Dear Partners and Friends of Advantage Austria,

in the last couple of months we enjoyed turning our ample event plans into reality. After a study tour to Austria for Danish experts in the hospital sector in early May, we were present at the ENERGY EUROPE in Copenhagen together with 11 Austrian companies. Two weeks ago, two delegations from Austria joined us in Copenhagen: firstly, a group from the Economic Chamber Salzburg interested in schools and educational concepts in Denmark and secondly, a delegation of Austrian architects for a research tour on the newest trends in Danish architecture.

Our this year's highlight so far was definitely the Austrian Business Circle with Gerlinde Kaltenbrunner as a speaker. Gerlinde Kaltenbrunner is the first and only woman who has climbed all fourteen 8,000 m summits in the world without the use of supplementary oxygen, and she is for sure a fascinating personality. More than 100 guests were left deeply impressed and spellbound following her interesting and inspiring presentation.

Despite the challenging global economic backdrop, Austria recorded further strong growth in trade in 2012. With a trade surplus of EUR 5.5 bn, or 1.8% of gross domestic product (GDP), this was even higher than in 2011 (+ EUR 4.1 bn). According to the Austrian Central Bank (OeNB), this shows the strong competitive ability of the Austrian economy. Service exports were once again a key success factor. In addition to tourism (+ EUR 6.8 bn), the broad range of corporate services was a particularly strong sector, with a plus of EUR 7.8 bn. Transit trade and technical services also saw a robust performance while the goods trade did not perform as well (minus EUR 7 bn). A positive effect of the continued series of trade surpluses since 2002 is the full elimination of Austria's financial liabilities abroad. Austria is now for the first time since OeNB records began a net creditor. Foreign trade between Denmark and Austria is still performing above EU average - we are confident that this trend is to be continued...

More good news for Austria: Vienna was named Europe's most innovative city in the latest ranking by the Australian agency "2thinknow". Worldwide, only Boston and New York are ahead of Vienna.
The Australian innovation agency 2thinknow compares data on 1,540 cities worldwide to produce its annual "Innovation Cities Global Index", which finally publishes rankings on 445 cities. And also the IDC Government Insights advisory services published its ranking of the "Top 10 Smartest Cities in the World". And the smartest city in the world is: Vienna, Austria. The Austrian capital was the only city that ranked in the top 10 in every category. It is establishing bold smart-city targets and tracking their progress to reach these goals with programs like Smart Energy Vision 2050, Roadmap 2020, and Action Plan 2012-2015. Cities are ranked according to their scores in four global categories: Innovation, Green Ranking, Quality of Life and Digital City.

We wish you, your colleagues and families a happy and sunny summer!

Eva Frei and the Advantage Austria Team

ADVANTAGE AUSTRIA Team Copenhagen

Eva M. Frei - commercial counsellor
Signe Birkum Petersen - food and beverages
Alexandra Koziel - renewable energy, ICT, Iceland
Annette Lystager Hessner - lifestyle, administration, debt collection
Mary-Ann Hotta - homepage, newsletter, wine and more
Christoph Simetzberger - building, infrastructure, creative industry, health
Thomas Strecker-Leitner - Key Account Consultant for IO-Programs Health, Urban Technologies and Construction & Infrastructure

At present our team is being efficiently supported by our Austrian intern Franziska Jäger who will be with us till the end of June. Thank you Franziska and all the best for your further studies back in Vienna.

Looking for a student assistant or intern?
Are you interested in employing an excellent Austrian student? At the moment Emanuel Waldmüller, a dedicated student of a master's in Law and Economics at KU and CBS, speaking Danish, English and German, is looking for some practical experience. As ambitious, adaptive and organizational talent, he is looking for new challenges in the area of trade, project management and supply chain. If you are interested in offering a part-time position, please contact Annette Lystager Hessner at our office.

News

Passionate ABC - Passion 8.000 dream of a lifetime
ADVANTAGE AUSTRIA had the great pleasure to have the Austrian mountaineer Gerlinde Kaltenbrunner as speaker for the Austrian Business Circle on June 13th. By reaching the summit of K2 (8.611m) in 2011, the second highest peak in the world, she became the first woman to scale all 8.000m peaks without the use of supplementary oxygen. Read more
ADVANTAGE AUSTRIA hands over recognised award to DONG Energy
On May 22nd 2013 Eva Frei, Austrian Commercial Counsellor in Copenhagen, handed over the recognised Energy Globe Award for Denmark to Glenn Noer, Senior Manager in DONG ENERGY’s Division for New Bio Solutions, for DONG Energy’s REnescience-Project.

Read more

Significant trade surplus reflects Austria’s competitive strength
Despite the challenging global economic backdrop, in 2012 Austria recorded further strong growth in trade. With a trade surplus of EUR 5.5bn, this was even higher than in 2011 (+ EUR 4.1bn). According to Oesterreichische Nationalbank (OeNB), this shows the strong competitive ability of the Austrian economy.

Read more

Austria leads Europe for highest recycling rates
According to a recent report of the European Environment Agency (EEA) Austria recycled the largest proportion of municipal waste in Europe in 2010. The report of the EEA looks at the management of municipal solid waste, mainly consisting of household waste, in 32 European countries. Austria recycled 63% of municipal solid waste. The recycling percentage in Denmark is 42% - 43%. The major contribution in Austria lies in the recycling of packaging.

Read more

Events

Upcoming events

Marketplace Austria Food 2013
MARKETPLACE AUSTRIA gives buyers from all over the world the unique opportunity to meet Austrian suppliers and producers from the food and drinks sector and to find new business partners. The programme includes face-to-face meetings with Austrian food and drink manufacturers as well as a range of informative discussions on Austria’s food and drinks industry.

Read more

ADVANTAGE AUSTRIA at the HI[13]
From 3rd - 6th September 2013 ADVANTAGE AUSTRIA Copenhagen will participate at the HI[13] fair with a catalogue booth for several Austrian companies. The participants cover sectors like wind energy, industrial IT, innovation, sub suppliers and logistics. You are most welcome to join us. Tuesday 3rd September at 2.00 pm you will have the opportunity to participate in our networking event, the Austrian Business Circle.

Read more

Past events

Market Exploration trip Architecture and Interior Design in Denmark
From 12 June 2013 to 14 June 2013, 13 participants from 11 different Austrian enterprises participated in an inspiring market exploration trip to Copenhagen focusing on architecture and interior design, organized by ADVANTAGE AUSTRIA.

Read more

ADVANTAGE AUSTRIA at ENERGY EUROPE
Denmark’s first major international renewable energy fair took place from 23nd to 25th of May 2013. Austria was present and visitors came to the ADVANTAGE AUSTRIA booth in a steady flow, product presentations were made in Danish, English, German and Swedish and business cards exchanged for further contacts after the fair. If you didn’t make it to the fair, you are of course still very welcome to contact the companies.

Read more
Study tour health and medico technology
In the middle of April Eva Frei and our Key Account Manager Thomas Strecker-Leitner went to Austria for a three-day-trip together with 10 Danish project managers and innovation experts on hospital building and logistics. The study tour was arranged with the objective to inform the Danish experts about newly built modern hospitals and ongoing projects as well as state-of-the-art-technology on site.
Read more

Legal advice and marketing facts for Austrian companies
Beyond inviting Austrian companies to Denmark for events and more we also meet them in Austria. This May the Austrian Commercial Counsellors from Denmark, Sweden, Norway and Finland went for a joined business trip to Austria together with their respective advocates of trust. The aim of the business trip was to offer legal advice and marketing facts in regards to the Nordic Region to Austrian companies.
Read more

P.S. don't forget to look into our legal advice column further down in our newsletter - the column is meant as a service for companies operating in Denmark and put together by our advocates of trust.

Service

Business opportunities on advantageaustria.org
Looking for business opportunities with Austrian companies? Please visit our homepage for updates and company listings. At present 69 companies are looking for business partners in Denmark. Among the new additions you will find:

Schmid Schrauben Hainfeld GmbH - wanted: direct customers for patented own brand screws

Colibree GmbH - wanted: sales partners for wood products, paper and board products, pulp

LKW WALTER Internationale Transportorganisation AG - offered: services and know-how

nativy gmbh - 864 professional translators - wanted: sales partners - invite new customers to nativy and receive commissions of 3 to 8 percent for 2 years

Sattler AG - wanted: direct customers for biogas storage tanks, double membrane biogas storage tanks

HYPOXI Produktions- u. Vertriebs-GesmbH - wanted: direct customers for targeted body shaping

SOLARINVEST Development GmbH - offered: services and know-how for photovoltaic open area systems projects

ABA - Austrian Business Agency in Austria - offered: services and know-how - free advisory service for foreign companies interested in Austria as a place to do business

MOBY DICK - Bernd Fink Kunststoffverarbeitung und Sportartikelzeugung - wanted: sales partners for play and sports equipment made from HF/hot wedge-welded PVC-coated fabrics

woody wood-o-flex GmbH - wanted: importers for top quality, flexible wooden shoes from Austria

Click here for all 69 companies at once, refine your search and print a company list

FRESH VIEW
FRESH VIEW magazines

These English/German magazines are published by ADVANTAGE AUSTRIA and introduce innovative Austrian companies and their products and services by sector. Please click on the download link on our website to view a list of available publications.

Legal news and information

Danish Act on maximum period of payment
The Danish parliament has passed an act, which contains limitations of the maximum period of payment to be agreed on with debtors. The law imposes a maximum on the period of payments. Possibilities of altering the legal maximum period by virtue of contract will depend on whether the debtor is a consumer, a public authority or a business.

Furthermore, legislation increases the interest rate in case of late payment. With the exception of the interest rate increase, the rules do not apply to agreements between consumers and commercial businesses. Below you will find a brief description of the rules in more detail.

Maximum period of payment and exception
The law stipulates a maximum of 30 days as the period of payment. However, as for agreements between two businesses, the following exception to the maximum period of payment of 30 days applies. The parties may agree on an extended period provided that two conditions are met:

I) the extended payment period is expressly approved by the creditor; and
II) the extended payment period is not unfair to the creditor.

Concerning the first condition, an extension of the payment period will generally not be considered as expressly approved, if the debtor's standard terms provide for an extended payment period. Hence, the debtor must specifically point out that the debtor's period of payment deviates from the legal maximum. The debtor will have the burden of proof regarding the existence of any expressly agreed deviation from the legal maximum.

Concerning the condition of unfairness, the general provisions in Danish contract law will serve as guidance. Accordingly, for assessing whether an extended payment period is unfair, one will e.g. have to examine whether there is any reasonable ground for agreeing on an extended payment period.

The exception does not apply to contracts between private businesses and a public authority where the latter is the debtor.

The new maximum period of payment does not apply to the total payment where the parties have agreed on payment by installments. The periods of payment will, however, apply to the individual installments.

For further information please contact MAQS LAW FIRM, lawyer Niels Gade-Jacobsen ngj@dk.maqs.com, tel. 33 12 45 22

Landmark Judgment by the European Court of Justice determined a number of key terms about disability, accommodation and the “120-days rule”

The European Court of Justice pronounced on April 11th 2013 a landmark judgment in the joined cases C-335/11 and C-337/11, about how the concept of disability must be delimited to the concept of disease. The European Court of Justice determined at the same time, that working on reduced hours is one of the adjustment measures the employer may be required to offer employees with disabilities and that absence due to disability in some cases may not be included in the "120-days rule".

The cases which caused rise to the reference
The Union of Commercial and Clerical Employees brought two cases to Sø- and Handelsretten on behalf of two workers who had been dismissed according to the “120-days rule” due to long term illnesses. One of the employees had been on sick leave because of illness caused by osteoarthritis of the lumbar region and the other employee had been a victim of a road accident and suffered whiplash injuries.
On behalf of the two employees The Union of Commercial and Clerical Employees claimed compensation based on the discrimination act. They claimed that the two employees were disabled and that their respective employers were obliged to offer them reduced working under the obligation to make adjustments measures. The Union of Commercial and Clerical Employees also claimed that the “120-days rule” could not apply to these two employees because their illnesses were a result of their disabilities. The employers challenged these claims, and stated that the employees’ health conditions were not covered by the concept of disability within the meaning of the EU Directive 2000/78 as their only disability was that they were not able to work full time.

Sø- and Handelsretten decided to present some questions for the European Court of Justice to settle the cases.

The European Court of Justice’s judgment
The European Court of Justice's stated, that the concept of ‘disability' can be extended further than it already is and that it can be a handicap in the case of a permanent disability that cause the person not to be able to work full time. In addition the court also stated that a curable or incurable disease of longer duration may be considered a disability. Therefore the employer may be obliged to offer reduced hours as an adjustment measure for a disabled employee unless this would put a disproportional burden on the employer.

As to the “120-days rule” it was stated, that application of this rule may be discriminatory if sick leave is due to the employee’s disability and by extension to this, that the employers generally can not use the “120-days rule” if the absence is due to illness which is defined as a disability and if the employer could have introduced measures such as reduced hours.

For further information please contact MAQs LAW FIRM, lawyer Dr. Claas Thöle, claas.thoele@dk.maqs.com, tel. 33 12 45 22

New rules for the Complaints Board for Public Procurement as well as amended Act on the Effectiveness of Review Procedures concerning the Award of Public Contracts
The Act on the Effectiveness of Review Procedures concerning the Award of Public Contracts has been amended with Act nr. 511 of 27 May 2013 that entered into force on 1 June 2013. The Act provides for shorter time frame for filing complaints, which entails that claims based on non-prequalification now have to be filed within 20 calendar days, other claims within 45 calendar days. Claims regarding framework agreements have to be filed within 6 months. The time frames are now also applicable for public contracts covered by the Danish Procurement Act. Moreover, the Act on the Complaints Board for Public Procurement has been amended. The complaint fee has been increased from 10.000 DKK to 20.000 DKK. Finally, the Complaint Board may now impose an obligation to pay legal costs to the winning party. However, these costs may not exceed DKK 75.000, unless extraordinary circumstances can justify a higher amount.

Report on organization and financing of public infrastructure projects
While the planning and tendering phase for some of the major infrastructure projects in Denmark has started, five Danish pension funds - ATP, PFA, PKA, SamPension and PensionDanmark have published a report to clarify the rationale for public authorities and institutional investors entering into projects organized as public-private partnerships (PPP) in Denmark. The report contains a description of infrastructure investments in the current economic climate and a description of the PPP model as well as the global experience with the implementation of such model. The past two chapters refer to available pension funds and to potential Danish PPP infrastructure projects that are currently considered to be organized as PPPs. The complete report is published on http://www.pension.dk/Documents/Presse/OPP_Main.pdf.

Please contact LEAD for further information - tel. 44 45 50 00
LEAD - Legal Advice Denmark, Alexandra Huber.
Austrian wine and holidays

How to pair Austrian wine with food
This is a tip from our colleagues in Chicago that we would really like to share with you. Listen to Wolfgang Puck and others on how to pair Austrian wine with food. Click here to access a great video featuring Wolfgang Puck and top winemakers and chefs from Austria ready and eager to explain it all to you.

Holiday with Austrian wine
The Austrian Tourist Board in Copenhagen briefs you on where to go if you plan a holiday in Austria including Austrian wine. Read more

Spise med Price almost the Austrian way
You still have the chance to enjoy half an hour of feel good television together with the Brødrene Price. See more

Where to drink a glass of Austrian wine in Copenhagen

Ved Stranden 10 Vinbar og shop - Walk-in-tastings on Wednesdays
Österreich Vin - Wine tastings at your convenience
Vinothek Marquart - Wine tasting at your convenience.

Our online lists
Austrian wine in Denmark  Austrian culinary specialities in Denmark

Summer holiday and time to relax!

Wilder Kaiser in the direction of Kaiserbachtal, Tyrolia
Austrian Tourism Board/Conrad Amber

Quick Links...
Our Website
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Austrian National Television online

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