

ΕΜΠΟΡΙΚΑ ΝΕΑ

ISSUE 2/2008 December 31st, 2008

Dear Readers,

2008 is now coming to an end giving us an excellent opportunity to review our previous activities. The major event has been the successful organization of EURO 2008 - though not so successful for Austria and Greece as far as football is concerned.



It has been, however, a great opportunity for many Greeks to visit Austria for the first time and appreciate the attractions of the summer.

The public viewing we organized together with the Austrian and the Swiss Embassy as well as the Olympic Stadium has been attended by more than 1.000 visitors, who enjoyed Austrian and Swiss specialities while watching the football game Greek vs. Spain.

In February, we organized an Austrian Showcase "Infrastructure for Railways" at the Imperial Hotel in Athens, which has attracted high-ranking experts of the Greek Railway and Metro Organizations.

Some of the new systems presented there are already operating on a trial basis in order to improve the safety of the Greek Railway Network.

The highlight of the Greek-Austrian relations has been the visit of his Excellency, the President of the Greek Republic, Mr. Karolos Papoulias, in Vienna and Salzburg at the beginning of July. He was accompanied by a high-ranking business delegation which attended the Business Forum on Renewable Energy & Waste Management, which we have organized in cooperation with the Greek Embassy in Vienna.

Despite the difficult international economic situation, Austria has been able to increase its exports to Greece by more than 10%. Our main export products are electrical machinery, machinery, paper, wood and motor vehicles.

I would like to thank all our business partners in Greece and Cyprus for their support and cooperation and ask you to proceed on our common way for further enhancement of our business relations in 2009, which will pose a challenge for all of us. Please, be assured that my team and I are here to give you any support you may need in your daily business dealings with Austria and Austrian companies.

Moreover, I would like to take the opportunity to wish you and your families a Happy New Year and I am looking forward to a fruitful cooperation.

Bruno Freytag
Austrian Trade Commissioner for Greece and Cyprus



Austrian companies are looking for business partners for the following products

- [Geotechnical Contractors](#)
- [Construction Industry](#)
- [Axle Detection and Axle Counting Systems](#)
- [Control Valves for the process Industry](#)
- [Air Brake Systems](#)
- [Municipal Sewage Treatment Plants](#)
- [Transformed Glass Products](#)
- [Sun Protection Sails](#)
- [Turnkey Plants](#)
- [Solar Power Plants](#)
- [Geothermal Systems](#)
- [Aseptic Carton Packaging for Long-Life Foods](#)



Useful information

- [Links](#)
- [Trade Fairs in Austria January - February 2009](#)



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 the company information is available also in German on www.advantageaustria.org/gr under "Business Opportunities".



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GEOTECHNICAL CONTRACTORS

From site investigation to environmental protection



Keller is one of the world's leading International Geotechnical Contractors. From its origin in 1860 to the present day, Keller has above all been built on two principles - engineering excellence and a commitment to continual innovation.

Keller's business is the solution of soil and foundation problems for the construction industry. From operating centres in the USA, UK and Germany, Keller has proved its capability in virtually every country in the world.

Kellers' services are used across the entire construction spectrum from industrial, commercial and housing projects to infrastructure construction for dams, tunnels, transportation and water treatment. Keller is also a specialist in rehabilitation works and the protection of soil and ground water from environmental damage.

We have international competence as a partner for the entire geotechnical sector and would be pleased to undertake your projects. Our global network and expertise in the implementation of all types of geotechnical construction work enable us to ensure customer-oriented and commercially-optimised solutions.

We are happy to assist you in every type of project involving foundations, construction pits, slope protection and ground improvement works. And it goes without saying that all works will be completed on time.

If you would like further information please contact our branch in Greece:

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CONSTRUCTION INDUSTRY

Zierl Consult ZT GmbH was set up in 2007 to follow on from the engineering firm Ingenieurbüro Zierl which was founded in 1962. The company has its headquarters in Bludenz and branches in Vienna and Kressbronn. It acts as an engineering consultancy for the construction industry and provides services such as consulting, feasibility studies, handling of all planning phases, contract tendering, and supervision of construction work and project management.

The transport infrastructure sector (which includes road, railway and civil engineering projects) has developed into one of the company's principal activities. Due to its wide-ranging scope of activities and considerable experience the company has become well established in the international marketplace and regularly successfully completes foreign projects.



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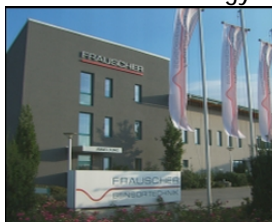
<http://www.frauscher.com>



AXLE DETECTION AND AXLE COUNTING SYSTEMS

Frauscher GmbH develops and manufactures high quality products in the field of inductive sensor technology whose primary applications are in railway installations. Flexible interfaces and evaluation procedures enable a broad range of axle detection applications, e.g. signal boxes, level crossing protection, detection of locked brakes and overheating, warning systems for track maintenance personnel, diagnostic systems for points, gravity hump yards and positioning tools for loading/unloading areas.

Frauscher GmbH has achieved a milestone in the field of inductive sensor technology with its new RSR123 wheel sensor and V.Mix technology®.



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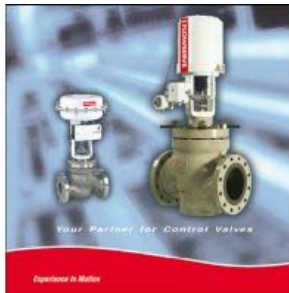
CONTROL VALVES FOR THE PROCESS INDUSTRY

Gate valves, quarter turn valves, pressure regulators, pneumatic actuators

Flowserve Villach Operation develops high quality control valves for the regulation of gases, steam and liquids as well as pneumatic actuators, steam coolers, self-actuating pressure reducing valves and overflow valves and produces them at its Villach site.

These control valve systems are primarily used in process engineering applications, e.g. in the chemical, petrochemical, refining, power generation and process industries and also in the energy sector and water industry. Every solution provided by Flowserve is backed by the know-how of an innovative automation technology partner with a global presence.

Since 2002 the Villach site (Schmidt Armaturen) has been part of the Flowserve Group, one of the world's leading producers of industrial process management products.



Correspondence can be in English or German.



 **Holidays in Austria**
www.austria.info



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AIR BRAKE SYSTEMS

enable the rapid transportation of heavy loads with a tractor and trailer

Atzlinger GmbH is a dynamic medium-sized enterprise with 40 employees and one of the leading producers of air brake systems for tractors and trailers in Europe. Our brake systems are supplied to manufacturers as original equipment and to importers and dealers as retrofit systems. We also supply retrofit kits for air conditioning systems.

Atzlinger GmbH is an ISO 9001:2000 certified company and has its own design and development department to guarantee best quality that combines 40 years' experience of air brake systems and state-of-the-art 3D CAD technology. By producing a high proportion of components in-house we achieve optimal accuracy of fit and short delivery periods.



Correspondence can be in English or German.

HAFI

HAFI PROJECT & TECHNOLOGY GMBH

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MUNICIPAL SEWAGE TREATMENT PLANTS

Since 1986, the HAFI group of companies have variously supplied nearly 1,000 sewage plants with items ranging from component deliveries and system deliveries to complete turn-key installations. They have also supplied biological stages for paper and sugar manufacturers, steelworks and refineries etc.

The patented BIOCOS system makes possible savings of 30% in land use and in capital and running costs as a result of the elimination of secondary settling tanks. Reference can be made to 200 installed systems.

- Equipment for waste water treatment plant
- Air purification
- Biogas processing
- Service: Advice, designing, installation, start-up, repairs, maintenance



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TRANSFORMED GLASS PRODUCTS - Ecklite Evolution

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

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



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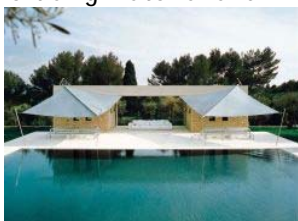
SUN PROTECTION SAILS

SunSquare sun protection sails are made to measure for a select customer base in trade, the public sector and private households.

SunSquare Kautzky GmbH seeks business partners in the EU and Middle East to act as independent agents and actively market the products.

Agents must have a feeling for architecture, actively service their sales area (up to 150 km from their office) and provide product installation and maintenance services.

The company supplies a unique, high quality product and offers support (training, planning, trade fair assistance, advertising material and know how).



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TURNKEY PLANTS

Construction of bioethanol plants and yeast production plants, fermentation technology, energy self-sufficient biorefinery

FRINGS AUSTRIA is a technology provider that operates worldwide. It specialises in the construction of bioethanol plants and yeast production plants and in fermentation technology.

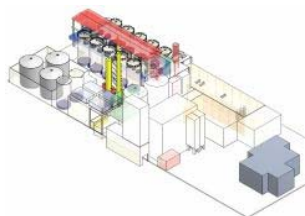
Our services: Feasibility studies, engineering, consulting, after sales service

We supply: Turnkey plants, components, spare parts, raw materials, auxiliary materials

Our corporate philosophy:

The production of fermentation products from renewable raw materials or from waste materials and the processing of the resultant residues into saleable by-products.

ENERGY SELF-SUFFICIENT BIOREFINERY



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SOLAR POWER PLANTS

SOLON Mover; SOLON SingleAxis; SOLON FlexNet; SOLON BusPort

Franz Hilber from Trins in the Austrian Tyrol established his company (HTC) to commence industrial production of the "MOVERS" he had developed. By 2004 the first Movers were delivered to customers. The pace of development became even greater following the merger with SOLON AG in 2005 and the world's biggest dual-axis solar tracking photovoltaic power plant (the 12 MW Gut Erlasee plant) was completed. More power stations were built in Europe in 2006. An investment programme and an expansion of production capacity were implemented in 2007. First shipment to the USA, several projects in Spain.

Products:

- SOLON MOVER: Dual-axis solar tracking PV system.
- SOLON SingleAxis: Single-axis solar tracking PV system.
- SOLON FlexNet: Highly flexible cable-based installation system.
- SOLON BusPort: Modular installation system for solar energy systems.



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GEOHERMAL SYSTEMS

GEO-WELL vertical loop and horizontal collector geothermal systems

SANO Erdwärmesysteme is a medium-sized enterprise based in Austria. The company has an international presence in a market that offers good growth potential and has considerable experience in the development and production of geothermal systems, GEO-WELL vertical loop and horizontal collector geothermal systems, controlled domestic ventilation and the transfer to the ground of heat produced by air conditioning and cooling plant.

In contrast to previous horizontal collector and vertical loop technologies SANO has created a system that is installed close to the surface at depths of 4.5 - 11.5 metres and is therefore easy and cost-effective to fit.

The SANO GEO-WELL vertical loop geothermal system with the specially developed GEO-WELL geothermal pipe is used for both heating and cooling applications.



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ASEPTIC CARTON PACKAGING FOR LONG-LIFE FOODS

such as juices, milk, foodstuffs, water and wine

SG Combibloc is one of the world's leading manufacturers of aseptic carton packaging for long-life foods such as juices, milk, soups and sauces. As a systems provider, we deliver the packaging material and the filling machines that go with it. Our carton packs provide optimum gentle, long-lasting protection for their contents.

The tried and tested packaging ranges, combibloc and combifit, come in a great variety of volumes and shapes and the packing can thereby be optimally suited to the product to be filled. Both can be filled with a single filling machine.

Our task is to work together with our customers to develop perfectly tailored solutions and our many years of experience and competence help us to do just that.



Correspondence can be in English or German.



Useful information

Have a look and enjoy our internet portal 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 worldwide, ensures that you are always up to date with the very latest information.

[advantageaustria.org](http://www.advantageaustria.org) has 194 individual country sites in 28 languages, making it the most comprehensive information hub for news from and about Austria, the Austrian economy and Austrian companies, including an extensive company database.

[advantageaustria.org](http://www.advantageaustria.org) provides a clear overview of Austrian industry and services - divided into 25 industry sectors for easy access. [advantageaustria.org](http://www.advantageaustria.org) has further features to make it as simple as possible to find your way around. [advantageaustria.org](http://www.advantageaustria.org) is WAI accessible, making it easy to read even for those with impaired vision. In addition, [advantageaustria.org](http://www.advantageaustria.org) has a PDF generator, RSS-Feed and additional Web 2.0 elements.

Trade Fairs in Austria January - February 2009 (Selection)

Name/Further Information	Type of Fair	Venue & Date
AutoZum www.autozum.at	International trade fair for car workshop- and petrolstation equipment, motor vehicle spare parts and accessories, chemical products, environmental technology	Salzburg, 14.-17.01.
Ferien Messe Salzburg www.ferien-messe.at	Public access show for travel and tourism Luxus motor show	Salzburg, 15.-18.01.
LUXUS MOTOR SHOW www.luxusmotorshow.at	Intern. Show of Luxury cars	Vienna, 15.-18.01.
iTnT www.itnt.at	Trade Fair for Information Technology and Telecommunication focused on Central Europe	Vienna, 27.-29.01.
CASA www.casa-messe.at	International Trade Fair for creative interior design, gifts and lifestyle articles	Salzburg, 28.-31.01.
WELLNESS www.wellnessmesse.a	Spa Trend & Lifestyle	Innsbruck, 07.08.02.
JASPOWA www.jaspowa.at	International fair for hunting and fishing with area of off road	Vienna, 13.-15.02.
Bauen + Wohnen Salzburg www.bauen-wohnen.co.at	International fair for building, interior design and energy saving	Salzburg, 14.-17.02.
Bauen & Energie-Messe www.bauen-energie.at	The international fair for healthy and ecological building, modernization, financing and energy saving, in cooperation with IBO (Austrian Institute for Building Biology and Building Ecology)	Vienna, 19.-22.02.
ART 2009 www.art-innsbruck.a	Intern. Fair for Contemporary	Innsbruck, 19.-22.02.
Ferien Messe Wien www.ferien-messe.at	Public access show for travel and tourism	Vienna, 20.-22.02.

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