

AUSTRIAN TRADE BULLETIN

ΕΜΠΟΡΙΚΑ ΝΕΑ



Dear Reader,

With business confidence on a steady rise in Greece - Greeks at the moment are more optimistic about their future than Austrians - the economic climate is continuously improving. Global economic activity remains weak, although leading indicators suggest that it is slowly recovering. Confidence among businesses and private households is growing also in Austria, according to WIFO's most recent business cycle survey. After a modest rate of 0.8 percent in 2012, GDP growth in Austria is projected to pick up gradually to 1.0 percent in 2013 and 1.8 percent in 2014.

This all gives hope that the downward trend of our exports to Greece will come to an end by next year. Last year, our Exports to Greece decreased again by 9,1 % to 394,9 Mio. Euro and our Imports from Greece by 10,2% to 163,9 Mio Euros. The downward trend continued also in Q1 this year, although on a slower path (-8,1%)

Our main export products to Greece are: Electrical Machinery (98,7 Mio. Euro), Paper and Paper products (38,7 mio. Euro) and Pharmaceutical Products (28 mio. Euro). The most important Import products are: Dairy products (18,5 Mio. Euro), Olive oil (9,8 Mio. Euro) and Vegetables (5,8 Mio. Euro).

Our trade with Cyprus showed a similar trend with Exports from Austria decreasing by 19 % to 100,5 Mio. Euro and Imports by 79,2 Mio. Euro to 16,2 Mio. Euro.

Our main export products to Cyprus are: Parts for Machinery (24,2 Mio. Euro), Ships (12,4 Mio. Euro), Mobile Phones (14,5 Mio. Euro) and Textiles (4,2 Mio. Euro).

Very positive news came from the Austrian Parliament beginning this month, when the parliament voted in favor of returning to Greece profits made from our loans, because we can borrow money at a better rate than we receive from our contribution to the bailout funds for Greece. Within the next years Greece will receive a total of 281,2 Mio Euros if and when Greece pays her debt to the European Central Bank.

We are looking forward to a good summer with more tourists coming from Austria which will also contribute to a better understanding of the difficult situation in Greece

Best Wishes for a “commercially sunny and shiny” holiday season!

ΚΑΛΟ ΚΑΛΟΚΑΙΡΙ!

Bruno Freytag
Austrian Commercial Counsellor for Greece and Cyprus



AUSTRIAN COMPANIES ARE LOOKING FOR BUSINESS PARTNERS:

- [HYPOXI – SUCCESS WITH TARGETED BODY SHAPING](#)
 - [PROJECT DEVELOPER FOR PHOTOVOLTAIC OPEN AREA SYSTEMS](#)
 - [PHOTOVOLTAIC SOLAR ROOF TILES – CLEAN ENERGY – CLEAN ENVIRONMENT](#)
 - [HIGH GLOSS FURNITURE PANELS WITH ALUMINIUM EDGES](#)
 - [INSECTICIDE](#)
 - [INNOVATIVE PHOTOVOLTAIC PRODUCTS](#)
 - [LEGAL CONSULTING](#)
 - [PLANNING SERVICES FOR THE CONSTRUCTION INDUSTRY](#)
 - [ECERT INCREASES EFFICIENCY IN YOUR AUDIT MANAGEMENT](#)
 - [TABLE LAMPS AND TABLE LINEN FOR HOTELS AND RESTAURANTS](#)
 - [JENBACHER PROJECTS](#)
-

USEFUL INFORMATION

- [USEFUL](#)
- [TRADE FAIRS IN AUSTRIA JULY - DECEMBER 2013](#)

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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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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www.solarinvest.eu



SOLARINVEST DEVELOPMENT GMBH

Offered: Service and Know-Hows

Project developer for photovoltaic open area systems

SOLARINVEST seeks investors who wish to invest in solar power plants. Investors can be guaranteed a long-term, stable cash flow associated with the awareness of having made an intelligent and sustainable investment.

We are also seeking land owners and project developers to whom we can give some support in implementing projects financially and with our know-how.

Industry sectors:

International projects and tendering, Energy and natural resources, New technologies, Renewable energies



SOLARINVEST Development GmbH is a project developer of industrial photovoltaic systems based in Vienna, Austria. So far, plants with a total capacity of 33MW have been connected to the network in Sicily/Italy and sold on to institutional investors. The company has an excellent track record and access to a global pipeline of over 250MW.

SOLARINVEST covers the entire value chain of the project developer. This includes identifying suitable projects, dealing with approval processes, selection of the general contractor, connection to the network, commissioning and operation & maintenance as well as asset management.





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SED Produktions GesmbH

Wanted: Sales partner

Photovoltaic solar roof tiles - Clean energy - clean environment

Easy and quick installation: No preparation of the site is necessary, no dirt, no noise. The roofer can install them ready for use in one day. No alteration to the statics of the roof truss.

We are seeking regional distributors for our solar roof tiles which are ideal for the Greek photovoltaic supply system.



Industry sectors:

Energy and natural resources, Plastics, Electrical and electronic technologies, Construction and infrastructure, Environmental technologies, New technologies, Renewable energies



SED solar roofing tiles, installed within half a day at the most, form a 1 KWp power plant for the production of electric current from a renewable energy source, the sun. Made from Polymatrix®, the solar roofing tiles, of STEP design, are the same as the original tiles in size, shape and colour. During installation they are simply exchanged for these and leave the shape and appearance of the roof unchanged.

The solar roofing tiles are available in all the usual clay and concrete tile shapes and come complete with all the components necessary for

mains-parallel operation, e.g. cable, switchbox and inverter etc. PVC-free and fully recyclable, the system proves an ideal supplement for clay and concrete roofing tile makers.

Further Links

www.solarrooftile.com

www.lisa-pv.eu





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Tischlerzentrum GesmbH

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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Chrysamed Vertrieb GmbH

Wanted: Sales Partners

Insecticide

Our insecticide is already successfully established in many countries. We are seeking interested and experienced distributors worldwide in order to expand further.

Industry sectors:

Agriculture and forestry, Food and drink, Chemicals



The power of water



Chrysamed is a water-based broadband insecticide which so far is unique worldwide. It consists 99% of water and is harmless for people, animals and the environment.

Chrysamed contains a minimal amount of active substances and yet maintains maximum effectiveness for up to three months against crawling and flying insects and their larvae. It contains no solvent, no PBO (Piperonylbutoxid), no propellant, is odourless and does not cause staining. Chrysamed insecticides are available as a sprayable solution and in a concentrated form.

Further information is available at <http://www.chrysamed.com>





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HBT Energietechnik GmbH

Wanted: Sales Partners

Innovative photovoltaic products

We are seeking committed sales partners to distribute CUBOX and additional innovative photovoltaic products in the future. The ability to carry out installation, servicing and maintenance work would be helpful. We are seeking contacts with hotels, golf course and nature park operators, local authorities and restaurants. As a reliable partner you would work with us to systematically develop the market, acquire appropriate contacts and open up new fields of business.

Industry sectors:

Tourism, sports and leisure, Renewable energies, New technologies, Energy and natural resources, Environmental technologies



In addition to project planning and installation of PV systems HBT Energietechnik GmbH also develops, produces and distributes innovative photovoltaic solutions.

Its principal product, "CUBOX", is an energy-autonomous system that can be used as a beach bar, sales stand or information point. Completely noise-free and emission-free, energy is supplied by the sun and stored in batteries.



The "CUBOX" is a popular attraction for guests and provides the operator with completely new business opportunities. It makes it possible to utilise areas previously lacking in the necessary infrastructure. Modular construction, high quality components and easy operation characterise the product.

Ortner Rechtsanwälts KG

Offered: Services and Know-How

Legal consulting

Our firm is able to give legal advice especially for the FOUNDATION of companies and REAL ESTATE PURCHASE CONTRACTS. Further we are specialized on SHIPPING LAW and SHIP PURCHASING CONTRACTS. We represent and counsel international companies in all matters of the LAW OF TRANSPORTATION, especially in connection with Greece.

For more information <http://www.ortner-ortner.at/index.php?inh=35&Spr=ENG>

Industry sectors:

Consulting and engineering



We are an Austrian law firm since 1850 and counsel and represent business enterprises in all questions of commercial law, especially in foundation of Austrian Companies. For private clients we are engaged in all legal matters of every day life, especially in real estate transactions and have good connections to local real estate brokers.

With Austrian attorney at law Mag. Philipp Ortner (LL.M University of Athens) we have an expert in legal affairs concerning Greece. We can offer our counsel in German, English and Greek language. For further details please visit us at our homepage <http://www.ortner-ortner.at>





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Zierl Consult ZT GmbH

Offered: Services and Know-How

Planning services for the construction industry
Transport infrastructure, civil engineering and structural engineering



We are a competent international partner of the construction industry. We provide planning services for transport infrastructure, structural engineering and civil engineering for the industry and welcome your contracts.

We provide services such as technical support and consultancy, feasibility studies, advice at all stages of planning, calls for tenders, evaluation of tenders, building supervision and project management.

Industry sectors:

Transportation and logistics, Construction and infrastructure

Zierl Consult ZT GmbH: The company has its headquarters in Bludenz and branches in Vienna, Ravensburg and Rennes. 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, 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 in Europe, Africa, South America, South-East-Asia and Middle East.





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Intact Consult GmbH

Wanted: Sales Partners

Ecert increases efficiency in your audit management!
Management software for certification, external and internal audits.



Target groups:

- Certification and Accreditation Bodies in the organic and Food safety sector
- Quality Management department of retail chains and processing companies in the food sector

We are looking for sales and network partners in the food safety sector, who are in contact with our target groups already. (Food safety auditors, food safety consultants...)

Industry sectors:

Food and drink, Information and communication technologies (ICT), Agriculture and forestry

Intact Consult GmbH is an expert in the fields of audit management, traceability and quality control in the food industry.

As an international service provider Intact develops complete solutions and covers every requirement - from consulting services, software and development to implementation and after sales customer service. One of the reasons why Intact is successful is its comprehensive knowledge of the industry which it uses to benefit its customers.

With its Ecert, Flowweb and Nutriweb solutions Intact sets global standards for innovative audit and certification management and for seamless quality control and transparency.





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Candol Produktions- und HandelsgesmbH

Wanted: Sales partners

Table lamps and table linen for hotels and restaurants

We are seeking a partner or partners (importers, distributors) to purchase Miracle Lamps and Magic Linen from Candol for their own account and distribute them in their country.

We can support you with information and marketing material. Partners must have their own distribution network with a sales force and their own warehouse.



Industry sectors:

Interior design, Tourism, sports and leisure, Consumer goods and lifestyle and engineering, Education, Information and communication technologies (ICT)



Candol manufactures tablecloths "Magic Linen" and table lamps "Miracle Lamps". Candola tablecloths "Magic Linen" possess the following characteristics:

- stain-resistant - stains can simply be wiped away
- virtually non-iron
- do not shrink in the wash
- available in many colours
- more economical than other tablecloths



The environmentally-friendly Candola table lamps "Miracle Lamps" impress with their clean, odourless flame. When the refill is empty just replace Candola fuel cell with a new one. And it burns far longer than a candle - up to 80 hours.

Our range also offers high quality paper napkins, menus, room fragrances and decor accessories.



Jenbacher gas engines

Ano Liossia landfill site
Athens, Greece



Use of landfill gas in Jenbacher gas engines

At the Ano Liossia landfill site – the largest landfill site in Greece and one of the largest in the world – four Jenbacher cogeneration units generate heat and power from municipal solid waste.

With a utilized storage capacity of 32 million tons, the Ano Liossia landfill site is able to generate about 110 million m³_N of landfill gas per year. The power station there began operation in March 2001 with an installed capacity of 13.8 MW. Since September of 2006, four Jenbacher modules, engine type JMS 620 GS-LL, were added to the initial capacity, expanding it to a total of 23.5 MW and making it one of the largest landfill power plants in the world.

The Jenbacher cogeneration systems generate more than 9.7 MW of electricity, being fed into the local public grid. Additionally, by utilizing four heat exchangers the engines produce about 5.5 MW of heat from the engines' heat sources such as intercooler, oil and jacket water. The heat is exploited for operating four evaporators, installed at the leachate treatment plant next to the power plant.

The Ano Liossia power station belongs to Biogas Energy Ano Liossia S.A. (BEAL S.A.), a private joint venture of Helector S.A., a leading Greek company in the field of solid waste management, and Energy Developments of the UK, a leading renewable energy company that specializes in generating power from waste fuel sources.

In order to reduce noise, separate sound proof cells – one per engine – enclose the four GE engines in the main building.

In addition to delivering power, utilizing the landfill gas helps reduce the environmental pollution and health problems associated with the escaping methane gas.



GE imagination at work

GE Energy

customer advantages

- Convert a problem waste gas to a valuable energy source
- Independent power supply in the form of electricity supplied to the public grid
- Heat source for four evaporators at the leachate treatment plant next to the power plant
- Improvement of local air and groundwater quality

plant features

- Units controlled by DIANE® engine management system and the client's control system, Citect
- Minimum NOx emissions through patented LEANOX lean mixture combustion system and minimum CO₂ emissions through the patented CLAIR post-combustion system
- Engines can run from -5°C ambient temperature in the winter to 40°C in the summer
- Engines enclosed with separate soundproof cells in the main building
- Maintenance and engine inspection is far easier because of the separate sound proof cells – one per engines – instead of having one engine hall



GEA 17559A

key technical data

Number of units and engine type	3 x JMS 620 GS-L.L	1 x JMS 620 GS-L.L
Fuel	Landfillgas	Landfillgas
Electrical Output / efficiency	7299 kW / 41,4%	2737 kW / 41,9%
Thermal Output / efficiency	4113 kW / 22,5%	1371 kW / 22,5%
Total efficiency	63,9%	64,4%
Operator	BEAL S.A. (Biogas Energy Ano Liossia), Greece	BEAL S.A. (Biogas Energy Ano Liossia), Greece
Commissioning / Upgrade	June 2006	June 2006 / October 2008

GE's Jenbacher gas engine division

GE's Jenbacher gas engine division is one of the world's leading manufacturers of gas-fueled reciprocating engines, packaged generator sets and cogeneration units for power generation. It is one of the only companies in the world focusing exclusively on gas engine technology.

GE's Jenbacher product team has its headquarters, main production facilities, and 1,400 of its about 1,800 worldwide employees in Jenbach, Austria. GE also operates two regional gas engine assembly facilities in Hangzhou, China, and in Veresegyház, Hungary.



GE imagination at work

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GE imagination at work

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GE Jenbacher GmbH & Co OG

Since about two years the Austrian gas engine manufacturer GE Jenbacher GmbH & Co OG has extended their activities in Greece by contracting an official representative being responsible to distribute and maintain Jenbacher gas engines acting directly out of Greece and giving so on more sufficient and more direct support and value to our customers. This allows the company to work within a difficult environment still in a reliable and stable way and to extend the installed base of products for all kind of “gas to power” projects.

Contact:

Ing. Alexander Schmid

GE Distributed Power

Area Sales Manager

Jenbacher gas engines

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Useful information

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 July – December 2013 (Selection)



<i>Name/Further Information</i>	<i>Type of Fair</i>	<i>Venue & Date</i>
Internationale Gartenbaumesse Tulln Messegelände Tulln http://www.messe-tulln.at/messe_kalender/internationale_gartenbaumesse_tulln/	International Horticultural Exhibition	Tulln, 29.8.-2.9.
Tracht & Country autumn Messezentrum Salzburg http://www.hb.trachtsalzburg.at/en/	International trade fair for alpine lifestyle	Salzburg, 30.8.-1.9.
Creative Salzburg autumn Messezentrum Salzburg http://www.hb.creativsalzburg.at/en/	International 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, 6.-8.9.
PRETIOSA Vienna Messe Wien http://www.cmw.at/index.php?id=299&sprache=en	Jewellery & Watches Show	Vienna, 20.-22.9.
SMART – Automation Austria Design Center Linz http://linz.smart-automation.at/en/index.html	Trade fair for industrial automation	Linz, 1.-3.10.
Alles für den Gast-Herbst Messezentrum Salzburg http://www.gastmesse.at/en/	International trade fair for the entire catering, restaurant and hotel trade	Salzburg, 9.-13.11.

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!

Οι ίδιες πληροφορίες στα γερμανικά θα τις βρείτε στην ιστοσελίδα μας www.advantageaustria.org/gr στο Geschäftschancen

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