



ΕΜΠΟΡΙΚΑ ΝΕΑ / AUSTRIAN BUSINESS NEWS

ADVANTAGE AUSTRIA **ATHENS**

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EDITORIAL



Αγαπητοί αναγνώστες,

Καταρχήν θα ήθελα να σας ευχηθώ υγεία και κάθε επιτυχία για το νέο έτος 2016!

Το 2015 υπήρξε για όλους μας ένας χρόνος με πολλές προκλήσεις, αλλά και με σημαντικές επιτυχίες για την Αυστριακή οικονομία στην Ελλάδα και στην Κύπρο. Για εμένα προσωπικά, ήταν ένα έτος γεμάτο με νέες εντυπώσεις, ιδέες και δραστηριότητες για την **ADVANTAGE AUSTRIA**.

Σε αυτήν την έκδοση θα βρείτε μια σύντομη αναδρομή μερικών δραστηριοτήτων μας το 2015, τόσο στην Ελλάδα όσο και στην Κύπρο.

Ως ομάδα προετοιμαζόμαστε για ένα δημιουργικό νέο έτος!

Έχουμε προγραμματίσει διάφορες δραστηριότητες, τις οποίες θα θέλαμε να μοιραστούμε μαζί σας. Στόχος μας για το 2016 είναι η περαιτέρω ανάπτυξη και εμπάθυνση των συνεργασιών ελληνικών, κυπριακών και αυστριακών επιχειρήσεων και οργανισμών στον τομέα των υποδομών μεταφορών και τουρισμού.

Στο πλαίσιο αυτό, προγραμματίζουμε να προσκαλέσουμε μία ομάδα Ελλήνων και Κυπρίων επιχειρηματιών να επισκεφτούν τον **Απρίλιο του 2016** μία εκδήλωση σχετικά με τους παραπάνω δύο τομείς στη Βιέννη. Το επόμενο βήμα θα είναι να επισκεφτούν αυστριακές επιχειρήσεις την Ελλάδα προκειμένου να υπάρξουν B2B συναντήσεις με τοπικές επιχειρήσεις.

Για το **Μάιο του 2016** σχεδιάζουμε μία αυστριακή επιχειρηματική αποστολή στην Κύπρο με στόχο την διερεύνηση της αγοράς. Σχετικό ενημερωτικό υλικό θα σας αποσταλεί εγκαίρως.

Μία άλλη επιθυμία μας είναι να γιορτάσουμε μαζί σας τα εξήντα χρόνια λειτουργίας του γραφείου μας, **ADVANTAGE AUSTRIA**, στην Ελλάδα. Θα σας ενημερώσουμε έγκαιρα για τον εορτασμό της επετείου αυτής.

Αγαπητοί αναγνώστες, θα ήθελα να σας ευχαριστήσω θερμά για την εμπιστοσύνη σας στα αυστριακά προϊόντα και τις υπηρεσίες, καθώς και για την συνεχή υποστήριξή σας, ειδικά σε αυτούς τους δύσκολους καιρούς που διανύουμε.

Είμαι πεπεισμένος ότι το 2016 θα είναι μία καλή χρονιά και ότι οι οικονομικοί δεσμοί μεταξύ Αυστρίας, Ελλάδας και Κύπρου θα γίνουν ακόμα πιο στενοί.

Η ομάδα μου και εγώ είμαστε πάντα στη διάθεσή σας για τη σύναψη επιχειρηματικών σχέσεων με την Αυστρία.

Σας εύχομαι καλή ανάγνωση του ενημερωτικού δελτίου, και σας αποστέλλω τις θερμότερες ευχές μου για ένα Νέο Έτος γεμάτο με επιτυχίες!

Gerd Dückelmann Dublany
Επικεφαλής Εμπορικού Τμήματος Αυστριακής Πρεσβείας

BUSINESS NEWS

Pictures say more than a 1,000 words!



© ADVANTAGE AUSTRIA

A new image film showcases Austria's economic strengths and its export companies.

ADVANTAGE AUSTRIA has professionally showcased Austria as a business location and highlighted the capabilities and performance of the Austrian (export) economy in a new **image film** it deserves.

The video gives Austria a smart, innovative profile and shines a spotlight on the country in the heart of Europe by using strong visual language from a variety of industry sectors. The film also interweaves scenic highlights with the exceptionally innovative services provided by Austrian companies.

The new film's ideal combination of moving images, punchy strap lines and spellbinding music reaches out to viewers at an emotional level. The images leave a lasting impression that Austria's (export) economy continues to guarantee success stories even in challenging economic times.

Ultimately, Austrian companies have an exceptional image worldwide. Not for nothing are the Austrians among the best in the world in terms of quality, thirst for innovation, expertise and reliability.

Short film: "Living and working in Austria"



© Johann Scholz

Austria not only promises an exceptional standard of living, it also offers many interesting job opportunities for international talent.

A strong export industry, numerous international companies and organisations, over 400 market leaders and an innovative research scene all combine to offer attractive career prospects for talented international individuals.

With a dynamic labour market, one of the world's best welfare systems and an exceptionally high standard of living, Austria is an attractive place to work.

Thanks to the free movement of workers in the EU, the Austrian labour market is completely accessible to EU citizens. Austria also offers attractive migration opportunities for people from non-EU countries with the Red-White-Red card. Additional measures to simplify processes have been established for international students graduating from Austrian higher education.

The film offers an overview of what Austria can offer international talent as a place to live and work and includes reports from people who live and work in Austria.

More Information

PAST & UP-COMING EVENTS

PAST BUSINESS EVENTS

CYPRUS-AUSTRIA ECONOMIC FORUM

ADVANTAGE AUSTRIA successfully organized a **CYPRUS-AUSTRIA ECONOMIC FORUM** on the occasion of the official visit of the Federal President of the Republic of Austria, Dr. Heinz Fischer in Cyprus, on Wednesday, November 4th, 2015 at the Hilton Cyprus in Nicosia.

The CYPRUS-AUSTRIA ECONOMIC FORUM was held in close cooperation with the Cyprus Chamber of Commerce and Industry and the Cyprus-Austria Business Association.

The Austrian Federal President Dr. Heinz Fischer visited Cyprus from 3-4 November 2015 and was accompanied by a Business Delegation from Austria, led by Mag. Anna Maria HOCHHAUSER, Secretary General of the Austrian Federal Economic Chamber (WKO).

The Business Delegation from Austria covered a wide spectrum of interest: Industrial Machinery and Parts, Energy, Food and Beverages, IT, Business Services and Cosmetics.

More than 180 Cypriot Companies attended the Forum, which was an all-time second best result for a presidential visit to the island, only slightly behind the former Russian President Dimitri Medwedew. The event was followed by numerous fruitful B2B meetings.

Watch the whole event [here](#).

More than 180 Cypriot companies took part at this event and met interesting potential cooperation partners from Austria.



3rd International B2B Software Days - The Future of Digital Business in Vienna, Austria 27-28th April, 2015

The International B2B Software Days gave software providers from across the globe the unique opportunity to expand their networks and find new business partners.

International experts discussed the latest IT trends in the morning session of the event, while in the afternoon session 800 pre-arranged b2b meetings between representatives of SMEs, industry, and research institutes from around the globe took place.

Five Greek companies participated in this event and met interesting potential cooperation partners.



National Energy Globe Award Greece 2015

25th May, 2015

Hand-over ceremony in Athens

The National Technical University of Athens was awarded with the National Energy Globe Award Greece 2015 for its project “Micro grids using renewable energy sources”.

The Micro-grids-project aims to fully exploit Distributed Energy Resources in order to secure supply of energy and protect at the same time the environment.

The prize was given to the Scientific Head of the project, Dr. Nikos Chatziargyriou, by the environmental expert of Advantage Austria Mrs. Loukia Amygdalou, in the presence of representatives from public authorities and institutions in the environmental and energy area and associates of the awardee.

Please find further information under [Energy Globe 2015](#).



Building Smart for Smarter Cities, Conference and Matchmaking Event in Vienna/Austria

10-11th June, 2015

Companies from the construction industry, property developers, architects and investors from the whole of Europe had the unique opportunity to expand their networks and find new business partners at the conference and B2B matchmaking event.

The conference “**Building Smart for Smarter Cities**” offered a range of high-profile panel discussions and specialist talks on the latest developments. Furthermore individual B2B meetings between companies from the construction industry, property developers, awarding authorities, investors etc. from all over the world provided excellent matching opportunities.

On the second day of the conference, participants had the opportunity to visit selected projects in the Greater Vienna region.

Four Greek companies took part in this event and met interesting potential cooperation partner.



UP-COMING BUSINESS EVENTS

THE FUTURE OF BUILDING 2016

18-19th April, 2016, Vienna/Austria



Conference, Brokerage Event and Project Visits

Monday, 18th April - Tuesday, 19th April 2016 | Vienna, Austria

After last year's success ADVANTAGE AUSTRIA and the Enterprise Europe Network will organize once more the conference and b2b matchmaking event **THE FUTURE OF BUILDING**.

This event provides international companies with the opportunity to learn more about the latest trends on INNOVATIVE SOLUTIONS FOR BUILDINGS, SUSTAINABLE REFURBISHMENT, REUTILISATION AND HIGH-QUALITY BUILDINGS WITH FOCUS ON LIFE CYCLE in Austria and to extend their network and find new business partners.

Participation is **free of charge** - due to limited capacities registration on our homepage is mandatory: <http://www.b2match.eu/building2016>.

For any information regarding the program and the project visits click [here](#), or contact ADVANTAGE AUSTRIA in Athens under athen@advantageaustria.org.

POSIDONIA 2016 - The International Shipping Exhibition

6-10th June, 2016, Athens/Greece

Posidonia 2016 is a firm fixture for the global shipping industry. Every two years it is the essential place for serious business as the largest gathering in the shipping calendar.

This year we are planning to take part at this most prestigious shipping event.

PHILOXENIA 2016 - 32th International tourism fair

17-20th November, 2016, Thessaloniki/Greece



Philoxenia Thessaloniki is an International Tourism Fair in Greece. Different destinations and tourist areas are presented at the fair. Visitors have the opportunity to learn about the comprehensive range of different tour operators. ADVANTAGE AUSTRIA is going to present the Austrian tourism industry with a catalogue stand.

BUSINESS OPPORTUNITIES

In this section we feature Austrian companies in the subsequent industries looking for partners, importers or potential clients.

Feel free to reach out to our office should you seek further information on the Austrian companies in question: athen@advantageaustria.org.

LKW WALTER Internationale Transportorganisation AG's Core Business is the organization of full truck loads by road and in Combined Transport throughout Europe and to/from Russia, Central Asia, the Middle East and North Africa.



With the shifting from road transport to "rail" and "Short Sea Shipping" carriers, we make a considerable contribution to the reduction of polluting emissions, in particular greenhouse gas carbon dioxide.

Our customers - major international companies, as well as medium and small sized enterprises across Europe - place more than 4,800 orders for full truck loads (FTL) with us daily. Benefit from a partnership with LKW WALTER too. For more information please follow this [link](#).

Further Links: <http://www.lkw-walter.gr/el>
<http://www.lkw-walter.gr/el/sxetika-me-emas/video>

Tradition and present, arts and delights -experience the special flair of a top hotel in the heart of Vienna. The spacious, individually designed rooms and apartments offer timeless luxury, top-level comfort and modern technical facilities.



The **AMBASSADOR HOTEL BetriebsgmbH** is rich in tradition, situated in the historic city centre between St. Stephen's Square and the State Opera, it is the ideal starting point for visitors to Vienna.

Whether for a private dinner or a business meeting, the elegant atmosphere of the restaurant and the banqueting rooms provide the appropriate surroundings for every occasion. Numerous arrangements and contractual possibilities for a cultural holiday are available for you and your guests.

Enjoy the seasonal culinary dishes in our restaurant with the winter garden and the view over the Neuer Markt. Please follow this [link](#) for more information.

TZ Tischlerzentrum GesmbH is a traditional and long-established family-run company from Austria. Best known as reliable and always on time supplier for furniture-fronts, carcass-elements and furniture-components. With one factory in Austria and one factory on the Asian continent we supply a big variety of customers with perfect products.



Moreover, we also offer high-gloss finished parts at different other manufacturing locations. Today, TZ Austria is one of the most innovative suppliers for furniture industry around the world.

This success is based on high quality materials, machines with latest technology, pioneering innovations and highest quality standards at production. Innovative development and high quality workmanship create trends, which impress the furniture industry worldwide.

We are looking for sales and cooperation partners in your country in order to support local clients at best. We look forward to hearing from you and we will also provide you with samples of our products. Please follow this [link](#) for more information.

The **voestalpine VAE GmbH**, a wholly owned subsidiary of voestalpine AG, is the global market leader for railway turnout systems. Besides turnouts, the voestalpine VAE group is producing innovative drive, detecting, locking and monitoring systems. Numerous well-known references for high speed, heavy haul and urban traffic applications from all over the world outline the comprehensive competence of the company.



VAE offers turnout systems including drive units and monitoring systems for every traffic application: High Speed, Heavy Haul, Urban/Suburban. The particular benefit of complete VAE turnout systems is based on their minimized life cycle costs due to long service life, minimal maintenance

requirements, high reliability and specification-compatible, tailor-made designs. Additionally, voestalpine VAE also provides services in the field of logistics, turnout grinding and installation supervision. More than 40 operations all over the globe enable the voestalpine VAE Group to understand local demand and challenges and help to provide appropriate solutions. Please follow this [link](#) for more information.

As quality, technology and market leader in ropeway engineering, the

DOPPELMAYER/Garaventa Group operates production facilities as well as sales and service locations in over 35 countries worldwide and to date has built over 14,400 ropeway systems for customers in more than 88 countries.



Flexibility, know-how and pioneering spirit make the Group ideally equipped to meet all challenges of traditional and new markets.

Numerous winter and summer tourism regions worldwide trust in the products of the market leader.

This is no longer limited to touristic applications, but more and more frequently finds its way into cities and urban areas. Chairlifts and gondolas, reversible aerial tramways and funicular ropeways - Doppelmayr/Garaventa offers the best solution for every demand. Please follow this [link](#) for more information.

The future needs experience – experience meets the future. **ASEP**, Austrian Senior Experts Pool, brings the knowledge and experience of its two hundred SENIOR EXPERTS to young entrepreneurs, business founders, the potential of non-profit organizations and also public organizations.



ASEP is at your service with our knowledge and experience for the realization of your business projects and sustainable development as it regards starting up your business, marketing and distribution of your ideas and products.

ASEP is a coach and mentor, and provides market research and development as well as assistance to develop a planning and accounting system. Our mission is to help you to help yourself. Please follow this [link](#) for more information.

Road Solution GmbH's principal business is transport to and from Greece. Every week more than 40 departures from 1 Pal to complete loads (also with Pal Exchange).



Our own parcel service - Greece nationwide complements our range of services. Daily trucks in DE/BE/NL/FR/AT/GB/CH. We offer year-round fixed rates and guaranteed delivery times.

We are seeking Greek firms/online shops who would be interested in a special and individual logistics solution. Our own branch in Greece "Road Solution Hellas" is pleased to service all Greek customers (companies and individuals). Please follow this [link](#) for more information.

SANO Transportgeräte GmbH develops, produces and distributes electrically-driven LIFTKAR stairclimbers worldwide. Cargo as well as persons can be transported ergonomically on paths and stairs with the help of these portable transport devices.



The operator-driven stairclimbers are characterized by their practical operation and attractive design. They stand for work simplification and mobility. ISO certified.

The global distributor network guarantees a worldwide customer service. SANO is the perfect solution provider for transport sections with stairs, steps, paths and stretches of road. Please follow this [link](#) for more information.

SILVER CARE GmbH is seeking technical advisors and distributors worldwide for the distribution and sale of the revolutionary MICROCLEAN products for the protection of man, animals, water and the environment.



MICROCLEAN - the Austro-German revolutionary innovation!
 After years of intensive research and development a team of physicians, textile experts and cleaning experts have succeeded in developing:
 High-tech super-fibre textiles with integrated antibacterial silver!
 Professional and bacteria-free cleaning without chemicals - cleaning only with water.
 The global distributor network guarantees a worldwide customer

- Deep-pore cleanliness of ALL surfaces!
- A healthy living environment without the use of chemicals!
- A defence against bacteria, viruses, germs and pathogens (see credentials)!
- Protection against pathogenic cleaning agents, bacteria, viruses and pathogens.
- Protection of the environment, animals, water and air from toxic chemicals!
- 90% savings on cleaning costs!
- Robust high quality super textiles with long service life and elegant design!
- Sensational reports from international and renowned institutions.
- Please follow this [link](#) for more information.

Pierre-Delor e.U. - Dr. Peter Wörgötter distinguished by the fact that we do not work with minimum purchase quantities or concession contracts. This also makes it possible for smaller firms to enjoy a long-term working relationship with us. Pierre Delor welcomes contacts with local retailers/wholesalers and with Internet trading platforms



Pierre Delor

Natural beauty - ultimate elegance

The watches of Pierre Delor are of the highest quality and absolutely scratch-resistant. The cases are completely made from high-tech ceramic as are the links.

Sapphire glass or toughened mineral glass ensure that the face is clearly visible. Swarovski crystals create a sense of elegance and luxurious understatement. Please follow this [link](#) for more information.

Make sure you don't miss a thing

To make sure that you keep updated on the latest news, events and opportunities you can follow us on our Twitter account, YouTube ADVANTAGE AUSTRIA or visit our ADVANTAGE AUSTRIA webpage.



[@austria in Greece](#)



<http://www.advantageaustria.org/gr>



[AdvantageAustria](#)

PUBLICATIONS, INTERESTS

DID YOU KNOW...? AUSTRIA IS BUSINESS AT ITS BEST!



Our image video shows why Austria's economy is Surprisingly Ingenious.

Click [here](#) to see the video on Youtube.



FRESH VIEW ON EDUCATION AND TOURISM INFRASTRUCTURE

The FRESH VIEW magazine delivers information worth knowing, direct to your computer (download). Find out more about current facts and figures, and read up on the economic background of many different sectors of the Austrian economy.

[Link](#) to all Fresh View Publications.

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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.

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About Us

ADVANTAGE AUSTRIA, with its network of more than 110 foreign trade offices, is the official Foreign Trade Promotion Organisation of the Austrian economy. Under the auspices of the Austrian Federal Economic Chamber, ADVANTAGE AUSTRIA is Austria's largest service provider and driver of all international economic activities. ADVANTAGE AUSTRIA acts as an official lobby, representing the interests of its Austrian members both at home and abroad.

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