

ΕΜΠΟΡΙΚΑ ΝΕΑ

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Dear Readers,

The year 2008 has begun with the organization of many events and the Commercial Department of the Austrian Embassy has had an important role to play. But, let's start from the beginning of the year 2008.

Beginning April we organized an "Austrian Showcase" in Athens Imperial Hotel. Sixteen Austrian Companies gave a presentation about their special know how in the field of Infrastructure for Railways. This event was attended by more than 70 representatives from OSE, EDISY and Greek companies. You will find the profiles of the Austrian companies in this issue.

In cooperation with the Austrian National Tourist Office, Milan (Mr. Fritz Bauer) and Salzburg Land Tourismus (Mr. Leo Bauernberger) we organized a presentation of Salzburg and the Fuschl See region. The event took place in the Galaxy Bar of Hilton Hotel, Athens. Mr. Wolfgang M. Greiner, Director of Hotel Fuschl in Salzburg, who has been hosting the Greek National Team during their stay in Austria, introduced his hotel and the Fuschl See region. Among our prominent guests were Mr. Vasilis Gagatsis, President of the Hellenic Football Federation, as well as his counterpart in Austria, Mr. Friedrich Stickler.

When our bulletin goes online, we will not know yet, who will be the new European Football Champion 2008. However, what we do know already is that it will not be Greece. I regret very much that Greece was not as successful in Austria, as I expected them to be. I have heard that the Greek fans enjoyed their stay in Salzburg. The blue and white colors of the Greeks dominated the public fan zones in the city of Salzburg and in many others. Here in Athens, the Austrian Embassy together with the Swiss Embassy organized a Public Viewing event in the Athens Olympic Stadium which was attended by 1.000 visitors.

In the first week of July the President of the Hellenic Republic Mr. Karolos Papoulias will arrive in Vienna for a three-day official visit. He will be accompanied by a high ranking business delegation. It is for the first time that a delegation of such eminent businesspersons will visit Austria at an official occasion. I am very happy about that, because I always thought that Greek entrepreneurs are not taking enough advantage of the business opportunities in Austria. There will be a Forum about Business opportunities in Greece and Austria, emphasizing on renewable energy and waste management. Austrian environmental technologies and solutions for waste management could help Greece to tackle the problem of land fills which are not up to European standards. Austria has been using incineration for a long time and this technology would be also suitable for Greece. I'm looking forward to the visit of the Greek delegation and wish you all „καλό καλοκαίρι“.

Bruno Freytag
Austrian Trade Commissioner for Greece and Cyprus



Austrian companies are looking for business partners for the following products

- [Engineered solutions for projects in soil and rock construction](#)
- [Consulting with focus on bridge engineering](#)
- [Building/Road/Tunnel construction & engineering](#)
- [Traffic management systems, Instrument transformers, Signalling systems](#)
- [Products from copper and copper alloys](#)
- [Supplier of IT-based solutions and services in the test and measurement field](#)
- [Vibration isolation of railway tracks, buildings and industrial applications](#)
- [Production of Ferro concrete](#)
- [Polymer-based innovations and systems](#)
- [Construction and railway technology](#)
- [Rail Automation and Power Systems, Rolling stock](#)
- [Turnout technology for Railways](#)
- [Engineering Consultancy for the construction industry](#)



Useful information

- [Links](#)
- [Trade Fairs in Austria August - November 2008](#)



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 “Geschäftschancen”.



3G - Gruppe Geotechnik Graz TZ GmbH

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Engineered solutions for projects in soil and rock construction related to geology, rock mechanics, and soil mechanics

Our group consists of highly qualified experts from different specialities in the field of geotechnics. Our experts have years of national and international experience in planning, design, construction, project management and applied research in all disciplines of geo-sciences and geo-engineering.



By interdisciplinary teamwork we develop optimal solutions for complex problems in geotechnical engineering. Our combined experiences and resources allow us to seek innovative and economic solutions suited to our clients needs. Our cooperation with academic research and excellent relationships with the leading international research groups guarantee that our specialists are familiar with the latest available methods.

Correspondence can be in English or German.

ABES Consulting International GmbH

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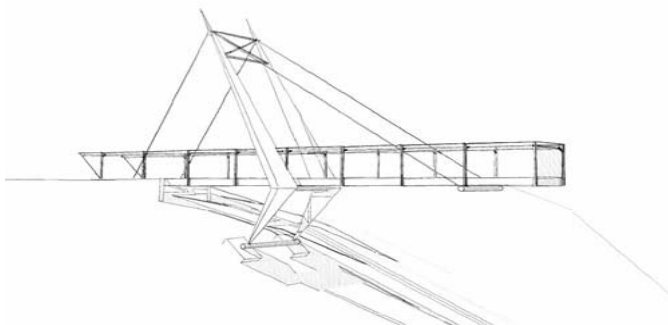
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member of



Engineering Consulting with focus on bridge engineering

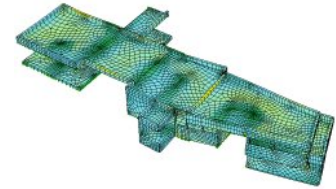


ABES Consulting International GmbH is an engineering consulting group providing services with a special focus on bridge engineering and the design of complex structures.

ABES consists of well-established consulting firms who have decided to combine their efforts and work together in international consulting projects. Ownership is held equally by the members in Lisbon, Tel Aviv, and Graz.

ABES is able to provide top-level engineering and will deliver to the highest quality expectations. We thrive on applying innovative methods and technologies in order to find the optimal solutions for our clients.

ABES staff are experienced engineers who are able to make their consulting services available worldwide. Services offered include the full range from feasibility studies, conceptual and preliminary design to detailed design and independent proof checking. Our engineers are multi-lingual, multi-cultural and capable of working in many different cultural environments.



Correspondence can be in English or German.



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Building Construction & engineering, Road construction & engineering, Tunnel construction

Building construction has become one of the ALPINE Group's main corporate pillars. The quality of the buildings constructed across the country and abroad do justice to the trust our principals have placed in our staff's experience and quality-consciousness. Our experts will be glad to assist you as a competent partner from the planning to the financing stage and during the turnkey completion of the project.

Road construction & constructional engineering have been the Alpine Group's cornerstones since the beginning of its corporate history. Projects across the nation, in the neighboring countries, the former Eastern bloc countries as well as Turkey and the Far East are proof of the high quality in which construction projects are executed and the many years of experience involved, also on an international basis.



The ALPINE Group is one of the leading tunnel construction companies engaged in conventional and mechanical driving. Renowned projects such as the Gotthard Base Tunnel (Switzerland) and the A9 Klaus tunnel string are proof of ALPINE's competence in the field of tunnel construction.

Correspondence can be in English or German.



DR. TECHN. JOSEF ZELISKO, FABRIK FÜR ELEKTROTECHNIK UND MASCHINENBAU GMBH

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Traffic management systems, Instrument transformers, Signalling systems

For nearly ninety years ZELISKO develops, manufactures and delivers selected products and systems for traffic and power engineering for railway security, road signalling and traffic management as well as instrument transformers and electronic assemblies.

As a master builder, ZELISKO offers turn-key system solutions from concept to project planning, including installation and start-up. In its capacity as master builder, Zelisko takes the overall responsibility for the timely realisation of its clients' projects. The open system platforms and the modern back-office software Zelisko System32 are significant advantages.

ZELISKO's Instrument Transformer division develops, manufactures and sells CT and VT for indoor as well as for outdoor application. The range of rated values varies up to 36,000 Volt and up to 50,000 A. Since taking over **AEG Instrument Transformers**, ZELISKO provides the former product range of AEG.

ZELISKO signalling systems are in operation on many major road and rail connections worldwide and contribute to more safety and security for all participants on road and railway traffic.



Correspondence can be in English or German.



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Products from copper and copper alloys

Enzesfeld-Caro Metallwerke AG is a leading European producer of high-quality niche products made from copper and copper alloys.

The product range includes pre-materials and semi-finished products as well as ready-to-install precision components. 29,000 tons of semi-finished and finished products made of copper and copper alloys are produced per year across the areas of casting, drawn products, cages for roller bearings, slide bearings and railway engineering.

Operations began at our present location in Enzesfeld in 1905. ECM was transferred to private ownership under the 1989 Austria Buntmetall Group buy-out, and it has been part of the German Wieland Group since 1999.



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Sensor technology for railway installations

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®.



Correspondence can be in English or German.



GEODATA ZIVILTECHNIKERGMBH

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Supplier of IT-based solutions and services in the test and measurement field

The GEODATA group is an innovative international supplier of integrated, IT-based solutions and services in the test and measurement field and in engineering surveys.

As an independent specialised company with many years of experience, GEODATA supports private and public clients in the sustainable improvement of their quality, reliability and profitability.

In this field, GEODATA concentrates on selected areas of application:



- Unstable slopes > geotechnical measurements, automatic monitoring systems, alarm systems
- Infrastructure for roads and railways, subways, hydro-power stations, tunnelling, underground construction
- Architecture and high-rise buildings
- Mining
- Plant construction, industry and manufacturing

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Vibration isolation of railway tracks, buildings and industrial applications

Getzner Werkstoffe is part of the holding "Getzner, Mutter & Cie". From Research & Development in the fabrication of artificial leather at "Getzner Textil" - another subsidiary of the holding - the idea of producing polyurethane elastomers was developed. This was the hour of birth for "Getzner Werkstoffe", at first known as "Getzner Chemie".

In its core competence - the vibration isolation of railway tracks, buildings and at industrial applications - Getzner Werkstoffe proves to be internationally successful today.

Initially Getzner Werkstoffe was restricted to the development and the fabrication of polyurethane elastomers. Through a long lasting experience in the above mentioned areas an internationally unique knowledge has developed. This enables the company to offer comprehensive solutions for individual problems in the field of vibration isolation on the basis of its materials Sylomer® und Sylodyn® today.



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Production of Ferroconcrete

Gmundner Fertigteile GesmbH & Co. KG has specialized for the last three decades on the production of ferroconcrete for the sectors transportation and energy. The company which is well-known for their BODAN-patented quality is serving customers in Austria as well as abroad.

Especially the railway industry uses the innovative products of Gmundner Fertigteile GesmbH & Co KG. To remain competitive the firm developed the new BODAN2 system.



Correspondence can be in English or German.



 Holidays in Austria
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Polymer-based innovations and systems in construction, automotive and industry

REHAU is the premium worldwide brand for polymer-based innovations and systems in construction, automotive and industry. More than 15,000 employees around the globe ensure our growth and success. With more than 170 locations, we are always close to the market and our customers.

As a leading supplier of polymer-based solutions to construction, REHAU addresses sustainable design priorities by engineering products that enhance comfort and convenience, reduce energy costs, create healthy and safe environments, and conserve finite resources.

REHAU optimizes design, comfort and safety as a creative development partner to the automotive industry. With key programs including exterior components such as bumpers and fenders, intelligent modules for water management, and thermoplastic sealing systems, REHAU is a worldwide premium supplier to all major automotive manufacturers.



Correspondence can be in English or German.



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Construction and Railway technology

Rhomberg Bahntechnik is affiliate of a diversified building contractor in Vorarlberg, Austria. Using all available competencies of the group, Rhomberg Bahntechnik's focus is on railway technology and fully benefits from the synergies within a group. All services are provided from one source and are executed in the highest quality and full safety.

Construction (facility management, project development, residential building, main and general contractor, system building, building services, building construction and civil engineering, real estate park management, real estate)



Railway technology (main and general contractor, slab track, commercial and mechanized track maintenance, system technology, electromechanical equipment)



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SIEMENS

Rail Automation and Power Systems, Rolling stock

Siemens Transportation Systems operates from 9 business locations all over the world, of which Vienna and Graz form two important pillars in Austria. Rail Automation and Power Systems for Mass Transit and Main-Line Railways and Rolling Stock, destined for Austria and the Central Eastern European Region, are sold from Vienna. Siemens Transportation Systems in Vienna boasts one of the most modern manufacturing sites for railway vehicles, Siemens Transportation Systems GmbH & Co KG, which looks back on a long tradition in the railway business. Up to 450 vehicles per year can be delivered to customers all over the world from here.



With facilities in Vienna and Graz, Siemens Transportation Systems GmbH & Co KG is one of the world's leading providers of rolling stock, focusing on Metro vehicles, passenger Coaches and bogies. We have been developing, designing and manufacturing components and complete vehicles for mass transit and main-line railways for more than 150 years.



Siemens Transportation Systems GmbH & Co KG has been a 100% subsidiary company of Siemens AG Austria since 2001. STS GmbH has been a subsidiary of Siemens Beteiligungsgesellschaft GmbH since 2006. As part of the internationally active Group Transportation Systems of Siemens AG, our products are utilized around the globe.

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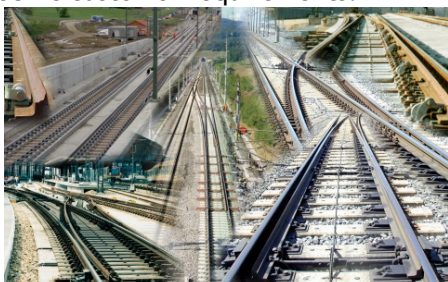
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Turnout technology for Railways

VAE is the world market leader in turnout technology for High Speed, Heavy Haul, Underground and Light Railways and system provider within the switch area and in system inherent electric monitoring, securing and hydraulic drive units.

The VAE group designs and manufactures complete layouts, turnouts and turnout components such as crossings and switch devices for Railway Tracks, including high-speed, heavy haul, urban and commuting Railways, in all available rail profiles and required gauges according to international standards or specific customer requirements.



VAE is the Holding company for 36 manufacturing locations in 5 regions (Europe, America, Australia, Africa, Asia). Worldwide, more than 150 technical experts are employed in engineering departments to guarantee optimised designs, perfect geometry and outstanding customised solutions. Numerous patents and a high level of know-how ensure the very best standards for all VAE turnouts systems.

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Engineering Consultancy for the 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.



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 August - November 2008 (Selection)

Name/ Further Information	Type of Fair	Venue & Date
Tracht and Country classic www.fj.trachtsalzburg.at	Trade fair for traditional fashion, country style	Salzburg, 29.-31.08.
CREATIV SALZBURG www.creativsalzburg.at	Trade fair for creative interior design, gifts and lifestyle articles, toys, accessories etc.	Salzburg, 29.-31.08.
FUTURA http://www.futuramesse.at/	Trade fair for telecommunication, entertainer-electronic	Salzburg, 13.-16.09.
KLAGENFURTER HERBSTMESSE http://www.kaerntnermessen.at	Consumer goods from the trades, industry and agriculture are presented to end users and retailers by national and intern. sup.	Klagenfurt 13.-21.09.
PRETIOSA DIAMONDS http://www.cmw.at	9. Intern. Trade fair for watches, jewellery, diamonds	Salzburg, 19.-21.09.
SMART AUTOMATION AUSTRIA http://www.buchwien.at/en/	International Trade Fair for industrial Automation	Linz, 7.-9.10.
VIENNA-TEC http://www.vienna-tec.at/en/	The International Industrial Trade Fair	Vienna, 7.-10.10.
AUTOMATION AUSTRIA http://www.vienna-tec.at/en/	Automation Austria	Vienna, 7.-10.10.
ENERGY TEC http://www.vienna-tec.at/en/	Energy Tec	Vienna, 7.-10.10.
GEWINN MESSE http://www.buchwien.at/en/	Europeans Investment Fair	Vienna, 16.-18.10.
MODELLBAU MESSE	Austrians model building, game, hobby and handicraft show	Vienna, 23.-26.10.
Alles für den Gast	International trade fair for the catering, restaurant, hotel and food industries	Salzburg, 8.-12.11.
INTERPÄDAGOGICA http://www.interpaedagogica.at/en/	Trade fair for teaching aids, school equipment, kindergarten, fitness and sport equipment	Graz, 13.-15.11.
VIENNA BOAT SHOW	International show for boats, yachts and water sports	Vienna, 20.-23.11.

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!

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