATES®.



### Industry Sector

- Consulting and engineering
- Information and communication technology (ICT)
- Consulting, engineering and software development for information and communication technology
- Software

Correspondence can be in German or English.

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## SOLAR ENERGY FACADES HELIOPAN ALL IN ONE - ENERGY FACADE SYSTEM

### Wanted: Co-operation Partners

Kreuzroither Metallbau GmbH is an expert company which can meet all requirements in the fields of aluminium glass façades and roofs, steel glass façades and roofs, aluminium windows and doorways, aluminium and steel fireproof doors with appropriate sun screen systems and glazing.

Since 1950, the company has developed from being a small metal workshop into one of the top-performing and most modern equipped metal working firms in Austria with branches in Vienna, Assten/Linz and Samobor/Croatia.

The first projects for offices involving the installation of the "HELIOPAN energy façade" were completed at the beginning of the second quarter of 2008. The solar energy gained can be utilized for cooling in summer and heating in winter, not to mention the manifold possibilities for architectural design variety.



The HELIOPAN solar-thermal or photovoltaic panels, which are fully integrated into standard transom-mullion or elemental glass façades, convert solar radiance into thermal or electric power. The energy created is used for heating or cooling the building or for feeding electric power to the national grid.

The system minimizes primary energy consumption and reduces carbon emission - enabling architects to create GREEN BUILDINGS and owners to become independent from fossil energy price increases.

We are looking for local co-operation partners in the curtain-walling business and M&E-contractors, who are interested in solar energy and who realize our projects.

Correspondence can be in German or English.

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## EXPANSION OF LOCAL SALES OF OUR GAS ENGINES

Encouraging growth of the customer base and contacts with local businesses and politicians

### Wanted: Direct Customers

- Acquiring new potential customer contacts
- Strengthening existing customer contacts, encouraging the implementation of additional projects
- Obtaining information about current regulations for emission limits and state/EU grants for Greece
- Tendering by our local sales & service partner



GE's Energy gas engine division is one of the world's leading manufacturers of gas-fueled reciprocating engines, packaged generator sets and cogeneration units for power generation. It is one of the only companies in the world focusing exclusively on gas engine technology.

GE's gas engines range in power from 0.25 to 4 MW and run on either natural gas or a variety of other gases (e.g., biogas, landfill gas, coal mine gas, sewage gas, combustible industrial waste gases).

A broad range of commercial, industrial, and municipal customers use Jenbacher products for on-site generation of power, heat, and cooling. Patented combustion systems, engine controls, and monitoring enable its power generation plants to meet stringent emission standards, while offering high levels of efficiency, durability, and reliability.

Correspondence can be in English or German.



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## SELF-SUSTAINABLE SOLAR LIGHTING

Solar and LED lighting for local authorities

### Wanted: Sales Partners

We are seeking distribution partners who can realize projects in the local authority sector! There should be a distribution structure in existence which can provide optimum service for municipalities!

In addition there should be the possibility to install our products and to provide the service and maintenance function!

We wish to contact the following target groups:

- Firms operating in the public and communal lighting sector
- Electrical firms and wholesalers
- Municipal utility undertakings
- Technical planning firms
- Architects
- The end-customers are towns and municipalities!



ecoliGhts develops, plans and installs solar lighting systems, primarily for the local authority sector.

The solutions offered by ecoliGhts are aimed at the public sector and range from the use of individually pinpointed solar lights to improve road safety to complete lighting systems for illuminating roads, pedestrian paths, cycle paths, parks, water front promenades, camping sites, playgrounds, sports facilities and residential developments.

Safe and effective illumination of information signs and company signs, bus stops, monuments and bridges by means of solar track lighting and power LED spotlights complete the product range.

In addition ecoliGhts can on request plan and install classic solar power solutions for private, local authority and commercial applications.

Correspondence can be in English or German



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🌐 **Fehler! Hyperlink-Referenz ungültig.**



Implementation (general contractor) of district heating systems, biomass and biogas plants (eco electricity generation)

**Offered: Services and Know-how**

We support our customers at every stage, from the initial idea to planning, financing, planning approval, construction, operation and plant servicing.



Our company works in the environmental technology sector and specialises in the erection of eco electricity and district heating plants that exclusively utilise renewable energy sources such as wood, straw, renewable resources, liquid manure, solar etc.

**Biomass:**

Complete district heating pipe networks, district heating transfer stations, control technology, transmission system, boiler house and pipe network control technology, electrical engineering, bio-mass combustion plants, solar power systems

**Biogas**



Cogeneration plants 100 kW - 2 MW, underground and above-ground gas pipes, fermenter heating installations and heating engineering, stirring mechanisms, measurement and control technology, gas storage, transformers, lightning protection, financing


Correspondence can be in English or German.

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## Austrian Christmas Traditions

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<p><b>Rum truffle:</b> <b>Rumkugel:</b></p> <p><i>Ingredients for 30 portions:</i> 40 g butter 150 g cobnuts or almonds 50 g cacao 4 table spoons rum 2 table spoons whippedcream 100 g chocolate 2 table spoons powdered sugar</p>	 <p><b>Preparation:</b> Cut the grated chocolate into small pieces and melt it in the hot water bath can. Gradually add butter, whipped cream, powdered sugar, rum, cacao.</p>	<p>Then let the mass cool slowly. Afterwards form balls from the solid mass of chocolate and roll them in the grated nuts. Then roll them in the powdered sugar and the chocolate sprinkles. Put each ball in a paper bag. Put them into the refrigerator until the balls are firmly.</p>
<p><b><u>Austrian Kourabiedes:</u></b> <b><u>Vanillekipferl:</u></b></p> <p><i>Ingredients for 25 servings:</i> 50 g almond 50 g cobnut 280 g flour 70 g sugar 1 pinch of salt 200 g butter 5 packs of vanilla sugar ½ cup of powdered sugar</p>	 <p><b>Preparation:</b> Put butter and sugar in a bowl and mix it until it's fluffy. Gradually add flour,</p>	<p>grated almonds, grated cobnuts and salt. Stir it until it is smooth and firm dough. Shape the dough into a ball, wrap it in a parchment paper (or aluminium foil) and place it about one hour in the refrigerator. Take a baking tin, overlay it with parchment paper and butter it. Take walnut large pieces of the chilled dough and placed it on a floured</p>
<p>board. Roll each piece to an appr. 2 cm wide and 1 cm thick strip. Thus the strips get 6 cm long and now they can be bent into semi-circular crescents. Put these crescents onto the baking tray. Be careful that the crescents have to lie at a distance of at least 1 cm. Preheat the oven to 175 degrees. Put the crescents onto the middle rack and bake them for 15 - 20 minutes, until they are lightly browned.</p> <p>Take the baking tin from the oven and cool the crescents down for about 5 minutes. Then take them and dust the crescents with powdered sugar and vanilla sugar. Cool them down for another 20 Minutes. <b>Then they can be served.</b></p>		

<p><b>Cinnamonstars: Zimtsterne:</b></p> <p><i>Ingredients for 20 portions:</i></p> <p>3 eggs, thereof the egg white 250 g powdered sugar 250 g grated almonds 2 table spoons cinnamon 100 g sugar</p>	 <p><b>Preparation:</b> Beat the egg white until it's very stiff, gradually add powdered sugar.</p>	<p>Keep 5 table spoons from the beaten egg white for the glaze aside.</p> <p>Mix cinnamon and the grated almonds into the beaten egg white. Shape the beaten egg white into a ball, wrap it in a foil and keep it at least one hour in the refrigerator.</p> <p>Afterwards, take the dough</p>
<p>and put it on a lightly floured board. Take walnut large pieces, roll each peace to an approximately 5mm thick ball and cut stars out of it. Take a baking tin and overlay it with parchment paper. Put the stars onto the baking tin and daub the stars with the beaten egg white. Then let the cinnamon stars dry for a few minutes.</p> <p>Preheat the oven to 150 degrees. Put the stars onto the middle rack and bake them for 20 to 30 minutes.</p> <p>Take the baking tin from the oven, put the stars into a tin can and lay them down side by side for at least one week. This measure develops the flavour and the cinnamon-stars need this time to dry.</p>		

<p><b><u>Hot spiced wine:</u> <u>Glühwein:</u></b></p> <p><i>Ingredients for 4 portions:</i></p> <p>1 litre of red wine 50 ml rum 20 ml amaretto 7 cloves 2 cinnamon sticks 3 table spoons sugar 2 sliced oranges</p>		<p><i>Preparation:</i></p> <p>Heat the spices (cloves and cinnamon sticks) together with the wine for about 5 minutes, dissolve the sugar in it and add rum and amaretto. Remove the spices before serving. Put in each glass a slice of orange. <b>It's ready.</b></p>
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<p><b><u>Jagatee:</u></b></p> <p>Ingredients for 2 portions:</p> <p>¼ litre black tea ¼ litre red wine 4 cl Rum 4 cl Schnapps 2 table spoons sugar ½ cinnamon stick 2 cloves</p>		<p><i>Preparation:</i></p> <p>Brew up the tea, take it from the cooker. Add, sugar, red wine, cinnamon stick and the cloves. The brewing time is about 3 to 5 minutes. Afterwards remove the spices and pour rum and schnapps into it. <b>Then it can be served.</b></p>
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<p><b><u>Winterpunsch:</u></b></p> <p>Ingredients for 5 portions:</p> <p>¼ litre of water 4 oranges 1 lemon 125 gr sugar 1/8 litre of rum 1/8 litre of cognac</p>		<p><i>Preparation:</i></p> <p>Cook the water. Dissolve the sugar in boiling water; take it off the heat after a few minutes. Squeeze the oranges and the lemons. Put this juice and the remaining ingredients into the sugar water, heat it again, but don't boil it. <b>Then it can be served.</b></p>
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## Useful information

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Have a look and enjoy our internet portal [www.advantageaustria.org/gr](http://www.advantageaustria.org/gr) for the Austrian economy.



Wherever you are in the world, [advantageaustria.org](http://www.advantageaustria.org) offers you all the information you need about Austria as an economic partner and business location, about Austrian companies - your potential business partners - and specific news flashes about the economic relations between Austria and your home country. Austrian Trade, the Austrian Foreign Trade Organisation, with its network of more than 100 foreign trade and marketing offices world-wide, ensures that you are always up to date with the very latest information.

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## Trade Fairs in Austria January - May 2012 (Selection)

<i>Name/Further Information</i>	<i>Type of Fair</i>	<i>Venue &amp; Date</i>
AutoZum <a href="http://www.autozum.at/">http://www.autozum.at/</a>	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 <a href="http://www.ferien-messe.at/">http://www.ferien-messe.at/</a>	International fair for holidays, travel and leisure	Vienna, 13.-16.1.
Classic Car Show Vienna <a href="http://www.classiccarshow.at">www.classiccarshow.at</a>	International Trade Fair for Vintage Cars and Youngtimers	Vienna, 13.-16.1.
Ferien-Messe Wien <a href="http://www.ferien-messe.at">www.ferien-messe.at</a>	International fair for holidays, travel and leisure	Vienna, 13.-16.1.
ART <a href="http://www.art-innsbruck.at">www.art-innsbruck.at</a>	International Fair for Art	Innsbruck, 3.-6.2.
Jaspoa & Fishing <a href="http://www.jaspowa.at/">www.jaspowa.at/</a>	International fair for hunting and fishing	Vienna, 11.-13.2.
Bauen und Wohnen Salzburg <a href="http://www.bauen-wohnen.co.at">www.bauen-wohnen.co.at</a>	International fair for building interior, design and energy saving	Salzburg, 10.-13.2.
Die Hohe Jagd und Fischerei <a href="http://www.hohejagd.at">www.hohejagd.at</a>	International fair for hunting and fishing coincide with absolut allrad	Salzburg, 24.-27.2.
Creativ Salzburg Spring <a href="http://www.fj.creativsalzburg.at">www.fj.creativsalzburg.at</a>	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 <a href="http://www.expoenergy.eu">www.expoenergy.eu</a>	International Trade Fair for Energy Efficiency and Renewable Energy	Wels, 4.-6.3.
VinAustria & FineFoodDays <a href="http://www.vinaustria.at">www.vinaustria.at</a>	The event for the sophisticated gourmet	Salzburg, 11.-13.3.
Wohnen & Interieur-Messe <a href="http://www.wohnen-interieur.at">www.wohnen-interieur.at</a>	Fair for Dream Interiors, Design, Lifestyle, Accessoires, Home Entertainment and Garden	Vienna, 12.-20.3.
BWS <a href="http://www.bwsmesse.at">www.bwsmesse.at</a>	International trade fair for manufacturing needs, woodworking processing, metal goods, tools, DIY supplies, locks and fittings	Salzburg, 23.-26.3.
SIS <a href="http://www.asisonline.org">www.asisonline.org</a>	European Security Conference & Exhibition	Vienna, 3.-6.4.
VIENNAFAIR <a href="http://www.viennafair.at">www.viennafair.at</a>	The International Contemporary Art Fair focused on CEE	Vienna, 12.-15.5.
REAL VIENNA <a href="http://www.realvienna.at">www.realvienna.at</a>	The Real Estate and Investment Fair focused on Central & Eastern Europe	Vienna, 24.-26.5.

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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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[www.advantageaustria.org/gr](http://www.advantageaustria.org/gr) στο Geschäftschancen**

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