



## AUSTRIAN BUSINESS NEWS

ADVANTAGE AUSTRIA Copenhagen

September issue 2017

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Dear Business Partners and Friends of ADVANTAGE AUSTRIA,

the summer that never was has come to an end, and we have a hot autumn ahead of us.

ADVANTAGE AUSTRIA has a new CEO. Read more about Michael Otter, previously our Director of Innovation and Technology before taking over the top job. His passion for innovation is already reflected in our

Copenhagen office's priorities for the fall. Since the beginning of 2017, we have enlarged our services as Internationalisation Agency with a Knowledge and Innovation portfolio. You will be seeing a number of innovation and technology focused events in our calendar, targeted at linking Austrian companies to Danish knowledge, innovation and networks. They include a Trend Scouting Delegation for Digitalisation and Fintech, a Fact Finding Tour of Danish participants to the Aviation Business Forum in Linz, a Cross-Country Webinar discussing Robotics in Healthcare in Denmark, Japan and Switzerland as well as an Innovation Trekking Delegation to find out more about Danish state-of-the-art solutions in Healthcare.

However, our more "traditional" sectors will certainly not be sidelined. We would be happy to welcome you at our Austrian Group Stand at the Nordic Organic Food

Fair in Malmö or meet you during our Cleantech and Urban Mobility Fact Finding Tour in the Greater Copenhagen Area.

Having had a dynamic start into the busy season with a sporty participation in the DHL-Stafette, we look forward to keeping the momentum going and to working with you in the months to come. I hope you enjoy reading the latest edition of our newsletter and find some inspiration and possibilities for co-operation with ADVANTAGE AUSTRIA and our Austrian companies. We look forward to hearing from you! Have a productive and pleasant autumn.

Best regards

Cosima Steiner and the Team of ADVANTAGE AUSTRIA Copenhagen

## WHAT'S BEEN HAPPENING RECENTLY



### Back-2-Business Reception & Energy Globe Award

ADVANTAGE AUSTRIA's "Sensommer-Reception" provided the perfect occasion to ring in the new business season and to hand over the National Energy Globe Awards Denmark and Norway to their winners: The Capital Region of Denmark for their project **Cycle Super Highways** and the Norwegian company **BIR** for **Bossnett**, a new vacuum waste collection system in the city of Bergen. Read **further** or watch our **video**.



### DHL Relay Race 2017

ADVANTAGE AUSTRIA Copenhagen participated with two teams in **DHL Stafetten**, the world's largest relay race. The teams met up after work in the pleasant surroundings of Fælledparken for a five kilometre walk. Among the 1,000 walking teams participating on the second day the ADVANTAGE AUSTRIA teams earned the excellent places 104 and 105 with 51:06 and 51:07 respectively. Read **further**.



### Michael Otter is the new CEO of ADVANTAGE AUSTRIA

Michael Otter has taken over as the new CEO of ADVANTAGE AUSTRIA with effect from 1st September 2017. He follows Walter Koren, who led the Federal Economic Chamber's foreign commercial service for 15 years and will now become Austria's Trade Commissioner in Los Angeles. Read **further**.



### **LEGAL NEWS from LEAD Advokatpartnerselskab New Danish Holidays Act**

On 27 April 2015 the EU Commission stated that the current Danish Holiday Act is not in compliance with the EU-legislation. According to EU-legislation an employee has to be entitled to minimum four paid weeks of vacation each year. According to the Danish Holiday Act an employee is entitled to minimum 5 weeks of holidays per year, but because of the distinguishing of the "accrual year" and the "holiday year" this holiday is not always with pay. Read [further](#).



### **LEGAL NEWS from NJORD Law Firm New regulation on remuneration of foreign employees**

On June 2nd 2017 the Danish parliament (Folketing) passed a bill amending the amount scheme that is currently in place and regulates whether a foreign employee can get a Danish working permit on a special basis. Since July 1st 2017, foreign employees, who apply within the amount scheme, are solely able to add their basic salary, labour-market contributions and paid holiday allowance. Read [further](#).

## **BUSINESS OPPORTUNITIES**

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**AUSTRIAN WINE** 

### **Österreich Wein Marketing GmbH**

Small but exceptional - that is Austrian wine on an international scale. No mass production; only rare creations. Austrian wine has come to be regarded as one of the wine world's most remarkable phenomena: on every good wine list, it is appreciated by connoisseurs and lauded by journalists; and the "Austrian wine miracle" is an expression heard continuously across the globe. Offered: Services and Know-How. Click [here](#) for more.

**Rail Cargo Group**  
Member of ÖBB

### **Rail Cargo Group**

The Rail Cargo Group is one of the leading logistics and transport specialists in the European rail freight industry and has a turnover of EUR 2.1 billion. It offers tailor-made railway logistics solutions - from individual services to customer-specific complete solutions. Offered: Services and Know-How. Click [here](#) for more.



### Schmid Schrauben Hainfeld GmbH

Schmid Schrauben is the only screw producer in Austria to have specialised in manufacturing timber construction screws / special parts for more than 175 years. With 145 employees the company produces timber construction screws and special screws from Ø3 - 30 mm and up to 1500 mm in length. The timber construction screws have every type of building regulation approval and are CE/ETA-compliant.

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



### Stora Enso Wood Products GmbH

Stora Enso operates in the global marketplace as a leading provider of sustainable solutions for packaging products, biomaterials, wood and paper. The product range caters for all aspects of urban construction projects, including solid wood elements and housing modules, wood components and pellets. The range is completed by a selection of sawn timber products. Wanted: Sales Partners. Click [here](#) for more.



### KLH Massivholz GmbH

The pioneer KLH with a 20 years' experience in manufacturing Cross Laminated Timber, KLH is worldwide one of the main companies in dealing with solid timber construction with an extended distribution network all over Europe and beyond. KLH regards itself as a producer of large sized elements - its mission is to be best partner for architects, structural and project engineers but also for building companies, real estate developers and builders. Wanted: Sales Partners. Click [here](#) for more.



### Binderholz GmbH

Binderholz - nature in architecture - leading European company for solid wood products and innovative building solutions. The range of solid timber products includes lumber, profiled timber, single-layer and multi-layer solid wood panels, glulam and binderholz cross laminated timber BBS. Waste timber arising in production is processed into biofuels and green electricity. Offered: Services and Know-how. Click [here](#) for more.



### Mayr-Melnhof Holz Holding AG

Mayr-Melnhof Holz Holding AG is one of the leading timber industry company in Central Europe and has a complete value-added chain from its own forests via sawing up to timber engineering. The product range comprises sawn timber, glulam beams and special components (duo-/trio beams), laminated ceiling elements, 3-ply structural panels, concrete formwork technology, pellets and briquettes.

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



### HASSLACHER NORICA TIMBER

The family enterprise established in 1901 employs a workforce of more than 1,200. With its seven production sites in Austria, Germany, Slovenia and Russia, it is one of Europe's largest and most prominent timber industry companies, operating in more than 40 countries worldwide as an innovative producer of solid engineered timber products, timber structures and architectural engineered timber solutions. Wanted: Direct Customers. Click [here](#) for more.



### Goldsonne GmbH

Goldsonne is a dynamic company making fruit spreads, chutneys and superfood soups in Andorf, Upper Austria, which are certified as organic and in accordance IFS Global Markets. The high fruit content of 78% of the fruit spreads is praiseworthy and justifies health claims for a balanced and healthy diet. Innovations, quality, origin of the raw materials and sustainability are the cornerstones of the company.

Wanted: Sales Partners. Click [here](#) for more.



### H+H SYSTEM GmbH

The H+H SYSTEM ensures the well-organised and space-saving division of drugs, lab accessories and small items of every kind. The flexible dividers can easily and quickly be repositioned and, in contrast to rigid push-fit systems, immediately adapt themselves to space requirements.

Offered: Sales Partners. Click [here](#) for more.

### More business opportunities

You will find even more business opportunities on our homepage. At present 47 Austrian companies from a wide range of business sectors are in search for partners in Denmark. Click [here](#) for more.





### **Partnering Day - Health Tech Innovations for Successful Business, 21st September 2017 in Graz**

The goal of the international Partnering Day is to develop and strengthen cooperation between innovative companies and university scientists. This event is being jointly organised by Styrian and Carinthian universities as part of the **Knowledge Transfer Centre South (WTZ Süd)**. Scientists and companies will have the opportunity to establish contacts, present industrially-relevant scientific results and identify mutually-interesting areas of cooperation. Registration no later than 20th September. Read [further](#).



### **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](#).



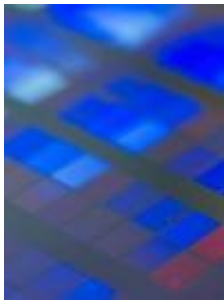
### **AVIATION 2017, 12th-14th November 2017 in Linz**

ADVANTAGE AUSTRIA Copenhagen is organising a Fact Finding Tour for Danish participants to **AVIATION 2017**. Companies and research institutes in the field of aviation and light construction from around the world will meet in Linz, Upper Austria, from 12th to 14th November 2017. The **AVIATION 2017** is the right place to find new business, technology or research partners and to get more information about Upper Austria as an aviation and light construction hotspot. For further information please [contact us](#).



### **Nordic Organic Food Fair, 15th-16th November 2017 in Malmö**

Organic food is booming in the Nordic countries' retail industry. Especially in Denmark and Sweden, customers demand ever more organic food products ranging from basic groceries to complex convenience food solutions. Located in Malmö across the Öresund, ADVANTAGE AUSTRIA Stockholm and Copenhagen welcome 12 high-class Austrian food producers at the popular group stand H74. Due to high quality and innovation, Austrian products are on the shopping list of Nordic purchasers. Find more information about the event on our [website](#).



### **Fact Finding Tour - Cleantech and Smart Mobility, 21st-23rd November 2017 in Copenhagen**

Denmark has a leading role in making the world greener. Austrian companies and organizations will visit the Greater Copenhagen Area to find out more in November 2017. Meetings with Danish companies in order to build connections, exchange ideas and find synergies as well as project visits are on the agenda. Interested to participate? Please [contact us](#) for further information.



### **Webinar: Robotics in Healthcare - Cross Market Info-Session, 05th December 2017 in Copenhagen, Tokyo and Zürich**

ADVANTAGE AUSTRIA brings you closer to cutting-edge knowledge about robotics and automatisisation in the healthcare sector from three innovative hotspots in Denmark, Switzerland and Japan. Listen to expert talks about the use of robots in the healthcare sector, about cutting edge research and how robots can enhance and boost your business model. Interested? [Contact us](#).

## **PUBLICATIONS YOU MAY FIND OF INTEREST**



### **FRESH VIEW Magazines**

#### **FRESH VIEW on Aviation Technologies, no. 160/2017**

With years of experience and top quality products, Austrian companies are some of the leading drivers of innovation in the aeronautic supply industry. You can find out more about Austrian service providers in the aviation industry sector in the new edition of FRESH VIEW.

For download click [here](#).  
Is available in print - just call our office for a copy.



## FRESH VIEW Special edition: Austria's Born Global Champions III

The Austrian Federal Economic Chamber bestowed the 'Born Global Champions' award on no fewer than 46 fledgling Austrian firms at an event on 26th June 2017. You can find out more about this year's Born Global Champions in the special edition of FRESH VIEW.



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](http://www.advantageaustria.org).

### Learn German in Austria

Campus Austria presents Austrian language schools. Call us for a brochure or visit the homepage of [Campus Austria](#) to learn more.

### OTHER HELPFUL LINKS



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- [Follow us on Twitter: ADVANTAGE AUSTRIA DK](#)
- [Join our LinkedIn-Group: AUSTRIA in DENMARK](#)
- [Austrian products in Denmark](#)
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### LEGAL DISCLOSURE

#### ADVANTAGE AUSTRIA

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