



AUSTRIAN BUSINESS NEWS

ADVANTAGE AUSTRIA Copenhagen

March issue 2018

[WHAT'S BEEN HAPPENING RECENTLY →](#)

[BUSINESS OPPORTUNITIES →](#)

[UP AND COMING EVENTS →](#)

[PUBLICATIONS YOU MAY FIND OF INTEREST →](#)

[OTHER HELPFUL LINKS →](#)



Dear Business Partners and Friends of ADVANTAGE AUSTRIA,

Positive economic development and outlook in both Denmark and Austria bode well for our bilateral trade relations. As growth is becoming more and more investment driven and consumer demand is growing, we are experiencing solid interest from Austrian companies in Doing Business with Denmark. It has been a very active first quarter in 2018. Read up on what Austrian companies have learned about food-powered marketing and communication concepts made in Denmark in our Power of Food Webinar for Creative Industries and find out about our Fact

Finding Tour to Vienna and Styria, where Danish Architects and Engineers gained insights into Austria's capabilities in multi-storey wood construction.

Have a look at our upcoming events, including a group stand at Denmark's biggest Health&Rehab show, our Webinars on Building&Construction in Denmark and Iceland and our Showcase for Food&Softdrinks made in Austria. And get an update on new Austrian business success stories including the deployment of a mobile ice hockey field in Herning's Boxen and the success of Austrian candy in Iceland.

Happy reading and have a good start into spring.

Best regards

Cosima Steiner and the Team at ADVANTAGE AUSTRIA Copenhagen



ADVANTAGE AUSTRIA New Year's Business Reception

This year we held our ADVANTAGE AUSTRIA New Year's Business Reception together with the [Austrian Tourism Board](#) at [Nordatlantens Brygge](#) in Copenhagen - the Nordic cultural centre representing Icelandic, Faroese and Greenlandic culture. Highlight of the evening: Instead of a traditional tombola, we chose to play a round of "Austrian Business Success Stories"-Kahoot with our guests. [Read further](#).



Study Tour Wood Construction and Energy Efficient Building in Austria

A group of professionals within the building industry from Denmark, Norway, Sweden and Finland attended this year's study tour with a focus on wood construction in Vienna and the Austrian state of Styria. The delegates visited high profile projects and met the building professionals behind them. Buildings included structures under construction as well as completed projects. The delegates were able to meet and exchange with Austrian architects and companies active in the area of wood engineering, product innovation and architectural design. For further information on Austrian participants click [here](#).



Danish interior design booming in Austria

Danish Interior design chain [Bolia.com](#) has opened two new design stores in Vienna and Graz. Bolia is one of three Danish interior design chains that have recently set up shop in Austria. Read [further](#).



Complete mobile ice hockey field with Austrian know-how

The Austrian company [AST Eis- und Solartechnik GmbH](#) from Reutte in Tyrol deployed a complete mobile ice hockey field for the final4 of the Danish Metal Cup. With the help of the Tyrolean specialists, the Jyske Bank Boxen in Herning was transformed to a fully functional ice hockey arena of the highest class. Read [further](#).



Creative Industries Webinar - The Power of Food

As part of ADVANTAGE AUSTRIA's Creative Industries Webinar Series, Copenhagen based creative agency **Sweet Sneak Studio** offered insights into the power of food and multi-sensory marketing communication. You can see the webinar on our **Youtube channel** or click **here** for further information.



Frequentis - part of our Success Stories Project

Supplier for the Maritime Communications Systems on the Faroe Islands - **Frequentis** is a worldwide operating high-tech company. The joint venture association of the Maritime Rescue Coordination Centre Tórshavn and Tórshavn Radio (VORN) awarded Frequentis with the delivery of a Maritime Communication System in January 2006. Frequentis also received additional change requests as well as a maintenance contract for the system. In March 2016, VORN MRCC Torshavn contracted Frequentis with the upgrade of the Frequentis Maritime Communication System to the MCS 3020 IP Platform. Read **further**.

Coming up next in our Success Stories Project

Tasty PEZ candies (perhaps you remember them from your childhood) and efficient Rubble Master crushers for the building sector.



LEGAL NEWS from LEAD Rödl & Partner Advokatpartnerskab Business Secrets

The Ministry of Industry and Commerce has recently submitted a bill concerning a new Danish Act regarding the protection of business secrets. The purpose of the legislative proposal is the implementation of an EU directive, which aligns legislation throughout the EU. With the implementation, it will be easier and simpler for companies to operate in other EU countries, which leads incentive to innovate across the Union. For more information contact attorney **Alexandra Huber** or read **further**.



LEGAL NEWS from NJORD Law Firm AB 18 - new standard terms for the construction sector

Entirely new standards are on their way in the construction sector. AB 18 and ABR 18 have now been sent to interested parties for consultation. At **NJORD**, leading experts in the field provide courses about AB 18. The law firm has developed seminars so that interested companies can receive training and gain knowledge about the new standard terms. NJORD offers a one-day course in German about AB 18 and ABR 18 as well as online courses, in which the new terms are introduced. For further information as well as registration, see www.njordlaw.com/de/veranstaltungen or read further [here](#).

BUSINESS OPPORTUNITIES



Vorarlberg 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.



Doppelmayr Seilbahnen GmbH

As quality, technology and market leader in ropeway engineering, the Doppelmayr/Garaventa Group operates production facilities as well as sales and service locations in over 40 countries worldwide and to date has built over 14,700 ropeway systems for customers in more than 90 countries. Flexibility, know-how and pioneering spirit make the Group ideally equipped to meet all challenges of traditional and new markets. Wanted: Direct Customers. 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.



HERZ Energietechnik GmbH

HERZ Energietechnik: The complete provider for renewable energy systems!

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.



SANO Transportgeraete GmbH

SANO Transportgeraete GmbH develops, produces and distributes electrically driven LIFTKAR stair climbers and powered tracked LIFTKAR PTR stair climbers worldwide. Cargo as well as persons can be transported ergonomically on paths and stairs with the help of these portable transport devices. Wanted: Direct Customers. Click [here](#) for more.



Sirocco Luft- und Umwelttechnik GmbH

SIROCCO has been a leader in the field of industrial air technology and heat transfer for more than 100 years.

The product range extends from fans and control flaps for plant construction or smoke flaps for underground traffic routes to heat exchangers for the electrical and process industries.

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.

More business opportunities

You will find even more business opportunities on our homepage. At present 44 Austrian companies from a wide range of business sectors are in search for partners in Denmark. Click [here](#) for more.



Webinar: Carrying Out Building Work in Denmark 04th April 2018, Copenhagen

On April 4th, Austrian construction companies and subcontractors carrying out building works in Denmark are invited to participate in our webinar, where specialists will provide insights into regulatory, legal & tax aspects as well as registration and safety considerations when carrying out construction works with posted workers in Denmark. The speakers are Alexandra Huber, lawyer and partner - **LEAD Rödl & Partner**, and Søren Lange Nielsen from **Dansk Byggeri**. The webinar is held in German. For further information please **contact us**.



New Data Protection Regulation, Austrian Business Circle 05th April 2018, Copenhagen

The General Data Protection Regulation (GDPR) will come into force on 28th May 2018. What are the key issues organisations need to take into consideration? Come join our next Austrian Business Circle where Stefan Reinelt, Attorney at law / Partner at **NJORD Law Firm** will set out and discuss the key need-to-know areas relating to the GDPR. RSVP **by mail** latest 23rd March 2018. For further information click **here**.



HANNOVER MESSE, Industrial Technology 23rd - 27th April 2018, Hannover, Germany

The **HANNOVER MESSE 2018**, the world's leading trade fair for industrial technology, will take place from 23th - 27th April 2018 at the Hannover Exhibition Centre. Austria is among the key exhibiting countries with 18 companies showcased at the Austria Pavilion in hall 4 (Stand number: D22) and hall 5 (Stand number: D18) and around 60 further exhibitors. Read **further**. We look forward to seeing you there!



Future of Building, Congress, Exhibition, B2B Meetings 08th - 09th May 2018, Vienna, Austria

In addition to offering new perspectives on the latest developments in the building and construction sector, the congress is also an opportunity for the Austrian construction industry to forge and build on relationships with international partners. Up to 500 construction sector companies, institutions and research centres from all over the world are expected to attend. Read **further**.



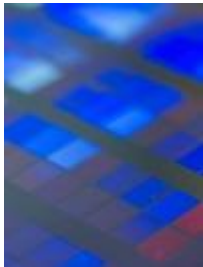
**Austrian Group Stand at Health & Rehab Scandinavia 2018,
15th - 17th May 2018, Copenhagen**

Health & Rehab Scandinavia is Denmark's leading trade fair in the fields of healthcare, rehabilitation, welfare technology, disability-related aids, services and hospital and care equipment. ADVANTAGE AUSTRIA Copenhagen is showcasing Austrian capabilities with an Austria Booth with companies from the healthcare sector. For more information and participating companies click [here](#) or visit us at our stand C3-050! We look forward to welcoming you.



**WeAreDevelopers World Congress 2018
16th - 18th May 2018, Vienna, Austria**

The **WeAreDevelopers World Congress** is the largest developers conference in Europe, Middle East and Africa. More than 8,000 developers, IT specialists & decision makers from over 50 countries join the conference in order to share their knowledge, gain new tech insights and connect with like-minded peers and companies. Read [further](#).



**UN International Procurement Seminar,
26th - 27th June 2018, Copenhagen**

The multi-country seminar will provide Austrian companies with a unique insight into how to do business with the UN. One-on-one meetings with procurement-agents from several UN-agencies will be organised to discuss potential business opportunities. The seminar will be held in collaboration with Dansk Tysk Handelskammer, Business France, Flanders Investment & Trade and Wallonia Trade & Investment. For more information click [here](#).



**Austrian Group Stand at AGROMEK 2018,
27th - 30th November 2018, Herning**

AGROMEK is Northern Europe's largest joint agricultural fair and takes place every other year in Herning, Denmark. ADVANTAGE AUSTRIA Copenhagen will have an Austria Booth with companies from the agriculture and bioenergy sectors. For more information click [here](#).

PUBLICATIONS YOU MAY FIND OF INTEREST



FRESH VIEW Magazines

FRESH VIEW on Automotive, no. 162/2017

Download our newest Fresh View Publication "Automotive" full of interesting facts about Austria's automotive sector, including profiles of Austrian companies from the car and supplier industry. Austria, as a manufacturer and supplier of vehicles, vehicle parts and technologies, is an important player in the automotive industry.



For download click [here](#).

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LEGAL DISCLOSURE

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