



AUSTRIAN BUSINESS NEWS

ADVANTAGE AUSTRIA Copenhagen

June issue 2017

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Dear Business Partners and Friends of ADVANTAGE AUSTRIA,

Summer is just a stone's throw away. Before travelling season starts, have a look at the latest issue of our newsletter and find out about the things that have happened and things to come here at ADVANTAGE AUSTRIA Copenhagen.

2017 has so far been very productive for us, including a Group Stand at **VVS '17**, incoming delegations with Danish participants to the tourism infrastructure tradefair **Interalpin** in Innsbruck and the **Future of Building Conference** in Vienna as well as a **Wood Construction Showcase and Seminar** in co-operation with **Træinformation** in Copenhagen.

After the summer holidays, we shall celebrate the winners of this year's Energy Globe Award at our Back-2-Business Reception on August 23rd (mark your calendars!). We will then welcome Austrian companies interested in Copenhagen's initiatives in the areas of Climate Adaptation, Smart City and Green Mobility. And we are already gearing up for our Group Stand at the **Nordic Organic Food Fair** in Malmö.

We are keeping busy; However, the last few months have been overshadowed by the tragic loss of our wonderful colleague Annette Lystager Hessner, who passed away unexpectedly and much too early. Annette had been part of the team of Grønningen 5 for over 25 years and was the good and cheerful soul in the office. Things don't come easy without her, we miss her every day and our hearts and thoughts go out to her family.

Whilst ending on this very sad note, I wish you all a relaxing, sunny summer and look forward to meeting you again in the fall.

Best regards

Cosima Steiner and the Team at ADVANTAGE AUSTRIA Copenhagen



Vi mindes Annette

Der findes mennesker, som bringer lys i ethvert rum. Alt for tidligt har vi desværre måtte tage afsked med netop sådan en person. Vi bærer Annette i vores hjerter, og smiler når vi tænker tilbage på hendes livsglæde, energi og selvfølgelig på hendes latter, som stadig klinger i vores ører. I 25 år var Annette den gode sjæl på vores kontor. Vi sender hendes familie og venner de varmeste tanker, og savner hende hver eneste dag.

Team ADVANTAGE AUSTRIA Copenhagen - Cosima Steiner, Mary-Ann Kolbeck-Hotta, Agnes Kulesch, Tobias Gebetsberger, Laura Petersen og Christoph Zimdahl.

WHAT'S BEEN HAPPENING RECENTLY



Austrian Group Stand at VVS '17

Six Austrian companies from the renewable energy and industrial sector participated in ADVANTAGE AUSTRIA Copenhagen's group stand at **VVS '17**, Denmark's most important plumbing trade fair. **Learn more** which companies presented their product portfolio and newest technologies to potential co-operation partners and identified opportunities for working together with Danish distributors and customers.



COPS on the Road

Austrian company COPS GmbH's **RealEstimate Roadshow** landed in Copenhagen. Do you have to tackle the daily challenge how to manage your real estate portfolios optimally? These and other questions were discussed as COPS - in cooperation with Tachycon - presented RealEstimate, an innovative real estate solution for supporting analyses to an audience of Danish real estate experts at ADVANTAGE AUSTRIA Copenhagen.



Austria Show Case Wood Construction

Austria is the world's leading CLT producer. In cooperation with **TRÆINFORMATION**, ADVANTAGE AUSTRIA organized a seminar on Cross-laminated timber (CLT). The top five Austrian CLT producers presented their solutions and cases, whilst the theoretical part was carried out by specialists from Graz University of Technology. More information about the CLT-Seminar and the participating companies can be found in the **seminar program** and under the following **link**.



Visit to Kalundborg Symbiosis

Our office in Copenhagen is also one of ADVANTAGE AUSTRIA's Innovation Centers. Our aim is to connect Austrian companies to knowledge, innovation and networks in Denmark. Our latest visit was to **Kalundborg Symbiosis**, an industrial ecosystem where the by-product residual product of one enterprise is used as a resource by another enterprise, in a closed cycle. Project Leader Maggie Lund explained to Cosima Steiner what Kalundborg Symbiosis is all about. Click [here](#) and find out more about Kalundborg Symbiosis Center.



Austrian Success Stories in Denmark

In our latest video, our intern Bastian gives us a little tour around Copenhagen. He introduces us to success-stories of Austrian companies in the city. There is a lot of Austria "inside" Copenhagen's buildings and solutions, such as the traffic lights or the facade of the Opera House.

Click [here](#) to watch the full video with further success-stories of Austrian companies in Copenhagen.



Austrian Wine Market

Last weekend **Österreich Vin** organised a wine market in Copenhagen with 20 Austrian wine producers. The event was very well attended and the delightful wines were tasted and evaluated with great enthusiasm.

Interested in Austrian wine? Click [here](#) to find our list of wineries and importers.



LEGAL NEWS from LEAD Advokatpartnerselskab

How to secure sold goods in Denmark

The security of your goods in Denmark is regulated differently than in Austria. The Danish law does not have an "extended retention of title" as in Austria or other countries, for example Germany. This often leads to misunderstanding and the false feeling of security while selling goods to Denmark. Following this [link](#) you therefore find a short description of the possible ways to secure your goods sold to Denmark. Unfortunately none of the possible securities are as advantageous as the Austrian "extended retention of title".



LEGAL NEWS from NJORD Law Firm

Real owners are now to be registered in the Danish CVR-register

Important changes may affect registration of the owner(s) of a company in the Danish Business Authority's "CVR-register". As from December 1, 2017, the real owner has to be registered. NJORD's newsletter can help you to find out whether the new rules affect your company. Read [further](#).



BeverageScouts production & development GmbH

BeverageScouts has specialised in the development and production of private label beverages and liquid food supplements in beverage cans and 60ml SHOT bottles. You have the idea - BeverageScouts has the solution. Backed by more than 20 years of experience and the use of the latest beverage technology, BeverageScouts is the company to contact about your individual beverage concept. Offered: Services and Know-How. Click [here](#) for more.



Windhager Zentralheizung GmbH

Almost 100 years the name Windhager Central Heating has been inseparably linked with boiler technology of the highest quality - "Made in Austria". Windhager is now one of the biggest and most important companies in the industry and one of the leading manufacturers of biomass central heating systems in Europe. In recent years Windhager has above all established a reputation as a specialist for pellet-fired heating systems. Wanted: Sales Partners. Click [here](#) for more.



goFit Gesundheit GmbH

goFit Gesundheit GmbH develops and sells the goFit health mat, a top class product in preventive and therapeutic health care sector and also two high-quality ancillary products. The knobs on the mat vary in height and shape and are specially arranged so that walking on the mat activates and intensively stimulates the foot reflex zones. Wanted: Sales Partners. Click [here](#) for more.



SOLUX e.U.

SOLUX E.u. is an independent distribution partner dealing with Redwell infrared heating systems and in the development of photovoltaics and smart home systems. The products are distributed by trained dealers. Wanted: Sales Partners. Click [here](#) for more.



Austria Email AG

The Austrian firm, AUSTRIA EMAIL is one of the leading European manufacturers of high-quality water heaters. It has developed and manufactured a unique storage unit with pioneering fleece insulation for large and buffer storage systems. The product range includes 385 basic types in total and 1,700 variations, ranging from electric water heaters and indirectly heated storage units, operated by gas or oil, to alternative energy systems. Wanted: Co-Operation Partners. Click [here](#) for more.

hpa austria

hpa Handels GmbH

hpa Handels GmbH is one of the leading OEM manufacturers and developers of drinking water storage tanks (enamel and V4A) and buffer storage tanks in Europe. The family firm offers more than 200 standard products for different heating systems. hpa Handels GmbH works with its partners to develop new storage tanks that meet customer and system requirements. Wanted: Importers. Click [here](#) for more.



POLOPLAST GmbH & Co KG

Established more than 50 years ago, POLOPLAST is a supplier of plastic pipe systems, compounds and polymer engineering and is regarded as a leading European plastic pipes specialist. Its activities focus on plastic pipe systems for building services, controlled domestic ventilation, water supplies and sewer systems. Wanted: Sales Partners. Click [here](#) for more.



Variotherm Heizsysteme GmbH

Variotherm produces and distributes ecological, cost-effective surface heating and cooling systems. The company attaches the greatest importance to the use of natural materials when manufacturing its products. Variotherm is a certified "Model Austrian Company" with hundreds of partners in Austria, Europe and throughout the world. Wanted: Sales Partners. Click [here](#) for more.



GIG Fassaden GmbH

GIG FASSADEN GmbH is based in Attnang-Puchheim, Upper Austria, and was established there as a metalworking company some 70 years ago. Today GIG FASSADEN is highly regarded worldwide as a competence centre with an excellent track record for facade construction and project management. Wanted: Direct Customers. Click [here](#) for more.



Redbloc - technologies to build on

Redbloc supplies turn key plants to produce prefabricated wall elements made of solid buildings blocks. In the delivery are included software, fully automatic control system, production line, installation, start-up and staff training. Wanted: Licensees. Click [here](#) for more.

NEXTSENSE

NEXTSENSE GmbH

NEXTSENSE is a world leader in the manufacture and distribution of innovative systems for profile measurement and surface inspection. All systems are based on non-contact measurement technology so as completely to exclude user influences. This feature leads to diverse applications, such as for example gap measurement in automobile coachwork, wear measurements of railway wheel profiles and surface inspections of steel beams. Wanted: Direct Customers. Click [here](#) for more.



Seal Maker Produktions- und Vertriebs GmbH

Seal Maker is a global manufacturer of high-quality semi-finished products, CNC lathes and seals that are used in all industrial sectors. The CNC total systems are supplied with special software and facilitate rapid and economic processing of semi-finished products into hydraulic and pneumatic seals and plastic parts. Individual pieces as well as larger series can be produced in the shortest possible times. Wanted: Direct Customers. Click [here](#) for more.



Herz Energietechnik GmbH

With the most advanced pellet and wood chip heaters, log wood boilers and heat pumps, HERZ provides a full range of modern, environmentally friendly heating systems with maximum convenience and user satisfaction. Wanted: Sales Partners. Click [here](#) for more.



Doppelmayr Seilbahnen GmbH

The Doppelmayr/Garaventa Group is the ideal partner for the implementation of diverse transport solutions. In close collaboration with the customers we develop high-performance passenger transport systems for summer and winter tourism regions as well as modern short-distance traffic systems for urban applications. Wanted: Direct Customers. Click [here](#) for more.



Martin Loos 'CAAK fashion'

CAAK is a young fashion label, working primarily with unusual and exceptional materials. The label produces fashion and utility accessories of the highest quality, design and standards and inspired by the Bauhaus philosophy. Wanted: Sales partners. Click [here](#) for more.



Voralberg Tourismus GmbH

As the central marketing organisation, Vorarlberg Tourismus GmbH is a service point for tour operators and the media. The team will put you in touch with hotels and service providers, assist with soliciting offers and putting together tour programmes. Vorarlberg Tourismus assists with research, it has its own comprehensive media and photo archive, and organises familiarisation and media trips. Offered: Services and Know-how. Click [here](#) for more.



voestalpine VAE GmbH

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. Wanted: Direct Customers. Click [here](#) for more.

More business opportunities

You will find even more business opportunities on our homepage. At present 41 Austrian companies from a wide range of business sectors are in search for partners in Denmark. Click [here](#) for more.

UP AND COMING EVENTS



Back-2-Business Reception & Energy Globe Award, 23rd August 2017 in Copenhagen

Before we all leave for summer vacation, mark your calendars for our next event: Our Back-2-Business Reception and Energy Globe Award Ceremony on 23rd August. This year the Energy Globe Award Denmark goes to the Capital Region of Denmark for their project Cycle Superhighways. If you would like to participate, please [get in touch](#) so we can send you an invitation. We look forward to welcoming you!



Marketplace Austria Food, 04th October 2017 in Vienna

The Austrian Federal Economic Chamber is presenting an international cooperation forum for Austrian food producers, retailers and wholesalers. [Marketplace Austria](#) is the exclusive opportunity for food and drink buyers to meet suppliers and producers of high-quality products across all food categories. Travel to Vienna for face-to-face meetings with Austrian food and drink manufacturers, visit companies and tour their production sites and enjoy a series of entertaining and informative talks on the Austrian food industry. Space is limited, so register now under the following [link](#).



FRESH VIEW Magazines

FRESH VIEW on Renewable Energy, no. 161/2017

Download our newest and very topical Fresh View Publication "Renewable Energy" full of interesting facts about Austria's renewable energy sector, including company profiles and market information.

For download click [here](#).

Is available in print - just call our office for a copy.



FRESH VIEW on Traffic Infrastructure, no. 159/2017

You can find out more about Austrian providers in the transport infrastructure sector in the FRESH VIEW edition on Traffic Infrastructure, a joint initiative of ADVANTAGE AUSTRIA and Austria's Federal Ministry for Transport, Innovation and Technology.

For download click [here](#).



FRESH VIEWS give a detailed insight into Austria's expertise and export activity in a range of different industries. For free FRESH VIEW PDF-issues go to the [download section](#) on www.advantageaustria.org.

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OTHER HELPFUL LINKS



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- **Join our LinkedIn-Group: AUSTRIA in DENMARK**
- **Austrian products in Denmark**
- **Importing from Austria**
- **Exporting to Austria**
- **Meet the team**

LEGAL DISCLOSURE

ADVANTAGE AUSTRIA

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