



AUSTRIAN BUSINESS NEWS

ADVANTAGE AUSTRIA Copenhagen

June issue 2018

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Dear Business Partners and Friends of ADVANTAGE AUSTRIA,

the summer break is just around the corner, so before heading off to the beach or the woods, let's have a quick recap of what has kept us at ADVANTAGE AUSTRIA Copenhagen busy over the last few months and what we look forward to after the holidays.

In our headquarters, Harald Mahrer has taken the reins as the new President of the Austrian Federal Economic Chamber.

In our local news, you can catch up on our activities in Iceland and find out which Austrian products are successful in the North Atlantic. Browse through the company profiles of participants in Austrian Delegations that have come to Denmark to meet with the Danish Fintech industry, to connect with Danish partners in the Healthcare Sector or to Do Business with the UN.

We hope the sunshine lasts forever, but just in case, let's end with a recommendation for a rainy day: Our Webinar Doing Business in Iceland with exciting insights about the rules and regulations when building between glaciers and volcanoes. Find the link below.

Have a wonderful, relaxing summer break. We look forward to seeing you again - Why not at our Back-2-Business Reception on August 23rd? You are very welcome!

Best regards

Cosima Steiner and the Team at ADVANTAGE AUSTRIA Copenhagen

WHAT'S BEEN HAPPENING RECENTLY



The Austrian Federal Economic Chamber has a new President

Harald Mahrer has taken up office as the new President of the Austrian Federal Economic Chamber, representing the interests of more than 517,000 Austrian companies. After 18 years at the helm, Christoph Leitl has handed over to the WKO's new President Harald Mahrer, who was sworn into office in the presence of both the Austrian President and the Austrian Federal Chancellor. Read [further](#).



Full House at Europe Day in Iceland

On May 4th ADVANTAGE AUSTRIA participated with an Austrian stand in Europe Day Iceland, representing three Austrian companies whose products are already known and popular in Iceland. [PEZ candies and dispensers](#) proved a big hit among the visiting crowd, as did [Happy Day fruit juices by Rauch](#) and [Sonnentor's](#) organic products, including teas, condiments and syrups. Read [further](#).



Austrian Group Stand at Health & Rehab Scandinavia 2018

Several Austrian companies from the health sector participated in ADVANTAGE AUSTRIA Copenhagen's group stand at [Health & Rehab Scandinavia](#), Denmark's leading trade fair in the fields of healthcare, rehabilitation, welfare technology, disability-related aids, services and hospital and care equipment. Read [further](#).



UN International Procurement Seminar

In a joint effort with the German-Danish Chamber of Commerce and the Trade Promotion Organisations of France, Flanders and Wallonia, ADVANTAGE AUSTRIA Copenhagen organised a multi-country seminar on Doing Business with the UN at the end of June at UN City Copenhagen. Over 150 participating companies received insight into the UN agencies' procurement processes and plans and took one-on-one meetings with agency representatives to present their solutions. Find out more about the [eleven participating companies from Austria](#).



Fact Finding Mission Banking and FinTech in Denmark

Within the realm of innovation and trend scouting activities, a delegation from the banking and insurance sector from Tyrol visited Copenhagen on a fact finding mission to be inspired by the current hot spots in the finance industry. Copenhagen was chosen because of a great interest in FinTech, digitalization, effective financial structures and strategies. Read [further](#).



Worldwide Competition: Lock it & Relax!

The Austrian Federal Railways (ÖBB) are looking for innovative luggage lock systems used by train travellers on long distance premium trains "Railjet". Can you fulfil the train travellers' needs? Imagine... At the beginning of a long train ride customers deposit and lock their luggage, knowing that it is safe and they don't have to worry about it anymore, even if it's out of their sight. Read [further](#).



Webinar: Building in Iceland

Watch ADVANTAGE AUSTRIA Copenhagen's latest Webinar "Building in Iceland", which we organised with speakers Guðrún Olsen, Assistant Attorney for Icelandic Law at [NJORD Law Firm](#) and Guðný Ragna Ragnarsdóttir of the [Icelandic Directorate of Labour](#). Learn your rights and obligations when posting workers to Iceland and the tax regulations you have to bear in mind when carrying out building works between glaciers and volcanoes. You can watch the entire webinar on our youtube-Channel: [Building in Iceland](#).



LEGAL NEWS from LEAD Rödl & Partner Advokatpartnerskab Changes of the Danish Companies Act

On 17 May 2018, the Danish Parliament has adopted several changes of the Danish Companies Act that come into force on 1 July 2018. As an investor in Denmark, you should be aware of these changes. Read [further](#); for more information contact attorney [Alexandra Huber](#).



LEGAL NEWS from NJORD Law Firm Online Dispute Resolution - Compliance of online traders in the EU and information obligations

According to European law, online traders have since 2013 been obliged to provide information about the Online Dispute Resolution scheme (hereinafter "ODR") of the EU on their homepages in a transparent manner (Regulation EU No. 524/2013). The ODR platform is an online tool that allows EU consumers and traders to settle disputes concerning online purchases. According to the regulation cited above, online traders and online marketplaces established in the EU are required to provide an easily accessible electronic link to the ODR platform on their websites. For further information click [here](#) or contact attorney [Stefan Reinel](#).

BUSINESS OPPORTUNITIES



AB Antriebstechnik und Automotiv GmbH

AB Antriebstechnik und Automotiv GmbH

Many years experience, expertise, modern measuring methods and systems have resulted in high-quality products for finishing into end products in the mechanical engineering, the automobile, the construction and wind industries and the forestry and agricultural mechanization sectors. The products and services of AB Antriebstechnik und Automotiv GmbH are distinguished by their quality and precision, resulting from the highly professional training of the employees, their expertise and many years experience. Wanted: Direct Customers. Click [here](#) for more.

DIPROmed GmbH



DiproMed® GmbH is an Austrian company that has successfully been focusing on the production and distribution of medical and forensic rapid tests since 2001. DiproMed® is certified to comply with ISO 9001 and ISO 13485. Responding rapidly and flexibly to customer requirements makes the company internationally successful. Wanted: Co-operation Partners. Click [here](#) for more.

Amex-Export-Import Gesellschaft m.b.H.



AMEX Export-Import Company is a wholesaler of medical and laboratory as well as pharmaceuticals supplies. Since 40 years AMEX is specialized in catering the needs of international development organisations in more than 120 countries. Wanted: Direct Customers. Click [here](#) for more.

VWR International GmbH



VWR operates internationally, providing laboratory and industrial supplies, reagents, chemicals, consumables, PSA products, equipment and services. VWR supports research in industry, pharmaceuticals, biotechnology as well as in the public sector, healthcare and educational institutions. Wanted: Direct Customers. Click [here](#) for more.

Waagner-Biro Bridge Systems AG



Waagner-Biro Bridge Systems AG has a global presence in the bridge construction sector. The range of steel bridge construction services includes the design, supply and erection of steel supporting structures for modular bridges and panel bridges, movable bridges (swing bridges, bascule bridges and lift bridges), cable supported bridges (suspension and cable-stayed bridges) and architectural bridges. Wanted: Direct Customers. Click [here](#) for more.

hollu Systemhygiene GmbH



Hollu develops and manufactures cleaning detergents in Tyrol and distributes them not only within Austria but also internationally.

Since it was founded in 1905, it is still a family-owned business today and was awarded with several certificates. Wanted: Sales Partners. Click [here](#) for more.

Vexcel Imaging GmbH



Vexcel Imaging is a leading provider of digital large-format aerial cameras and mobile sensor platforms. The company provides the fully integrated UltraMap workflow software suite for processing of data of the successful UltraCam product line (UltraCam Condor, UltraCam Eagle, UltraCam Falcon, UltraCam Osprey). Wanted: Direct Customers. Click [here](#) for more.

Rosenbauer International AG



Rosenbauer is the world's leading manufacturer of systems for firefighting and disaster protection. The company develops and produces vehicles, fire extinguishing systems, equipment and telematics solutions for professional, industrial, plant and volunteer fire services, and systems for preventive firefighting. All of the main sets of standards are covered by products manufactured in Europe, the US and Asia. The Group has an active service and sales network in over 100 countries. Wanted: Direct Customers. Click [here](#) for more.

KREPS Handelsgesellschaft Nachfolge GmbH & Co KG



Founded in 1995, KREPS has since gained a large number of clients (ministries, international organizations, NGOs and private companies). In cooperation with many multinational companies and local sources, KREPS is developing tailor-made offers including transport and delivery costs to all destinations worldwide, thus supporting the procurement endeavours of small operation-units as well as large and complex companies. Wanted: Direct Customers. Click [here](#) for more.

Redbloccsystems GmbH



Redbloccsystems offers an innovative technology for prefabrication of solid wall elements and makes it available to licensees. The prefabricated panels can be industrially made to exact measure from ceramic bricks, silica blocks, aerated concrete blocks (ACC-blocks), concrete blocks and other solid building materials. Wanted: Direct Customers. Click [here](#) for more.

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.



Berger Medizintechnik GmbH

Berger Medizintechnik GmbH has its main activities in the distribution and servicing of medical devices in the field of cardiology, neurology and emergency medicine. In addition, Berger also produces medical devices in-house. The steadily growing company employs more than 25 people at its headquarters in Gleisdorf near Graz. Wanted: Sales Partners. Click [here](#) for more.



DIALAB Produktion und Vertrieb von chemisch-technischen Produkten und Laborinstrumenten GmbH

Dialab is a producer and dealer of laboratory diagnostics and laboratory equipment and offers the biggest selection of laboratory diagnostics worldwide. The success of Dialab is based on excellent quality and unbeatable prices. Dialab has more than 100 employees and subsidiaries in Prague, Budapest, Bratislava, Belgrade and Shanghai. The company is ISO 13485:2003 certificated and a large number of its products have CE certification. Wanted: Sales Partners. Click [here](#) for more.



HYTO GmbH

HYTO GmbH has set itself the goal of finding an easy-to-use, high-quality and above all more hygienic solution for cleaning toilets. The solution that has now been achieved allows both the seat and lid to be removed individually, allowing the option of then mechanically cleaning them with thermal disinfection equipment. With this system solution for hospitals, hotels and private households, medical doctor Karl Watschinger and engineer Peter Mayr want to make toilet cleaning easier for the individual and safer for the general public. Wanted: Sales Partners. Click [here](#) for more.

Rolle + Rolle GmbH & Co. KG

Rolle + Rolle GmbH + Co. KG develops, produces and distributes innovative medical products for surgical use. The main product is the patented (EP 2032065) high power diode laser system Eraser with a wavelength of 1318 nm specially developed for parenchyma surgery and the associated laser fibers and instruments for open and minimally invasive surgery. The firm has also developed a new illuminated wound retractor system for surgery, which optimizes the lighting during an operation independently of head and ceiling lamps. Wanted: Sales Partners. Click [here](#) for more.



Orthopädie Schaper GmbH

Orthopädie Schaper GmbH is an orthopedic wholesaler, which has been producing high quality orthopedic and disability aids since 1927.

Years of experience and cooperation with doctors and therapists have resulted in Schaper's products (orthotics bandages and corsets) being simple to employ and to contribute successfully to recovery.

Famous professional athletes at home and abroad rely on these high-quality articles that can be used both during training and therapy. Wanted: Sales Partners. Click [here](#) for more.

More business opportunities

You will find even more business opportunities on our homepage. At present 50 Austrian companies from a wide range of businesses are in search for partners in Denmark. Click [here](#) for more.

UP AND COMING EVENTS



Back-2-Business Reception & Energy Globe Award, 23rd August 2018 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 [Plastic Change](#) for their project [Plastic-free Roskilde Fjord](#) (Plastfri Roskilde Fjord). If you would like to participate, please [get in touch](#) so we can send you an invitation. We look forward to welcoming you!



Webinar Building in CLT, 13th September 2018, Copenhagen

Following up on our Study Tour Wood Construction for Scandinavian Architects and Engineers to Vienna and Graz last March, ADVANTAGE AUSTRIA Copenhagen is organising a webinar for building professionals in September, where burning questions connected to building with Cross Laminated Timber will be addressed. If you would like to participate (free of charge) or would like to send us your questions, [contact us](#) or read [further](#).



Nordic Hour @Innotrans, 19th September, Berlin, Germany

The ADVANTAGE AUSTRIA Offices in Copenhagen, Stockholm, Helsinki and Oslo are organising their second "Nordic Hour @Innotrans 2018" - after a successful event in 2016. Nordic Hour is a seminar for Austrian Exhibitors at the leading international trade fair for transport technology. Innotrans is held in Berlin every two years. Read [further](#).



Marketplace Austria Food, 17th Oktober 2018, Vienna, Austria

"Marketplace Austria" offers 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. International guests are provided with free accommodation (2 nights in a hotel in the centre of Vienna, breakfast included) and an evening dinner. Participants are kindly asked to [register online](#) by 31 August 2018. Read [further](#).



NOFF, 14th - 15th November 2018, Malmö, Sweden

Meet Austrian food producers at our ADVANTAGE AUSTRIA booth at Nordic Organic Food Fair 2018 (NOFF). Are you an importer or wholesaler for (organic) food products or alcohol-free beverages in Denmark? Are you interested in tasting Austrian products and talking B2B to the companies producing them? Then come and visit us at the upcoming NOFF 2018 in Malmö. Read [further](#).

PUBLICATIONS YOU MAY FIND OF INTEREST



FRESH VIEW Magazines

FRESH VIEW on Security and Defence, no. 163/2018

Download our newest and very topical Fresh View Publication "Security and Defence", edited by the Austrian Federal Economic Chamber in cooperation with the Austrian Federal Ministry for Transport, Innovation and Technology. This Fresh View is full of interesting facts about Austria's security and defence industry, including company profiles of 127 Austrian companies. Is available in print - just call our office for a copy.



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LEGAL DISCLOSURE

ADVANTAGE AUSTRIA

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