

ΕΜΠΟΡΙΚΑ ΝΕΑ

ISSUE 1/2007 March 30th, 2007

Dear Readers,

The year 2007 has started for Austrian companies with very good news: in 2006 for the first time in Greek-Austrian business relations exports from Austria to Greece have passed the 600 million thresholds and reached 603 million Euro. According to our statistics this showed an increase of 32%. Austrian imports from Greece amounted to 142 million Euro. Austrian companies sold four times as much as they bought in the Greek market. Compared to other countries within the EU25, Greece ranked 16th and worldwide 26th of our top export destinations.

Main products exported to Greece from Austria have been machinery, vehicles, chemical products, paper and electricity. Austria has imported from Greece mainly vegetables and fruits.

To mention also our trade between Austria and Cyprus we have exported goods worth 51 million Euros to the island and imported from there goods worth 10 million Euro.

Apart of celebrating our success we have also started doing business by organizing a seminar at the end of March in Vienna. This event was attended by more than 40 Austrian companies to collect information about investment opportunities in the field of alternative energies. In particular our speakers from Athens gave information about legal framework, procedures for the application of operation and subsidies for projects of power generation by photovoltaic and wind.

This event in Vienna will be followed by a visit of an Austrian business delegation in Athens on May 14th, 2007 on the occasion of the state visit of the Austrian Federal President in Greece.

For enquiries about doing business with Austria we will be glad to assist you.

Jürgen Schreder
Austrian Trade Commissioner for Greece and Cyprus

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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.austriantrade.org.



VSV-Engineering Produktions- u. Handels GmbH

1220 Wien, Hosnedlgasse 7, AUSTRIA
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eMail office@vsv.biz Website <http://www.vsv.biz>

Blasting Machines and Explosives Accessories

All items produced under license are Schaffler products, subject to copyright and worldwide authorizations. The company's products are exported worldwide.

The product range comprises:

- Electrical condenser discharge blasting machines in various sizes for all fields of application
- Non-electric blasting machines
- Blasting machine testing instruments
- Ignition circuit tester (Ohmmeter)
- Firing lines and connecting wires
- Various explosives accessories
- Special machines for production of explosives



Correspondence can be in English, German or French.



Hofer-Kerzen Vertriebs Ges.m.b.H.

3335 Weyer, Unterer Markt 42, AUSTRIA
Phone +43 7355 873171 or +43 7355 873132 Fax +43 7355 873157
eMail weyer@hofer-kerzen.at Website <http://www.hofer-kerzen.a>

Candles

Hofer-Kerzen Vertriebs Ges.m.b.H. was founded in 1418 and has been owned by the Hofer family for more than 150 years. In the last two decades, this company has grown to become Austria's largest candle manufacturer.

Quality, tradition and innovation are all top priorities at Hofer-Kerzen.

The company's product range includes all kinds of candles: pillar candles, tapered candles, scented candles, decorative candles, grave candles, torches and other party candles.

Correspondence can be in English or German.





Ing. Punzenberger COPA-DATA GmbH

5020 Salzburg, Karolinger Straße 7b, AUSTRIA

Phone +43 662 431002-0 Fax +43 662 431002-23

eMail sales@copadata.at Website <http://www.copadata.at>

Further Contacts COPA-DATA Middle East, Tel. +961 (4) 413417,
mail: sales.me@copadata.com

Software

COPA-DATA is the most innovative leader in the HMI/SCADA software market. They have become global trailblazers due to their know-how and experience gained from the worldwide implementation of more than 45.000 systems in the automotive and machine engineering industries, energy and production plants, but also in the food and beverage industry.



COPA-DATA is developing HMI/SCADA technology since the middle of the 1980's. The software **zenOn**® released by COPA-DATA was the first visualisation system completely running under Windows. Its integral parts are the system's universality, ranging from Windows CE to XP / Server 2003 (incl. 64-bit) and thus full compatibility from the terminal up to the control room, as well as the sophisticated distributed network technology. With generation **zenOn 6.20** has been created the worldwide first editor with distributed engineering, including also many other time and money saving features.

COPA-DATA's distribution network includes subsidiaries in Germany, Italy, France, Middle East as well as partners all over the world. Among its key accounts COPA-DATA counts renowned companies, such as Alstom, Festo, VA TECH, BMW, Audi and Swarovski.

Additional contact addresses are available [here](#).

Correspondence can be in English or German.

KOTÁNYI GmbH

2120 Wolkersdorf, Johann-Galler-Straße 11, AUSTRIA

Phone +43 2245 5300-0 Fax +43 2245 5300-29

eMail info@kotanyi.com Website <http://www.kotanyi.com>

Further Contacts Frau Elisabeth Pohl



Spices

The success story began with a paprika mill founded by Janos Kotány in 1881 in Szeged. Paprika is still the most important product of Kotány, which is now a spice empire with a turn-over of EUR 78 million, 400 employees and 19 locations in Central and Eastern Europe.

The range of **spices, spice mixtures and herbs** is particularly aromatic and comprehensive. From A (aniseed) to Z (onion), there are few spices which are not available in the Kotányi range.

The spices are packaged according to customer requirements - from the classic 'envelope' pack, 100ml. or 225ml. jars, mills, castors and storage packs for household use to 1200ml. containers, and large aluminium packs or polypacks and jars for restaurants, hotels and industry.

Correspondence can be in English or German.



Lindner-Recyclingtech GmbH

9800 Spittal/Drau, Villacher Straße 48, AUSTRIA

Phone +43 4762 2742-0 Fax +43 4762 2742-32

eMail office@l-rt.com Website <http://www.l-rt.com>

Shredders, Recycling Plants

Lindner-Recyclingtech GmbH has decades of experience in developing, planning, producing and distributing shredders and complete recycling plants.

In times of continuously rising raw material prices, Lindner-Recyclingtech has set itself the goal of constantly improving its tried and trusted technology in order to make it even more economical to use its machines for processing waste for thermal and material recycling. LINDNER technology is used particularly in cement works and power stations to produce alternative fuels (EBS, RDF). The machines are also used worldwide to recycle unprocessed domestic, bulky and commercial waste, scrap cables and computers, old tyres, mineral wool, roofing felt, old wood, paper, textiles and plastics.



The "one-stop shop" that guarantees the highest quality standards and best possible technology. Correspondence can be in English or German.

SALOMON AUTOMATION

Salomon Automation GesmbH

8114 Friesach bei Graz, Friesachstraße 15, AUSTRIA

Phone +43 3127 200 Fax +43 3127 200-22 eMail office@salomon.at

Website <http://www.salomon.at> Further

Contacts <http://www.wamas.eu>

Logistics Software, Logistics Systems, Complete Logistics Solutions

Salomon Automation is the complete logistics solutions partner and offers its customers in trade, industry and the logistics services industry:

- automated logistics facilities
- proven and ungradable logistics software
- efficient merchandise management systems and
- comprehensive consultancy and customer services.

Salomon Automation is one of the largest logistics software and systems providers in Europe with more than 300 logistics installations to its credit.

The logistics expertise of more than 350 employees is available to help customers meet the many demands and responsibilities of the logistics sector.

The company headquarters, WAMAS City, is located in Friesach near Graz, Austria. Additional locations in Switzerland, Germany, Spain, Hungary and Croatia offer direct consultancy and customer services at local level.

Correspondence can be in English, German or Spanish.





Schwaiger - Produktions Ges.m.b.H.

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Phone +43 5242 71235-0 Fax +43 5242 71235-5

eMail info@schwaigertools.at Website <http://www.schwaigertools.at>

Tools, Woodworking Machinery

Since 1986, the Schwaiger company has specialized in

- The production and sale of special tools for the woodworking industry (joiners, carpenters, timber industry). The company's product range extends from practical tools in daily use to ingenious problem solutions; a number of these have already been very successfully launched on the international market (board carriers, door lifters, universal clamps, floor board clamps, timber clamp, etc.).
- Distribution of used stationary machinery for the industry businesses (joiners, carpenters, sawmills, timber industry, etc.). Large selection of well-maintained and refurbished used machines (planes, saws, milling cutters, grinding machines, sharpening and CNC machines, presses, suction removal systems, complete industrial plants, etc.).



Quality and service have long been a tradition with Schwaiger. Success drives the company, quality is its priority, and enthusiastic customers are its goal.

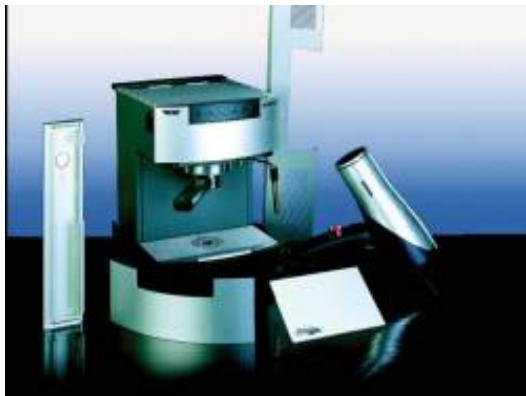
Correspondence can be in English or German.

PIESSLINGER GmbH

4591 Molln, Im Gstadt 1, AUSTRIA

Phone +43 7584 2456-0 Fax +43 7584 2453

eMail office@piesslinger.at Website <http://www.piesslinger.at>



Aluminium components

Piesslinger has been one of the leading components supply companies in Austria for decades. The company specializes in the mechanical treatment and shaping of aluminium profiles and sheets as well as surface refinement using electrolytic oxidation and powder coating.

Piesslinger develops and produces complete aluminium components for its customers:

- from the planning phase
- including design and production of the necessary tools
- and prototypes
- through to series production.

CNC-controlled machining centres are used in the production of high quality aluminium parts from profiles and sheet aluminium. Various pre-treatments are employed to make highly decorative surfaces; these include glass bead blasting, grinding, brushing, chemical polishing and finally anodic oxidation or powder coating.

The top manufacturers of domestic appliances, entertainment equipment, cars, lights and furniture as well as designers and architects trust the expertise of the innovative company Piesslinger.

Correspondence can be in English or German.

Längle & Hagspiel GmbH & Co

6973 Höchst, Im Schlatt 28, AUSTRIA

Phone +43 5578 75292 Fax +43 5578 73357

eMail office@stuhl.at Website <http://www.stuhl.at>**Solid Wood Furniture**

The furniture maker, **Längle & Hagspiel**, has more than 50 years' experience in woodworking and the manufacture of solid wood furniture. The new owner, Mr. Günter Schobel claims that "with our qualified workforce we want to score in the top quality class and with good designs. With approx. 40 employees we are not so big that we can not respond very flexibly to our customers' requirements but on the other hand we are big enough to take on large challenges."

Chairs, benches and tables are produced for restaurants, hotels, churches, old people's homes, function rooms, conference and seminar rooms and also for superior living accommodation. All L&H models can be individually created to meet the customer's requirements for matching, upholstering and staining.

The company is in the process of building up an extensive, highly trained distribution network of competent partners and representatives throughout Europe.

Correspondence can be in English or German.

**HTN Elektrogeräte Vertriebs GmbH**

4682 Geboltskirchen, Polzing 12, AUSTRIA

Phone +43 7732 3541-0 Fax +43 7732 3542

eMail office@htn.at Website <http://www.htn.at>**Soft and supple electrical warming appliances**

HTN is one of the leading European suppliers of electric blankets and pillows, foot warmers, car seat heaters and medical thermic appliances of all types.

HTN has been successfully manufacturing soft and supple electrical warming appliances for more than 40 years. Export markets include various countries in the European Union and Eastern Europe as well as markets in South America and South-east Asia.



The international success of HTN is based on the highest quality and safety as testified by European test centres, prompt delivery performance and highly competitive prices.

HTN seeks importers in various countries who have good contacts to local specialist retailers, electrical goods stores, department stores, mail order firms etc.

Correspondence can be in English, Spanish or German.

Huber Thomas - Novaform

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Room partitioning systems

Flexible folding, sliding and standing partitions

Novaform is an internationally active trading company headquartered in Graz / Austria. For 10 years now, Novaform has been manufacturing and marketing flexible room partitioning systems that in the meantime are available in many different forms. These variable systems can be used as partitions, dividing walls, curtains or sliding doors to change the shape of room space. The individual elements consist of the eye-catching X-bar, on which a wide variety of textiles can be stretched. Newly developed fastening systems make it possible to install these elements in any conceivable position in a room.

Correspondence can be in English or German.



"Topsuccess", Mayer KEG

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Phone +43 5525 64771 Fax +43 5525 6477115

eMail f.mayer@topsuccess.at

Website <http://www.topsuccess.at>

Company Establishment / Office Services

Topsuccess is an office services company in Vorarlberg - the Austrian base for many well known companies - close to the border with Switzerland, the Principality of Liechtenstein, and Germany. With its outstanding infrastructure, Topsuccess offers foreign companies assistance with setting up their subsidiaries, taking on any necessary administrative activities.

The company's services include:

- Establishing subsidiaries, branch offices and sales representations
- Advice on legal and tax issues
- Bookkeeping
- Company management
- Carrying out all administrative and operational office tasks
- Correspondence
- Administration / organization
- Internet connection and e-mail address
- Receipt and forwarding of mail
- Accepting telephone calls in your company's name
- Accepting telephone calls and faxes



Forwarding of calls/faxes/e-mails

Correspondence can be in English, French or German.

Austria Wind Power GmbH

7000 Eisenstadt, Kasernenstraße 9, AUSTRIA

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eMail info@windpark.at Website <http://austrianwindpower.com>

Further Contacts info@austrianwindpower.com



Wind park, wind power

Austrian Wind Power GmbH is the Austrian market leader for wind power and is one of the principal players in the European market. The company develops and operates wind parks and also participates in wind power projects.

The company has ten wind parks in Austria in which 138 wind power stations generate electricity for approx. 150,000 households. Austrian Wind Power GmbH has the experience and expertise to achieve a very high degree of cost effectiveness in its wind parks.

The company is currently expanding its activities in France, Ireland, Italy, Romania, Bulgaria, Cyprus and Greece and therefore seeks local consultants with contacts to the authorities and relevant institutions (e.g. ministries, regulatory bodies etc.) and experience of project management.

For further information please contact info@windpark.at or info@austrianwindpower.com

Correspondence can be in English or German.



update software AG

1040 Wien, Operngasse 17 - 21, AUSTRIA

Phone +43 1 87855-0 Fax +43 1 87855-200

eMail info.at@update.com Website <http://www.update.com>

update CRM

Founded in Vienna in 1988, **update software AG** (www.update.com) is Europe's leading provider of CRM solutions, with currently some 180 employees and annual revenues of EUR 18.6 million (2005). update software AG is listed on the Frankfurt Stock Exchange. update products are used by more than 100,000 employees at over 900 companies. update.seven offers with its concept of "dynamic CRM" a dynamic process and data model as well as specialized sector templates, thus ensuring rapid adaptability to individual customer requirements.

Correspondence can be in English or German.



And when will you say: „Austria. I've arrived” ?

 www.austria.info

The website of the Austrian National Tourist Office

MTTI Marx Trading GmbH

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Phone +43 1 7150029 Fax +43 1 7150029-12

eMail info@mttio.co.at Website <http://www.mttio.co.at>

Timber Drying

Many years spent acquiring a great diversity of practical experience of plant technology in the meat processing, bakery and milk industries and the availability of an up-and-coming generation of young, dynamic team members led to the foundation of the company at the beginning of 2004.

One of the business activities of MTTI is timber drying. The company offers the following advantages:



- Pressure control - control of heat conductivity of surrounding air by compressing and releasing air by means of a circulating and used air ventilator
- Lower energy requirements
- Drying from timber core outwards
- Counteracts dried-out timber edges
- Kills off molecules containing protein
- Prevents mould formation
- Prevents cracking at the timber edges
- Outdoor air temperature influences the product drying temperature
- The product controls the drying period
- Reduction of the drying period
- Dehumidification through a cooling register not necessary
- Safe production process
- Higher productivity of plant
- Low production and maintenance costs
- Reduction of energy costs by up to 80%

Correspondence can be in German or English.



Useful information

Links



Under www.dornbirn-mfc.com you can find information about the **46th Dornbirn Man-Made Fibres Congress** in Austria, taking place from 19th to 21st September 2007 with presentations of more than 110 highly qualified speakers from industry and research institutes.



Under www.messedornbirn.at you can find information about the **18th technology-fair "intertech" 2007** in Dornbirn/Austria, taking place from 3rd to 5th May 2007. 400 companies and institutions will present new technology-production.

Trade Fairs in Austria April - September 2007 (Selection)

Name/ Further Information	Type of Fair	Venue & Date
viennaFair www.viennafair.at	Intern. Contemporary Art Fair 2005	Vienna, 26.-29.04.
Power-Days www.power-days.at	Info days for electrical installations, products and services	Vienna, 12.-13.04.
Interalpin www.congress-congress.at	Intern. trade fair for winter-service appliances, cable car technics and ski area management	Innsbruck, 18.-20.04.
Pferd Wels www.pferd-wels.at	International fair for horses	Wels, 17.-20.5.
Austrotec www.messecentergraz.at	Fair for Automatization and Production, Combined with congress: "Production and Automatization in the Automobile Industry"	Graz, 13.-15.06.
Inter-Agrar www.messewieselburg.at	Intern. Trade Fair for agricultural machinery/engineering/farming/equipment	Wieselburg, 27.06.-1.07.
Int. Gartenbaumesse + ÖGATECH www.gartenbaumesse.at	Austria's largest Flower Show with Horticultural Trade Fair	Tulln, 23.-27.08.
RIEDER-HERBSTMESSE www.riedermesse.at	Intern. Trade fair for agricultural-technic, machinery, farming/equipment/seed/animal-feeding, etc.	Ried, 05.-09.09.
Klagenfurter-Herbstmesse www.kaerntnermessen.at	National and International suppliers of consumer goods in the field of trade, commerce, industry and agriculture present themselves to end users and trade purchasers	Klagenfurt, 08.-16.09.
FUTURA www.futuramesse.at	Trade fair for consumer electronics, household, technology and telecommunication	Salzburg, 14.-17.09

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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<http://www.austriantrade.org/greece/our-office-in-athens/austrian-trade-bulletin/en/>

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