

AUSTRIAN TRADE BULLETIN

ΕΜΠΟΡΙΚΑ ΝΕΑ



Dear Reader,

After nearly seven years my mission as Commercial Counselor at the Austrian Embassy in Athens comes to an end. Beginning September I will return to Vienna and retire on November 1st. It was the third time that I have been posted to Greece and Cyprus and these seven years were very challenging but also rewarding years. They were challenging, because with the ongoing crisis in Greece and later to a lesser extent in Cyprus, the business environment deteriorated rapidly and became extremely difficult.



This is also reflected in the development of our Exports to Greece which decreased by 48 % over the last 5 years. But these years have also been rewarding because we played an important role as mediators between Greek and Cypriot businessmen and their Austrian partners. At many occasions I had the opportunity to give Austrians an inside picture of the developments in Greece and Cyprus and foster understanding for the situation in my host countries and of their business partners.

I am very happy to hand over the office to my successor Dr. Dückelmann-Dublany at a time when there are very encouraging signs of an improvement of the economic situation in Greece and Cyprus. Austrian Exports to Greece are on the rise again I am very confident that we will hear more good news in the future.

In March we had a successful trade mission "Photovoltaic and sources of alternative energy" to Cyprus. Until the end of the year we are planning two very interesting events. An Austrian Showcase on Tourism and Infrastructure in Athens (10/11 November) - and a Trade Mission on Agriculture and Organic Farming in Athens, Larissa and Thessaloniki (24-27 November).

Finally I would like to thank my team in Athens and Nicosia for keeping up the spirit at very depressing times, and I would like to thank all of you for a very good cooperation with my office and ask you to keep in mind that Advantage Austria Athens is your partner in all questions related to business with Austria.

Best wishes

Bruno Freytag
Austrian Commercial Counsellor for Greece and Cyprus



AUSTRIAN COMPANIES ARE LOOKING FOR BUSINESS PARTNERS:

- [HIGH GLOSS FURNITURE PANELS WITH ALUMINIUM EDGES](#)
 - [THE ROPEWAY AS TOURIST ATTRACTION](#)
 - [TURNOUT SYSTEMS AND TRACK CONNECTIONS](#)
 - [MACHINERY AND EQUIPMENT FOR THE ALUMINIUM INDUSTRY](#)
 - [HYPOXI – SUCCESS WITH TARGETED BODY SHAPING](#)
 - [PACKAGE SOLUTIONS AND GENERAL LOGISTIC SERVICES](#)
 - [TÜV AUSTRIA AKADEMIE](#)
 - [AIR TRAFFIC CONTROL](#)
-

USEFUL INFORMATION

- [INTRODUCING Dr. Dückelmann-Dublany](#)
- [USEFUL INFORMATION](#)
- [TRADE FAIRS IN AUSTRIA AUGUST - DECEMBER 2014](#)

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".



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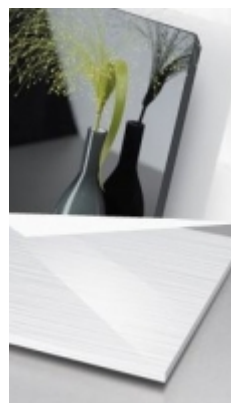
Wanted: Sales Partners

High gloss furniture panels with aluminium edges

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.

Industry sectors:

Interior design, Creative industries, Construction and infrastructure, Wood and paper



TZ AUSTRIA | traditional, family-run company, based in Austria.

At the beginning, best known as reliable supplier for furniture doors for joiners. Over the years the company has invested more and more in modern surface lamination. Today the company 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 and highest quality standards.

PRODUCTS TecnoGlas HG | TecnoGlas HG SCR | TecnoGlas HG ST | TecnoGlas DeepGlas | TecnoGlas MATT | TecnoGlas made with Swarovski Elements | TecnoGlas MIRROR | TecnoGlas ANTI-SLIP.



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Doppelmayr Seilbahnen GmbH

Wanted: Direct Customers



The ropeway as tourist attraction

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

Innovative strength, precision and experience have influenced the products range of the Group for generations.

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.

Industry sectors:

Transportation and logistics, Tourism, sports and leisure

The Doppelmayr/Garaventa Group

As quality, technology and market leader in ropeway engineering, the Doppelmayr/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.

Doppelmayr/Garaventa sets standards with their innovative transport systems: utmost comfort and safety define their installations - in summer and winter tourism regions or as part of urban transit networks. The systems for material transport offer impressive efficiency and performance.



VOEST ALPINE VAE GMBH

Wanted: Direct Customers



Turnout systems and track connections

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.

Industry sectors:

Transportation and logistics

The voestalpine VAE Group, 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. 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.

Further Links: www.voestalpine.com/vae/en.html



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Wanted: Direct Customers

Machinery and equipment for the Aluminium industry

Hertwich Engineering is competent for supplying complete Al-casthouses on a turnkey basis (one-stop-shopping). To stay ahead Hertwich relies on its own R&D and proprietary know-how.

Industry sectors:

Machinery and plant construction, Construction and infrastructure, Metals and metal processing



Hertwich Engineering, a company of the SMS group, is active worldwide with design, supply, construction and commissioning of speciality machinery and equipment for the Aluminium industry. The product range comprises the following technically advanced machinery and casthouse equipment:

- Melting Equipment
- Casting Machines
- Ultrasonic Inspection Stations
- Homogenizing Furnaces
- Sawing and Packing Equipment

With Continuous Homogenizing Plants for extrusion billet Hertwich maintains its worldwide lead since many years (90 % market share). With advanced melting technology Hertwich has in recent years revolutionized the industry.



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HYPOXI Produktions- u. Vertriebs-GesmbH

Wanted: Direct Customers

HYPOXI® - success with targeted body shaping

Thousands of satisfied customers have contributed to making HYPOXI® such an exceptional success story since 1997. HYPOXI® supports its partners throughout the entire business process: from starting a studio to successfully establishing it in the market. Our longstanding experience provides security and a competitive edge – exactly what is needed when starting a business.

Please contact our appropriate distribution partner direct.

Industry sectors:
Tourism, sports and leisur

HYPOXI® - from a revolutionary idea to a global player

The HYPOXI Method® achieves targeted and sustainable body shaping. It involves stimulating blood circulation in the problem areas of the stomach, hips, buttocks and legs through the targeted effects of overpressure and underpressure. At the same time moderate fat-burning exercises boost the metabolism. Excess fat is activated and transported via the blood stream to be burned by the muscles. The HYPOXI Method® also helps to combat water retention and cellulite. Invented by Dr. Egger in Salzburg in 1997, HYPOXI® today is a leading global provider of systems for targeted figure shaping and is represented in more than 40 countries.





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Road Solution GmbH - Logistik Service

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We are seeking Greek firms/online shops who would be interested in a special and individual logistics solution.

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- Groupage freight, part loads, express, complete and special transports
- Package service see <http://www.transport-to-greece.gr>

For further information, please contact our branch Road Solution Hellas, Katerini. Mr. Dermisis is responsible for major customers.

Industry sectors:

Transportation and logistics

Transports to and from Greece are our principal business. 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.

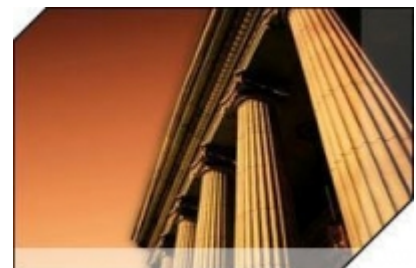
Our own branch in Greece "Road Solution Hellas" is pleased to service all Greek customers (companies and individuals).

All forwarding consignments can be tracked via our customer services at

<http://www.road-solution.com>

For package enquiries / individual enquiries, please visit

<http://www.transport-to-greece.com>





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TÜV Austria Akademie GmbH

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1,000 experts of the TÜV AUSTRIA Group is placed at your service by the courses offered by the TÜV AUSTRIA Akademie. We warmly invite you to take advantage of our educational services. You can find out more about our services online!

Industry sectors:

Education

Further Links:

- [Please pay us a visit](#)
- [International website](#)
- [Corporate videos](#)

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AUSTRO CONTROL GMBH

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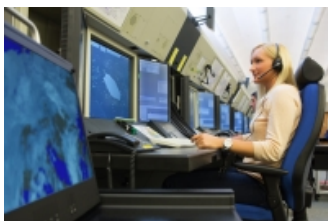


For further information please contact our experts:

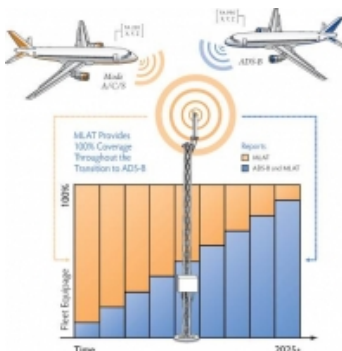
kns@austrocontrol.at

Industry sectors:

Transportation and logistics, Information and communication technologies (ICT)



Austro Control is one of Europe's leading ANSPs having received its SES Certificate in 2006. With a workforce of about 1,000 employees, Austro Control's key task is maintaining safe, punctual, efficient and environmentally friendly air traffic 24/7 with over 1 million flight movements in Austrian airspace.



In addition to its core business, Austro Control is well known as a consultancy that advises on all areas of air traffic control including air traffic management, technology, safety and meteorology. Austro Control's department "Know-how & New Services" (KNS) delivers customized solutions to clients all over the world.

Introducing Dr. Gerd Dückelmann-Dublany



Dr. Dückelmann-Dublany was born in Karachi, Pakistan. He studied and received his PhD in Law at the University of Vienna.

His professional career started as Commercial Attaché at the Austrian Embassy in Khartoum. He was also posted as Commercial Attaché to Montreal, Canada and Budapest, Hungary before he became Commercial Counsellor at the Austrian Embassy in Dublin.

In our head office in Vienna Dr. Dückelmann-Dublany was also Head of the Middle East Desk, Head of Special Industry, Trade & Services Program and up to now Head of "Investment Opportunities Austria", which is a special program with the purpose of matching Austrian companies and foreign investors.

Dr. Dückelmann-Dublany is married and has two daughters.

Useful information

Largest Biogas plant of Austria opened in Margarethen am Moos (Lower Austria)

The largest biogas plant of Austria has opened in Margarethen am Moos (district Bruck/Leitha in Lower Austria).

An already existing plant was extended and is now able to provide Biomethane for 2.000 households. The gas is fed into the natural gas grid of EVN AG.

Moreover one quarter of the biogas is used to generate electricity and a small part is sold at a regional gas station.



METRO THESSALONIKI - KALAMARIA EXTENSION, Greece



The extension of the subway to Kalamaria (Section Patrikiou - Mikra) has a length of 4.5 km and consists of two single-track tunnels TBM with 5 stations. It is the first section of a track that is to be guided to the international airport.

ZIERL CONSULT was commissioned to design the track and the tunnel axis from the general contractor AKTOR SA.

(AG: AKTOR SA)

Useful information



OECD guidelines for multinational enterprises | new compendium for practical implementation

Companies with international business activities are facing higher expectations for responsible business from investors, clients, governments, NGOs and the general public.

The [OECD guidelines for multinational enterprises](#) are voluntary recommendations on sustainable and responsible business and provide a coherent and comprehensive approach.

They can contribute to efforts of companies for economic, ecologic and social development. As a result of growing international economic integration and **global supply chains** these guidelines become more and more important.

Engaging with the OECD guidelines can contribute to **risk mitigation**, as well as increased **profitability** and **reputation**.

The chapters comprise themes like disclosure, due diligence in the supply chain, environment, combating bribery, consumer interests and human rights and cover all relevant aspects of responsible action.

Austria promotes the OECD guidelines via the **national contact point within the Federal Ministry of Economy, Family and Youth (BMWFJ)** which also acts as a **platform for dialogue and dispute settlement** among the stakeholders for alleged violations of the guidelines ("**specific instances**").

Explore the **new brochure by respACT (in German)** which helps getting started with the **practical implementation!** An array of **examples** and a **self-test** help to identify the assets and risks of your company and subsequently take action for responsible business.

AUSTRIA IS
BUSINESS AT
ITS BEST




Have a look and enjoy our internet portal www.advantageaustria.org/gr for the Austrian economy.



OUR WORLDWIDE NETWORK, YOUR ADVANTAGE

ADVANTAGE AUSTRIA, with its more than 110 offices in over 70 countries, provides a broad range of intelligence and business development services for both Austrian companies and their international business partners. Our 750 employees and 40 consultants around the world can assist you in locating Austrian suppliers and business partners. We organize more than 1,000 events every year to bring business contacts together. Other services provided by ADVANTAGE AUSTRIA offices range from introductions to Austrian companies looking for importers, distributors or agents to providing in-depth information on Austria as a business location and assistance in entering the Austrian market.



Trade Fairs in Austria August – December 2014 (Selection)

<i>Name/Further Information</i>	<i>Type of Fair</i>	<i>Venue & Date</i>
Tracht & Country autumn Mes- sezentrum Salzburg http://www.messe-tulln.at/messe_kalender/internationale_gartenbaumesse_tulln/	International trade fair for alpine lifestyle	Salzburg, 29.-31.8.2014
Int. Gartenbaumesse Tulln Messegelände Tulln http://www.messe-tulln.at/messe_kalender/internationale_gartenbaumesse_tulln/	International Horticultural Exhibition	Tulln, 28.8.-1.9.2014
INTERNATIONAL Wood Fair Kla- genfurter Messe http://www.kaerntnermessen.at/messe/english/facts_figures-153.php	International Fair for Forestry, Saws, Wood Construc- tion, Carpentry, Transport and Bioengery	Klagenfurt, 4.-7.9.2014
creativ salzburg autumn Messegelände Salzburg https://www.reedexpo.com/en/Events/3648/Creativ-Salzburg-Autumn	Intern. trade fair for gifts, home accessories, design- & lifestyle articles, paper, stationery goods, floristry, handicraft supplies, art products, souvenirs, glass, porcelain & ceramics, plush articles, toys, fashion accessories, tobacconists supplies	Salzburg, 5.-7.9.2014

Name/Further Information	Type of Fair	Venue & Date
Best of Bike Messezentrum Salzburg http://www.bestofbike.at	The trade fair for bicycles & accessories	Salzburg, 14.-16.9.2014
EASD Red Messe Wien http://www.easd.org/index.php?option=com_content&view=article&id=157:50th-easd-annual-meeting&catid=14:easd	European Association for the Study of Diabetes 50th Annual Meeting	Vienna, 15.-19.9.2014
Futura Messezentrum Salzburg http://www.futuramesse.at	Trade fair for consumer electronics, household technology and telecommunication	Salzburg, 18.-21.9.2014
job and career for women Messe Wien http://jobandcareerforwomen.at/content/index_ger.html	Smart Careers for Women	Vienna, 26.-27.9.2014
VIENNAFAIR 2014 Messe Wien http://www.viennafair.at/	The new Contemporary contemporary art originating from Central, Eastern and South-eastern Europe	Vienna, 2.-5.10.2014

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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