

ΕΜΠΟΡΙΚΑ ΝΕΑ

ISSUE 1/2010 June, 30th, 2010

Dear Reader,

According to a recent opinion poll, 81 pct. of Austrian citizen approve the European Support Package for Greece. This and the fact that Austria was one of the first EU-member countries to agree to the financial supporting measures of the EU shows that Austrians understand that in such a situation solidarity between Euro member states is absolutely necessary.

Unfortunately many articles published in Europe as well as in Greece, did not contribute to a better understanding of the crisis and the possible impact on the economy in Europe.

As the Austrian Commercial Counsellor for Greece and Cyprus it is my professional and personal interest as well as one of my most important responsibilities to establish and maintain good relationships between the two countries - especially in such difficult times right now.

In this respect, we organized, for instance, an Austrian Showcase with the issue of "Austrian Solutions for IT and Communications" which took place from 16 to 17 May 2010 in Athens. Seven Austrian Companies were representing their products and services to a Greek Audience who had a special interest in Austrian business partners. Those Austrian Companies were BOC Asset Management GmbH, CompuGroup Medical CEE GmbH, Frequentis AG, Gigaset Communications Austria GmbH, Rogler Softwarelösungen & Beratung OEG, TÜV Austria Holding AG and xyzmo Software GmbH whose detailed company profiles you can see in section ["Austrian companies looking for partners"](#) of this bulletin.

In order to provide you with an outlook of the upcoming events in the beginning of autumn 2010, we would like to point out two occasions. From 21 to 24 October 2010 the Commercial Section of the Austrian Embassy eventually takes part at the exhibition "5th international Exhibition Energy-Photovoltaic 2010", at MEC Maroussi in Athens. This exhibition is followed by an event concerning wood-related issues which is organized by proHolz Austria Association of the Austrian timber industry. It takes place from 5 to 7 November 2010 and includes a seminar on "Building with wood" on 6 November 2010 at the Hilton in Athens.

Furthermore I would like to let you know, that in February we officially opened a Marketing Office in Nicosia under the leadership of Mr. George Andreou who is well known to our readers in Cyprus and who has been working with us for more than eight years.

Bruno Freytag
Austrian Commercial Counsellor of Greece and Cyprus



Austrian companies are looking for business partners:

- [Control and Communication Centres for Security Areas](#)
- [IT Based Management Solutions](#)
- [Information Systems for the Healthcare Sector](#)
- [Electronic Signatures](#)
- [The Complete Solution for Printing Firms](#)
- [Europe's Clear Market Leader for Dect Telephones](#)
- [TÜV](#)
- [The European Transport Organisation](#)
- [Regulator for Digestion](#)
- [Electrical Controls for Photovoltaic Systems, Wind Energy and Hydraulic Lifts](#)
- [Photovoltaic Solar Roof Tiles](#)
- [Geothermal Systems](#)
- [Axle Detection and Axle Counting Systems](#)
- [Engineering for the Construction Industry](#)



Useful information

- [Trade Fairs in Austria August - December 2010](#)



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".

FREQUENTIS



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CONTROL AND COMMUNICATION CENTRES FOR SECURITY AREAS Offered: Services and Know How

Frequentis is noted for its high technological orientation and its innovative ability. We are an expert international partner for voice and data communication for civil and military aviation and all emergency services. We will gladly accept your commissions.

Frequentis is an international supplier of communication and information systems in the fields of Air Traffic Management (civil and military air traffic control) and Public Safety & Transport (police, rescue and fire services, coastal rescue, railways, and shipping). The basis for achieving global market leadership in air traffic control is the company's unique voice communication system, which with the help of individual application software is successfully used in other sectors. The Austrian high-tech company is backed by a worldwide network of subsidiaries and has regional offices and agencies in more than 50 countries.



Industry sectors :

Safety systems, alarm systems, fire protection devices, building management systems; Consulting, engineering and software development for information technology and communication; Telecommunication technologies; Systems, devices and equipment for communication; Computer and communication systems installations; Information technology and communication; Traffic control systems and traffic safety systems; Safety; New technologies; Equipment and supplies for aerospace industry and aircraft industry.

Correspondence can be in English or German.





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IT BASED MANAGEMENT SOLUTIONS

Wanted: Direct Customers

The success of a company arises from an efficient interaction between products/services, business processes, organizational structure and IT systems. The BOC Management Office is a tool-suite to plan, implement and manage this interaction.

The BOC Management Office consists of

- ✓ the Strategy and Performance Management tool ADOScore
- ✓ the Business Process Management tool ADONIS
- ✓ the Supply Chain Design tool ADolog and
- ✓ the IT Service and Architecture Management tool ADOit.



The BOC Group is a consulting and software company that has specialized in IT-based management solutions as a spin-off from the University of Vienna in 1995. The BOC Group supports its customers with IT- and web-based management solutions. The underlying business philosophy is based on the three core elements, efficient business engineering, continuous education and training of the employees and the management of business knowledge.

Industry Sectors:

Information technology and communication; Consulting, engineering and software development for information technology and communication; Software; Consulting and engineering.

Correspondence can be in English or German.



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INFORMATION SYSTEMS FOR THE HEALTHCARE SECTOR

Wanted: Sales Partners



We offer fully developed, market-leading software solutions with a proven track record for a very wide range of fields and requirements in all parts of the healthcare system, from doctor practices to university clinics. This broad spectrum is supplemented by an e-Learning instrument for doctors' training and professional development. We would like to present this broad portfolio. We are seeking contacts with distributors and end customers, particularly hospital and educational establishments.

CompuGROUP is one of the world's leading e-Health companies. Its software products help create a safe, secure and efficient healthcare industry by supporting all medical and administrative activities in doctors' practices and hospitals and providing information services and web-based individual medical records. CompuGROUP is the e-Health company with the greatest global reach amongst service providers. Within the Group, CompuGROUP CEE has, since 2007, been responsible for the central south-eastern European markets as well as for Austria and Switzerland. Our motto is "Synchronizing the World of Healthcare", our aim is to support all parties in the health care sector - patients, practitioners and institutions - with IT solutions.



Industry sectors:

Health and medical technology; Consulting, engineering and services in the area of health and medical technology
 Information technology and communication; Software.

Correspondence can be in English or German.



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ELECTRONIC SIGNATURES

Wanted: Direct Customers



xyzmo is part of the xyzmo SIGNificant Group and a leading international technology provider of complete digital signature solutions. Its exclusive product range allows companies to achieve a rapid and trouble-free switchover to paperless processes. The digital seal and the personal digital signature form the basis for cost-effective and secure digital processes. xyzmo SIGNificant solutions are already in use in more than 20 countries worldwide; users include companies in the telecommunications, banking, insurance and pharmaceuticals sectors and many others as well.

We protect the identity of the person signing an electronic document and the integrity of its content. Our forward-looking processes for signing and authenticating electronic documents have a proven track record for everyday use and are easy to integrate in every existing IT environment.



Industry sectors:

Information technology and communication; Software; New technologies; Software development.

Correspondence can be in English or German.



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THE COMPLETE SOLUTION FOR PRINTING FIRMS

Wanted: Co-operation Partners

We are seeking partners in the IT sector and printing industry suppliers with experience of industry software. Sales, installation and first level support are to be provided by our partners. We are also seeking end customers / printing firms to establish reference projects.

ROGLER Software GmbH was founded in 1992 and has customers in nine European countries. With technoLOGIC it offers a tried and tested MIS and PPS for all segments of the printing industry, supporting the entire workflow of the company from CRM, calculation, internal paper tracing and materials logistics to controlling. Centralized monitoring is carried out by technoPLAN, an electronic planning board that visualizes all the company's processes. ROGLER Software has multi-client capabilities, is multi-lingual and can operate in foreign currencies. ROGLER is a full member of the CIP4 consortium and offers JDF/JMF capable systems.

Industry sectors:

Information technology and communication; Consulting, engineering and software development for information technology and communication; Software; Printing supplies and office material; Consulting and engineering for printing and bookbinding industry.

Correspondence can be in English or German.





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EUROPE'S CLEAR MARKET LEADER FOR DECT TELEPHONES Wanted: Sales Partners

Gigaset Communications Austria GmbH would like to expand its distribution network in Greece. We are therefore seeking additional distributors and cooperation partners in the telecommunications sector whose business interests involve high quality telecommunications equipment focusing on the private customer segment and/or medium-sized enterprises.



Gigaset Communication Austria GmbH is a 100 % subsidiary of Gigaset Communication GmbH which has its headquarters in Munich and is Europe's clear market leader for DECT telephones. The company develops, produces and distributes quality products under the Siemens Gigaset brand name. The range includes fixed line telephones, Voice-over-IP models, software solutions and home media products. The principal production site is in Bocholt, Germany. Gigaset Communications GmbH is a license holder of the Siemens brand. Gigaset Communications is part of ARQUES Industries AG.

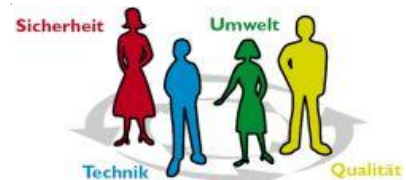
Industry sectors:

Electric engineering and electronics; Information technology and communication; Computer and communication systems installations; Systems, devices and equipment for communication; Interior design; Electronic devices for the household; New technologies; Telecommunication technologies.

Correspondence can be in English or German.



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GUARANTEE OF TECHNICAL SAFETY Offered: Services and Know-How



The TÜV AUSTRIA Group guarantees technical safety, conserves resources and is committed to improving the quality of products and services. We have highly qualified specialist staff and state-of-the-art laboratories and equipment. We offer testing, inspection, certification, calibration, training and engineering services. The TÜV AUSTRIA Group has a national and international presence and offers proven competence backed by a multitude of accreditations, notifications, authorizations and the like. You can therefore be assured of safety, reliability and a new dimension of cost-effectiveness when we work for you.

- Accredited primary inspection authority and boiler inspection authority for pressure vessels (including the railway sector) in accordance with the relevant legal requirements
- Accredited certification authority for products, individuals and quality management systems
- Accredited testing, inspection and calibration services
- Testing body for CCA and CB processes (European/worldwide accreditation processes)
- Notified/competent body in accordance with EU standards/directives & MRAs (Mutual Recognition Agreements)
- Nominated Environmental Verification Organization in accordance with EMAS (Austria and Germany), authorized Environmental Verification Organization in accordance with Austrian legislation ("Umweltgutachter- and Standorteverzeichnisgesetz")
- Other approvals, authorizations, nominations etc.

Industry sectors:

Consulting and engineering; Management Consultancy Sector; Consulting and engineering for safety.

Correspondence can be in English or German.



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THE EUROPEAN TRANSPORT ORGANISATION

Offered: Services and Know How

Truck loads all over Europe - Your full TRUCK loads in ONE hand



Loading capacity all over Europe - always and everywhere: For more than 50 years we have developed a powerful network of selected transport partners. The large truck-fleet of our transport partners as well as more than 3,000 crunable trailers and over 800 swap bodies for combined rail/road transport and short sea ensure that loading space is available, always and everywhere all over Europe.

Trucks 'R' us... LKW WALTER: Every single transport is processed and monitored by our experienced Transport Managers, from the receipt of order to the delivery.

They look after the exact transport monitoring due to a direct contact with the drivers.

Our customers: Fortune 500 companies as well as medium and small sized enterprises across Europe - place more than 3,900 orders for full truck loads (FTL) with us daily. With LKW WALTER they have just ONE single partner for their full truck load transport.

Industry sectors:

Transportation and logistics; Forwarder.

Correspondence can be in English or German.



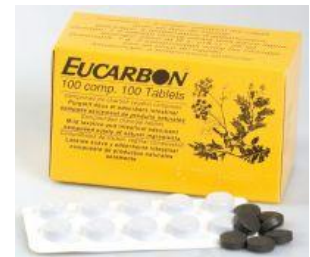
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REGULATOR OF DIGESTION

Wanted: Sales Partners

Eucarbon® is a natural remedy, worldwide distributed with great success for 100 years. We also offer this product in Cyprus. We are looking for a dynamic and competitive local distributor for importation, marketing and distribution of Eucarbon in Cyprus. The combination of the features of our product, our worldwide experience and the expertise of our local partner shall be the base of a fruitful, long-term collaboration.

EUCARBON® is a natural intestinal regulator with a unique twofold action which is based on the combination of herbal and mineral components. Owing to this combination the very same tablet acts both as a mild laxative and as a remedy for mild forms of diarrhoea. Pure vegetable charcoal brings about the binding of metabolic and bacterial toxins by adsorption. The additionally present laxatives (senna leaves, purified sulfur and rhubarb extract) ensure prompt elimination of the toxic substances. Essential mint and fennel oils have an anti-spasmodic and carminative effect. As a result, EUCARBON® is neither just a laxative nor just an antidiarrhoeal agent, but it regulates digestion in a completely natural way and consequently provides for a regular functioning of the digestive system - EUCARBON® re-establishes a balanced digestion. The unique mild and natural regulator of digestion is available worldwide.

Industry sectors:

Pharmaceutical products; Chemistry and pharmaceutical industry; Pharmaceutical agents.

Correspondence can be in English or German.



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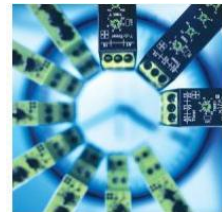


ELECTRICAL CONTROLS FOR PHOTOVOLTAIC SYSTEMS, WIND ENERGY AND HYDRAULIC LIFTS

Wanted: Direct Customers

TELE is seeking end customers such as manufacturers of control cabinets for electrical control systems in the photovoltaic and wind energy sectors and producers of hydraulic lifts.

We are a pioneer and trendsetter in the provision of intelligent solutions for controlling plants, buildings and machines and keeping them operational. TELE is passionately and professionally committed to the creation of state-of-the-art monitoring and control system technology of the highest quality that meets international standards for applications worldwide:



Timing relays and time switches; Monitoring relays (voltage, current, power); Softstarters & thyristor control units; Modular and intelligent monitoring SPS (PLC); and much more besides. TELE was founded in 1963 as a family firm. Today, in addition to its headquarters and production site in Vienna, TELE has branches in Germany and the UK and a dense network of more than 50 trading partners worldwide.

Industry sectors:
Transportation and logistics; Forwarder.

Correspondence can be in English or German.



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PHOTOVOLTAIC SOLAR ROOF TILES

Wanted: Sales Partners



Easy and quick installation: No preparation of the site is necessary, no dirt, no noise. The roofer can install them ready for use in one day. No alteration to the statics of the roof truss. We are seeking regional distributors for our solar roof tiles which are ideal for the Greek photovoltaic supply system.

SED solar roofing tiles, installed within half a day at the most, form a 1 KWp power plant for the production of electric current from a renewable energy source, the sun. Made from Polymatrix®, the solar roofing tiles, of STEP design, are the same as the original tiles in size, shape and colour. During installation they are simply exchanged for these and leave the shape and appearance of the roof unchanged.

The solar roofing tiles are available in all the usual clay and concrete tile shapes and come complete with all the components necessary for mains-parallel operation, e.g. cable, switchbox and inverter etc. PVC-free and fully recyclable, the system proves an ideal supplement for clay and concrete roofing tile makers.

Industry sectors:
Construction and Infrastructure; Construction materials and elements; Environmental technology; Systems and tools for environmental protection; Energy industry and natural resources; Systems for alternative energy supply; Machines, tools, equipment for energy distribution; New technologies.

Correspondence can be in English or German.





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GEOHERMAL SYSTEMS

Wanted: Sales Partners



We are seeking a technically qualified representative or distributor in the heating and cooling technology sector with contacts to specialist trade outlets, architects, planning offices and heating system installers throughout Greece to service and grow the market for our innovative geothermal heating and cooling 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.



Industry sectors:

Energy industry and natural resources; Systems for alternative energy supply; Machines, tools, equipment for energy distribution; Heating and air conditioning; Construction and Infrastructure.

Correspondence can be in English or German.



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AXLE DETECTION AND AXLE COUNTING SYSTEMS

Wanted: Sales Partners

We are seeking signal construction companies who are able to market our products in an optimum manner and provide related services. We supply the concept, detailed plans, equipment, advice and sales documentation in order to support the activities of our business partners as fully as possible. We offer "technology without compromises" and look forward to hearing from you.



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. Reliability and innovation of the products are the determining factor for the world-wide successful application of Frauscher axle detection and axle counting systems by renowned operators of long-distance trains, urban traffic and industrial railways.

Industry sectors:

Equipment and supplies for rail vehicles and ropeways; Traffic control systems and traffic safety systems.

Correspondence can be in English or German.



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ENGINEERING FOR THE CONSTRUCTION INDUSTRY

Offered: Services and Know How

We are a competent international partner of the construction industry. We provide planning services (transport infrastructure, structural engineering, civil engineering) for the industry and welcome your contracts.

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.



Industry sectors:

Transportation and logistics; Consulting and engineering for transportation and logistics; Engineering for construction and infrastructure; Construction and Infrastructure; Construction.

Correspondence can be in English or German.



Useful information



For the first time in its long history, the Austrian foreign trade organisation will unite its international offices under a new brand: **ADVANTAGE AUSTRIA**.

AUSTRIAN TRADE BECOMES ADVANTAGE AUSTRIA 24.11.2009

The visual basis for this new corporate brand is the redesigned Austria "A". The combination of the red-white-red Austria "A" and "Advantage Austria" will ensure a highly recognizable, clear and distinctive corporate identity for the whole organization around the globe.

As of now, **ADVANTAGE AUSTRIA** is the visual identity of the Austrian foreign trade organization in the global market. The new brand brings together text and graphics and will help to improve worldwide recognition of the quality and benefits of Austrian products and services, as well as raising Austria's profile internationally as a business location.

We will remain as ever THE Austrian agency for internationalization. We provide advice to Austrian businesses on every aspect of exporting, support Austrian companies on the road to success in every world market, and are the first port of call for anyone who is interested in trading with Austrian companies or in Austria as a business location. We hope that the new **ADVANTAGE AUSTRIA** brand will enable us to maximise our service in the future.

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 world-wide, 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 August - December 2010 (Selection)

<i>Name/Further Information</i>	<i>Type of Fair</i>	<i>Venue & Date</i>
INTERNATIONALE HOLZMESSE www.kaerntnermessen.at/messe/english/internationale_holzmesse-82.php	International trade for forestry management and technology, sawmill technology and timber construction	Klagenfurt, 26.-28.8.
YACHT AND COUNTRY www.hb.trachtsalzburg.at	International fashion trade for Tracht and country house styles	Salzburg, 27.-29. 8.
CREATIV SALZBURG www.hb.creativsalzburg.at	Trade fair for creative interior design, gifts and lifestyle articles, toys, accessories etc.	Salzburg, 3.-5.9.
FUTURA www.futuramesse.at	Trade fair for consumer electronics, household technology and telecommunication	Salzburg, 16.-19.9.
PRETIOSA DIAMONDS www.cmw.at/messe.asp?id=105	International Fair for Watches and Jewellery	Salzburg, 24.-26.9.
GESUND & WELLNESS www.gesundundwellness.at	Trade fair for Health & Wellness	Salzburg, 1.-3.10. Vienna, 12.-14.11.
VIENNA TEC www.vienna-tec.at	International Industrial Trade Fair including Automation Austria, Energy Tec,...	Vienna, 12.-15.10.
BeSt ³ www.bestinfo.at	Job, Education and Career info fair	Innsbruck, 20.-22.10. Klagenfurt, 2.-4.12.
GEWINN MESSE www.gewinnmesse.at	European`s Investment Fair	Vienna, 21.-22.10.
ALLES FÜR DEN GAST www.gastmesse.at	International trade fair for the entire catering, restaurant and hotel trade	Salzburg, 6.-10.11.
INTERPÄDAGOGICA www.interpaedagogica.at	Specialist educational trade fair	Linz, 11.-13.11.
BUCH WIEN 2010 www.buchwien.at	International Book Fair and reading Festival	Vienna, 18.-21.11.

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!

Οι ίδιες πληροφορίες στα γερμανικά θα τις βρείτε στην ιστοσελίδα μας
www.advantageaustria.org/gr στο Geschäftschancen

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