



AUSTRIA NEWS

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EDITORIAL

Dear Partners and Friends,

Welcome to a special edition of AustriaNews in which we would like to present you the participants of our upcoming Trade Mission to Accra, Ghana from 26th to 29th March.

After Nigeria, Ghana is our most important trading partner in West Africa with a trade balance of about EUR 70mn annually. Ghana's steady growth and good reputation as far as political stability and safety are concerned, are factors that draw Austrian companies to the country. Austria's main exports to Ghana are machinery (for electricity generation and distribution, mining and construction etc.), paper, chemicals, energy drinks and lately also high-end furniture. Ghana's exports to Austria consist almost exclusively of the country's most important commodity – cacao beans. In the cited period cocoa to the tune of EUR 41mn was exported to Austria. Austria has also executed a number of infrastructure projects in Ghana supported by financing from the Austrian Government, among them the renovation of the famous Adomi Bridge and the erection of numerous polyclinics for rural healthcare.



Our Trade Mission to Ghana intends to further strengthen this trade relationships. From 26th to 29th March the largest Austrian trade delegation since the visit of the President of the Austrian Federal Economic Chamber in 2013 will be in Accra.

19 Austrian companies from a variety of sectors will explore business opportunities in Ghana and look for local partners and customers. We are in the process of setting up individual meetings for them. We would like to invite you to have a look at the participant's profiles in this issue and send us an email to lagos@advantageaustria.org if you are interested in meeting with any of our participants.

We are looking forward to seeing many of you in Accra!

Best regards,

Nella

Nella Hengstler
Commercial Counsellor
Austrian Embassy Nigeria – Commercial Section Lagos

AUSTRIAN TRADE MISSION TO GHANA AND COTE D'IVOIRE BUSINESS OPPORTUNITIES

AUSTRIAN TRADE MISSION TO GHANA AND COTE D'IVOIRE - MEET AUSTRIAN COMPANIES IN ACCRA AND ABIDJAN!

The Commercial Sections of the Austrian Embassies in Lagos and Casablanca are organising an Austrian Trade Mission to Ghana and Cote d'Ivoire from 26th March to 1st of April. 20 Austrian companies will be participating in this event. The focus will be on individual B2B meetings with customers, distributors and other potential business partners.

Please find the Austrian participants below. Should you be interested in meeting with any of them, please contact us via lagos@advantageaustria.org

ARCTIC CAT - ALL TERRAIN VEHICLES

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Looking for: Distributors




© Arctic Cat GmbH

Arctic Cat is one of the largest producers of All Terrain Vehicles (ATVs) and snowmobiles. Its products offer outstanding versatility and flexibility.

All Terrain Vehicles from Arctic Cat impress with their perfect chassis set-up, fully independent suspension, hydraulic brake system, winch, CVT automatic gearbox, powerful engines, extensive range of accessories and much more.

CENTRAL NATIONAL EUROPE - ALL TYPES OF PAPER

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Looking for: Distributors

Central National Europe is the second largest paper trader in the world with a volume of 6mn tons of paper traded per year. Through its offices in 26 countries, the company supplies a wide range of paper types like newsprint, publication and fine papers, business and specialty papers, tissue and packaging paper and paper-board.

AUSTRIAN TRADE MISSION TO GHANA AND COTE D'IVOIRE BUSINESS OPPORTUNITIES

DOKA - GLOBAL LEADER IN FORMWORK TECHNOLOGY

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Looking for: Distributors



©Doka GmbH

Doka is a global leader in the development, manufacture and distribution of formwork technology for the construction industry. With more than 160 sales and logistics facilities in over 70 countries, the Doka Group's highly efficient distribution network ensures that equipment and technical support are provided swiftly and professionally.

EXTRUNET - PLASTIC EXTRUSION MACHINES

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Looking for: End customers



© Extrunet GmbH

Extrunet, is an all-in-one partner for the complete range of profile-extrusion machinery and supplies customer-tailored extrusion lines and tooling. Their product and service portfolio includes co-extruders, single and double screw extruders, guillotine cutters, retrofit extrusion lines and tooling for the development of individual window systems.

FLECK ELEKTROINSTALLATIONEN - RENEWABLE ENERGY TECHNOLOGY

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Looking for: Solar street lighting projects



Fleck provides renewable energy products and services amongst others. The energy technology sector of the company provides the following range of products:

Street lighting, energy distributors, photovoltaic systems, emergency lighting, flood-lighting, Uninterruptible Power Supply, emergency power supply.

AUSTRIAN TRADE MISSION TO GHANA AND COTE D'IVOIRE BUSINESS OPPORTUNITIES

FLSMIDTH KREBS - MACHINES AND SERVICES FOR THE MINERALS AND CEMENT INDUSTRIES

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Looking for: End customers



FLSmidth supplies the global minerals and cement industry with everything from engineering, single machines and complete processing plants to maintenance, support services and operation of processing facilities. The company is a market-leader in the implementation, management and maintenance of projects for the minerals and cement processing industries.

FREQUENTIS - COMMUNICATION AND INFORMATION SYSTEMS FOR CONTROL CENTRES

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Looking for: Public sector projects



©Frequentis AG

Frequentis is an international supplier of communication and information systems for control centres with safety-critical tasks. Frequentis provides 'Control Centre Solutions' for air traffic management (civil and military air traffic control, air defence) as well as for public safety (police, fire and ambulance services) and transport services (shipping, railways).

FRITZ EGGER - MELAMINE LAMINATED PARTICLE BOARDS

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Looking for: End customers



Fritz Egger produces wood-based panel products. From high quality laminated flooring to trend-setting materials for furniture and interior design to environmentally friendly wood construction materials.

AUSTRIAN TRADE MISSION TO GHANA AND COTE D'IVOIRE BUSINESS OPPORTUNITIES

GLOBAL HYDRO ENERGY - TURBINES FOR SMALL HYDROPOWER PLANTS

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Looking for: Representatives



©Global Hydro

Global Hydro supplies turbines (Kaplan, Pelton and Francis turbines) for small hydropower projects. Global Hydro also operates as an integrated system supplier.

IMACO - MANAGEMENT OF INFRASTRUCTURE PROJECTS

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Looking for: Public Sector Projects

Imaco is an Austrian consultancy firm specialized in the management of infrastructure project in developing countries.

JULIUS BLUM - FURNITURE FITTINGS

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Looking for: End customers



©Julius Blum

Julius Blum is a global leader in manufacturing and distribution of furniture fittings with main focus on lift systems, hinge systems and drawer/pull-out systems, primarily for kitchen furniture.

LABOR STRAUSS SICHERUNGSANLAGENBAU - FIRE DETECTION AND EXTINGUISHING SYSTEMS

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Looking for: Distributors



Labor Strauss is the leading Austrian manufacturer of professional fire detection and extinguishing systems. The company specializes in fire detection control panels, detectors, souders, smoke aspiration systems among others.

AUSTRIAN TRADE MISSION TO GHANA AND COTE D'IVOIRE BUSINESS OPPORTUNITIES

NEW TECHNOLOGY SYSTEMS - SOFTWARE FOR RETAIL MANAGEMENT

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Looking for: End users



©NTS

New Technology Systems (NTS) is a global retail software and consulting company with an international network of partners. NTS supports telecommunication brands worldwide in optimizing their daily retail management, store operations and fulfillment processes.

ONG-IT - PROJECT MANAGEMENT FOR GEOGRAPHIC INFORMATION SYSTEMS

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Looking for: End users



ONG-IT offers services, consultancy and project management within the area of Geographic Information Systems (GIS) as well as Information Technology (IT) and is specialized in pipeline projects as well as utilities and infrastructure.

PEWAG AUSTRIA - TIRE PROTECTION AND CHAINS

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Looking for: End users



©pewag Austria

Pewag's is a manufacturer of tyre protection chains. The company's range of products also include snow chains, forestry chains, hoist chains and conveyor chains, do-it-yourself products, engineering, slinging and lashing chains.

SMARTFLOWER ENERGY TECHNOLOGY - MOBILE PLUG & PLAY PHOTOVOLTAIC SYSTEM

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Looking for: End customers



©Smartflower

Smartflower - the world's first Plug & Play Photovoltaic System generates up to 40% more output, thanks to innovative smart features. The smartflower is the world's first all-in-one photovoltaic system designed according to the Plug & Play principle.

AUSTRIAN TRADE MISSION TO GHANA AND COTE D'IVOIRE BUSINESS OPPORTUNITIES

STARLINGER - PLASTIC RECYCLING MACHINERY

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Looking for: End users



©Starlinger

Starlinger is a provider of plastic recycling machinery for the recycling of a variety of plastics, such as PE and PP, PET, PA, PS, PLA, PMMA, and many more. Starlinger PET recycling systems produce food-safe PET and are approved for use in food applications.

STRABAG WATER TECHNOLOGIES - WASTE AND DRINKING WATER TREATMENT PLANTS

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Looking for: Infrastructure projects

STRABAG Water Technologies is a business unit of Strabag AG, which focusses on the construction of waste water and drinking water treatment plants.

VEXCEL IMAGING - AERIAL CAMERAS FOR SURVEILLANCE AND MAPPING

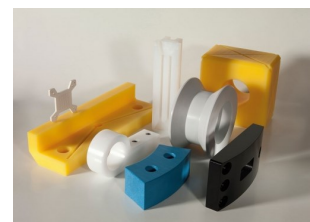
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Looking for: End users



Vexcel Imaging is a leading provider of aerial and terrestrial sensor systems and fully integrated processing software.

ZELL-METALL - SEMI-FINISHED ENGINEERING PLASTICS

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Looking for: Distributors



©Zell-Metall

Zell-Metall manufactures semi-finished plastic materials by extrusion process. The company also produces finished plastic components and engineering plastic stock shapes (extrusion method) made from various formulations of Nylons (PA 6), Acetals (POM), PET, PEEK and HPMS. Their products are sold under the trademark ZELLAMID®.

NEWS FROM AUSTRIA AND LOCAL NEWS

EXPORT FINANCING OPTIONS VIA THE AUSTRIAN EXPORT CREDIT AGENCY (OeKB)

If you are planning to buy machinery, equipment, goods or services from Austria, you should also explore the possibility of obtaining export financing via the Austrian Export Credit Agency (OeKB).

For general information on the Austrian Export Financing Scheme, please visit the following [link](#).

The Scheme is a bit complex and several factors have to be taken into account (e.g. financial standing of the customer, credit period, etc.). The Austrian supplier has to apply for the financing through his commercial bank who then in turn will contact OeKB.

FUTURE OF BUILDING 2017: 17 - 18 MAY IN VIENNA

Share your solutions, services and products with national and international partners at the “Future of Building” event in Vienna. The conference and B2B matchmaking event gives you a new perspective on the latest developments in the building and infrastructure sector. You will get to learn about innovative solutions for buildings, sustainable refurbishment and high-quality buildings. Explore the latest technologies, share new project ideas and find cooperation partners for new business ideas.



The conference is free of charge, but registration is required via the following [link](#). Please see the [event website](#) for further information.

INTERNATIONAL PASSIVE HOUSE CONFERENCE 2017: 28 - 29 APRIL IN VIENNA

Passive House for all! That's the motto for this year's International Passive House Conference, the year's premium passive house event, where more than 1,000 thought leaders and innovators from around the world gather. It is all about energy efficient construction now and in the future. This year's slogan intends to touch upon the diverse applications that are possible with the passive house concept.

Lectures, workshops, excursions and evening events allow you to share your experience with other professionals and to learn more about the world's most energy efficient building standard.

For more information, conference program and registration please visit the event website [here](#).

RENEWABLE ENERGY TRADE MISSION TO NIGERIA 2017 | 3 - 6 APRIL IN LAGOS

The Africa - EU Renewable Energy Cooperation Programme (RECP) is a publicly funded cooperation programme with the objective of linking the European and African private sector and thereby stimulating new business partnerships in the renewable energy sector, as well as increasing the number of successful energy projects in Africa. Activities of the RECP are collecting and disseminating information on renewable energy markets, organising information and exchange events, and advisory to project developers on access to finance. More on the general services of the RECP can be found on their [website](#).



The trade mission to Nigeria will focus on solar and biomass energy. More information about the trade mission and registration procedures can be found on the [RECP website](#).

CONTACT & SERVICE

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ADVANTAGE AUSTRIA, with its network of foreign trade offices, is the Foreign Trade Promotion Organisation of the Austrian economy. Under the auspices of the Austrian Federal Economic Chamber, ADVANTAGE AUSTRIA is Austria's largest service provider and driver of all international economic activities. ADVANTAGE AUSTRIA acts as an official lobby, representing the interests of its Austrian members both at home and abroad.

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