

AdvantageAustria Chicago Bulletin Issue No. 1 / 2011

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Dear Partners and Friends of AdvantageAustria,

"Austrians are competent in several high-tech sectors, but have to be louder when marketing their competence in the U.S.", was the advice given by the 'Number One Austrian in the U.S.', former Gov. Arnold Schwarzenegger, to an Austrian automotive expert group last December. We at AdvantageAustria continue to offer our American friends opportunities to network with Austrian companies in the U.S; at leading trade shows or by meeting visiting company delegations, for example. The Chicago team's priority sectors for 2011 are automotive, environmental and urban technologies as well as greenbuilding.



Austrian companies have again reported more inquiries and orders from the U.S. and we are optimistic that, though the Austrian ballroom season may be over, Austrian - U.S. business will stay in full swing for the rest of 2011 as well! Austrian - U.S. trade increased by some 20% in 2010 compared to 2009, a challenging year. The U.S. remains Austria's third most important trading partner worldwide. In fact, 450 Austrian subsidiaries in the U.S. employ over 20,000 Americans. We as Austria's official internationalization agency believe that Austrians haven't yet made full use of the potential the U.S. market has to offer. We continue to inform Austrian companies, briefing them in Austria about opportunities in selected niche markets, as was done in February in alternative energy, greenbuilding and the medical industry.

One of the greatest tasks for a Trade Commissioner is to accompany U.S. guests to Austria and introduce them to Austrian companies and provide examples of best practice. I had the pleasure of accompanying an expert mission for 'energy efficiency

in buildings' to Austria this February. The credo from the week: Certain Austrian technologies, such as solar cooling for buildings, biomass, district heating, waste incineration and wood construction could easily be adopted here in the U.S. as well.

All the best from all of us,

Franz Roessler and the team of AdvantageAustria in Chicago

The Who's Who of AdvantageAustria in Chicago



Each individual team member covers one or more industries and is the point of contact for the following sectors:

- Environmental Technology, Construction and Infrastructure (Ms. Maja Seferovic)
- Paper, Printing, Packaging (Ms. Nancy Putz)
- Plastics (Ms. Sabine Miller)
- Machinery Sector, Metals and Metal Processing (Mr. Anders Benson)
- Automotive Sector (Ms. Margit Mills)

We also work with Austrian companies which have invested or would like to invest or require local support in the Midwest and some Southern states: Alabama, Arkansas, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Michigan, Minnesota, Mississippi, Missouri, Nebraska, North Dakota, Ohio, South Dakota, Tennessee and Wisconsin.

Your key contact for state and regional economic development agencies is Ms. Nancy Putz; for Austrian subsidiaries, Ms. Sabine Miller.

Highlights from the Austrian Economic Scene



Austria expects increased economic growth in 2011 and 2012

Austrian economy to grow by 2.1% in 2011 and 2.3% in 2012. [Learn more.](#)

Austria retains highest credit rating

Standard & Poor's reaffirms Austria's AAA rating. [Learn more.](#)

Austrian wine posts record export value despite drop in quantity

Exports of high-quality wine continue on a successful course. [Learn more.](#)

Austrian metal industry: Stable outlook for 2011

Recovery has slowed but will continue. [Learn more.](#)

Companies Making News on Both Sides of the Atlantic



Andritz Hydro, a leader in the world market for hydraulic power generation, receives contract to refurbish Hills Creek hydropower plant in Oregon. [Learn more.](#)

Busatis Inc., the US subsidiary of the Austrian manufacturer of high-performance cutting components, is a good example of the Austrian formula for success in the US market. [Learn more.](#)

GE's Jenbacher gas engine business acquires Florida-based Calnetix Power Solutions, a provider of technology for waste heat-to-power projects. [Learn more.](#)

Gösser, the Austrian beer brewery, comes in first at the New York Times Beer Tasting with its Gösser dark. [Learn more.](#)

Haidlmair Werkzeugbau GmbH, a manufacturer of injection molds, receives the largest order in the company's history from a US logistics firm. [Learn more.](#)

Lenzing Plastics, a manufacturer of polyolefin and fluoropolymer products, provides the synthetic turf for Super Bowl 2011. [Learn more.](#)

Lindner Recyclingtech, a specialist in shredding technology and alternative fuel processing systems, opens a subsidiary in Raleigh, NC. [Learn more.](#)

Sattler AG, the world's leading supplier of sun protection fabrics, acquires the Outdura brand from US-based Shuford Mills. [Learn more.](#)

Styrian Pumpkin Seed Oil impressed chefs on the West Coast. [Learn more.](#)

VIKING, a gardening power tool manufacturer, wins the internationally renowned "Good Design Award". [Learn more.](#)

Stay up-to-date on the Austrian business community in the U.S. and visit us at www.advantageaustria.org/us (click on "News" followed by "Local News").

Maja's Eco Corner

Do you ever wonder which countries are the most advantageous for the environment? Or which country talks the talk but doesn't really walk the walk? Well, to answer these questions, the 2010 Environmental Performance Index compares the environmental compatibility of 163 countries on 25 performance



indicators tracked across ten policy categories covering both environmental public health and ecosystem vitality.

The numbers speak for themselves: Six European countries are among the top 10, and Austria is 8th on the list (below Norway, Mauritius and France); Iceland and Switzerland take first and second place respectively. The list shows how these places with the most biodiversity, good health and public transit, pristine environments and clean waters compare with each other. According to the index the following is being said about Austria:

Quote

Austria: This European country also has very strict eco-policies and heavy investment in clean energy.

Unquote

As you know, Austria is playing in the major leagues as far as environmental technology know-how is concerned. To showcase Austria's inner strength in environmental technology and management, Franz Rössler took a 10-member delegation of US energy efficiency experts on a [weeklong visit to Austria](#) to learn more about new technologies and developments.

At the same time, we are also organizing - along with our German and Swiss colleagues in Chicago - the "First European-U.S. Sustainable Construction Forum" in Chicago on Monday, October 3, 2011 with the goal of bringing together leading companies from both sides of the Atlantic to discuss opportunities for cooperation as well as trends in energy efficient building technology.

With that in mind, we would like to provide you with a first glimpse of what Austrian greenbuilding companies have to offer. Our recently published directory "Austrian Sustainable Products and Technologies for North America", a copy of which can be downloaded under this link as well as at www.advantageaustria.org/us, is a first step to showcase Austrian expertise in this field.

Launching a new product? Want to learn more about Austrian sustainability companies? Want to get in touch with Austrian experts?

We are interested in hearing from you. Call us (312) 644-5556 ext. 203 or send us an email at chicago@advantageaustria.org.

Until then, best "green" regards,

Maja

P.S. If you are interested in applying for the [Energy Globe Award 2011](#), one of the most prestigious eco-awards, please submit your projects by June 17, 2011. The annual award distinguishes sustainable initiatives from around the world.

Past Events

Read more about our activities by clicking on the following links:

[Automotive Trade Mission to California: November 29 - December](#)



[2, 2010](#)

A delegation of 21 representatives of Austrian companies, universities, the Federal Ministry for Transportation, Innovation and Technology as well as the US Ambassador to Austria gained insight into alternative propulsion systems and sustainable mobility. A meeting with Governor Schwarzenegger was the highlight of this trade mission.

[Viennese Gala Ball in Chicago: February 11, 2011](#)

The American Friends of Austria hosted the 70th Anniversary of their prestigious ball at the Drake Hotel. Among the more than 220 guests were representatives from the Austrian Consulate General, the Austrian business community, representatives of the State of Illinois as well as the Austrian Trade Commission Chicago.

[George C. Marshall Visit to Austria "Energy Efficiency in Buildings": February 13 - 19, 2011](#)

A group of ten decision makers from Congress, various federal and state-level agencies as well as industry associations traveled to Austria to learn more about Austrian innovations in energy efficiency in buildings.

Upcoming Events

[AUSTRIA CONNECT 2011](#)

September 8 - 10, 2011 in New York, NY



Mark your calendar for the 4th Annual Conference for Executives of Austrian Subsidiaries in the U.S.! This forum for an exchange of ideas and experiences between Austrian companies and their partners in the US will provide quick updates on important issues as well as cutting-edge insight into economic and political developments and new management skills.

[WEFTEC](#)

2011

October 15 - 19, 2011 @ Los Angeles Convention Center, Los Angeles, CA

AdvantageAustria - The Austrian Trade Commission Chicago will organize an information booth and feature Austrian water and wastewater companies and their technologies.

[First European - US Greenbuilding Forum in Chicago](#)

October 3, 2011 @ Illinois Institute of Technology, Chicago, IL

The conference - co-organized by AdvantageAustria - The Austrian Trade Commission Chicago - will bring together leading companies from both sides of the Atlantic to discuss opportunities for cooperation and trends in energy efficient building technology. The Chicago event will take place prior to the USGBC Green Building Conference in Toronto.

[Automotive Trade Mission "US Automotive Industry 2011 and Beyond"](#)

November 6 - 9, 2011

AdvantageAustria - The Austrian Trade Commission Chicago will organize a trade mission to Tennessee and Detroit focusing on the economic outlook of the US automotive industry.

If you are interested in business opportunities with Austrian companies, please check [our website](#) frequently for updates and recently added company listings. Among the new additions you will find:

[ABA - Invest in Austria](#)

Advisory service for foreign companies interested in Austria as a place to do business.

[AHT Cooling Systems GmbH](#)

Manufacturer of plug-in refrigeration and freezer systems.

[Apeiron Biologics AG](#)

Consulting, engineering and services in health and medical technologies.

[Axis Flight Training Systems GmbH](#)

Manufacturer of civilian flight simulators for professional pilot training.

[Berglandmilch Reg. GenmbH](#)

Looking for importers of dairy products.

[bionic surface technologies](#)

Developer of bionic surfaces for reduction of aerodynamic resistance.

[Broken Rules Interactive Media GmbH](#)

Developer of innovative downloadable games.

[bst Brandschutztechnik Doepfl GmbH](#)

Manufacturer of fire barriers and cable installation ducts.

[BTH - Boehm Technik](#)

Manufacturer of machinery and tools for the plastics industry.

[Carpet Cleaner Reinigungssysteme GmbH](#)

Innovative cleaning systems for carpets and upholstery.

[Copa-Data GmbH](#)

Software developer for industrial automation.

[EB Lizenzverwertungs GmbH/Instantdaylite Division](#)

Developer of Instantdaylite daylight lighting fixtures.

[Eckelt Glas GmbH](#)

Manufacturer of transformed glass products.

[Eduactio HandelsgmbH](#)

Realization, optimization and evaluation of educational projects in the US.

[Free Wings - Georg Zwisler](#)

Developer of a multi-functional (theft) security system for the winter sport industry.

[Fundermax GmbH](#)

Supplier of derived timber products and decorative laminated boards.

[Gebauer & Griller Metallwerk GmbH](#)

Supplier of cables and wires.

[G.Tec Medical Engineering GmbH](#)

Manufacturers of biosignal amplifiers.

[Innotech Arbeitsschutz GmbH](#)

Developer of work safety products and equipment.

[Inteco special melting technologies GmbH](#)

Manufacturer of machinery and equipment for the metal and metal processing industries.

[Maschinenfabrik Laska GmbH](#)

Manufacturer of processing machines for the meat processing industry.

[Künz GmbH](#)

Manufacturer of cranes and hydromechanical equipment.

[Lightglass KG](#)

Manufacturer of multifunctional insulated glass.

[LISA Life Science Austria](#)

Austria's leading biotech organization.

[Lixto Software GmbH](#)

Developer of software solutions in various sectors.

[logi.cals Kirchner Soft- und Hardware EntwicklungsgmbH](#)

Provider of software for automation technology and plant documentation.

[Mage Alu Systems GmbH](#)

Manufacturers of aluminum cladding systems.

[Magma GmbH](#)

Manufacturer of woodworking machines and tools.

[Medicon Medical Consulting](#)

Planning and consulting services for medical laboratory diagnostics.

[Modul - Tourism College](#)

Offering training and further education in the tourism and leisure sectors.

[MTA Messtechnik GmbH](#)

Machinery, testing and measuring equipment for construction, infrastructure and environmental technology.

[NGR Next Generation Recyclingmaschinen GmbH](#)

Developer of recycling plants for the plastic processing industry.

[Pantreon GmbH](#)

Developer of ZELIX membrane system for the water and wastewater industry.

[Privatquelle Gruber GmbH](#)

Looking for distributors of natural mineral water.

[QuantaRed Technologies GmbH](#)

Developer of chemical measuring instruments.

[Ranorex GmbH](#)

Developer of test automation tools.

[RO-RA Produktions GmbH](#)

Manufacturer of high quality metal, rubber and plastic components for the aviation and automobile industries.

[runtastic GmbH](#)

Developer of mobile sport and fitness applications.

[Stöger GmbH Ölpresse - Ölfrüchte](#)

Contract services for cleaning spices and non-standard field crops.

[Stubai Werkzeugindustrie reg. GenmbH](#)

Manufacturer of tools used in the forestry, wood and construction industries.

[TTTech Computertechnik AG](#)

Supplier of information and communication technology.

[VAS Energy Systems GmbH](#)

Industrial energy and environmental technologies.

[Vatron GmbH](#)

Developer of testing and measuring technology for the electrical engineering and electronics industries.

[Vela Laboratories](#)

Contract laboratory offering protein characterisation services.

[Zeman Bauelemente Produktions-GmbH](#)

Manufacturer of building machinery and construction tools.

[Zementol Austria GmbH](#)

Provider of engineering services for construction and infrastructure.



IT'S GOT TO BE AUSTRIA.

For travel information on Austria, visit the the Austrian Tourist Office: www.austria.info/us.



Internships for Austrian Students

Are you interested in employing Austrian students for an internship as part of their education? We have a number of resumes from Austrian business and law students who are looking for temporary, often unpaid internships in the United States. Please contact our office at chicago@advantageaustria.org if you are interested in this opportunity.

Quick Links

[Austrian Trade Commissions in the U.S.](#)

[Austrian Consulate General Chicago](#)

[Austrian National Tourist Office](#)

[ABA - Invest in Austria](#)

[Austrian Embassy - Austrian Press and Information Service](#)

[Center for Austrian Studies - University of Minnesota](#)

[Center Austria - University of New Orleans](#)

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