

SURPRISINGLY INGENIOUS



ADVANTAGE AUSTRIA Chicago e-Quarterly No. 3 / 2018

WHAT'S BEEN HAPPENING RECENTLY →

BUSINESS OPPORTUNITIES →

UP AND COMING EVENTS →

PUBLICATIONS YOU MAY FIND OF INTEREST →

OTHER HELPFUL LINKS →

JOB MARKETPLACE →

HELLO

Dear partners and friends of ADVANTAGE AUSTRIA Chicago,

It's that time of year again when cooler temperatures prevail and the days grow shorter. As we move into fall, here are some of the events we are working on:

From **September 5-10**, Advantage Austria will be representing FMTI - Austria (MetalTechnology Austria) at the **IMTS Show** in Chicago. The International Manufacturing Technology Show will also host 13 Austrian-related firms spread across McCormick Place. We are happy to be of service to all Austrians at IMTS - just stop by our booth N 221015 on the Mezzanine Restaurant level!

We are excited to announce our first **Austrian Business Circle (ABC) in Detroit** on **September 19!** From 5:30 to 7:30 PM we will welcome members of the Austrian business community to join us at the offices of the Detroit Regional Chamber (1 Woodward Ave, Suite 1900, Detroit - Michigan). Please register at chicago@advantageaustria.org.



Automotive Manufacturing Meetings 2018: From **October 15-18** we will welcome Austrian companies and their local subsidiaries to participate in our Advantage Austria booth at the AMM 2018. This event focuses on preset B2B meetings and is a great platform to connect with potential customers and partners. Please contact our office in Chicago (Julius Bosak) at chicago@advantageaustria.org for details and to register.

And Austria will once again be hosting a pavilion showcasing the environmentally sustainable products of 8 Austrian exhibitors at the **GREENBUILD International Conference and Expo, November 14 - 16, 2018 in Chicago.**

Stop by our booth and see what Austria has to offer in the greenbuilding field.

And last but not least, we are looking forward to **AUSTRIA CONNECT**, the 11th Annual Conference for Executives of Austrian Subsidiaries in the US and Canada, which will be held **Sept. 20 - 22, 2018 in downtown Toronto**. The theme of this year's conference is "New Order of Free Trade in North America." We hope to see you there!

Please feel free to let us know if you have any questions or need information - our door is always open!

With best wishes,

*Peter Sedlmayer and the team of
ADVANTAGE AUSTRIA Chicago*

And here a brief update on the economic situation in the EU in general:

GDP up by 0.3% in the euro area and by 0.4% the EU28*)

Seasonally adjusted GDP rose by 0.3% in the euro area (EA19) and by 0.4% in the EU28 during the second quarter of 2018, compared with the previous quarter, according to a preliminary flash estimate published by Eurostat, the statistical office of the European Union. In the first quarter of 2018, GDP had grown by 0.4% in both the euro area and the EU28

Compared with the same quarter of the previous year, seasonally adjusted GDP rose by 2.1% in the euro area and by 2.2% in the EU28 in the second quarter of 2018, after +2.5% and +2.4% respectively in the previous quarter.

*) Source: <http://ec.europa.eu/eurostat/documents/2995521/9105204/2-31072018-CP-EN/7ed325fa-e287-4cfe-903d-079d321b8ebd>

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 (WKO), representing the interests of more than 517,000 Austrian companies. [Read further.](#)



Life is great in Austria's capital

Vienna tops Melbourne as world's most livable city. [Read further.](#)



ALPLA builds new plant in Dayton, Ohio

\$21 million investment adjacent to the Dayton International Airport planned. [Read further.](#)



And the award goes to ...

Julius Blum GmbH recognized with two awards at this year's iF DESIGN AWARD. [Read further.](#)



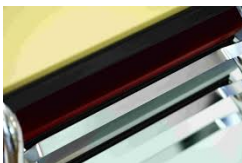
Diamond Aircraft DA40 NG and DA42-VI are the aircraft of choice for Republic Airways Holdings Inc.

Both represent the newest version of Diamond's technology leading piston aircraft fleet. [Read further.](#)



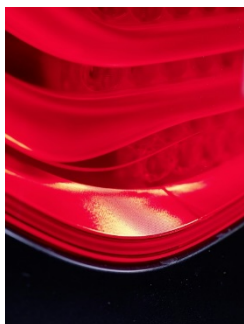
SKIDATA'S access solutions up and running at Banc of California soccer stadium

Innovative, easy-to-use, and secure entry control solutions for optimal performance. [Read further.](#)



TRODAT-TROTEC GROUP overcomes turbulent start to the year

The company from Wels increased its sales to 122 million euros in the first term - "Family dispute is resolved." [Read further.](#)



Austrian company acquires US automotive parts maker

Welser Profile Gmbh acquires Superior Roll Forming to expand manufacturing capacity to USA. [Read further.](#)



Austria represented at UN MSME Day as international best practice

Last year, the UN General Assembly designated June 27 of every year Micro-, Small and Medium-Sized Enterprises Day (MSME Day). [Read further.](#)



Security and defense technologies from Austria are creating a better world

Austrian companies in the civilian and military sectors are leading the world with their innovative technologies and skills, which enjoy a global reputation. [Read further.](#)



European Business Networking Event Chicago - September 19, October 17, and November 21, 2018

Join us on the third Wednesday of each month for our Professionals Networking cocktail, held in collaboration with the main European Chambers of Commerce and Business Councils in Chicago and the Midwest. [Read further.](#)



'Born Global Champions': Austria honors its best

Awards for 40 young companies who have pursued internationalization from day one.. [Read further.](#)



National Restaurant Association (NRA) Trade Show 2018

The world's eyes on the largest single gathering of restaurant, foodservice and lodging professionals. [Read further.](#)

BUSINESS OPPORTUNITIES





BDI-BioEnergy International GmbH

BDI-BioEnergy International GmbH, the market leader for tailor-made multi-feedstock biodiesel plants, sets technological standards for refining waste, residual and by-products. **The company is offering its services and know-how in the areas of transportation infrastructure/below ground engineering, renewable energy, building/construction materials, energy industry, environmental technologies, plant engineering & construction/smart factory, chemicals/plastics, life sciences & pharmaceuticals.** Click [here](#) for more.



BDI - Franz Walchshofer

BDI-Franz Walchshofer provides technical and commercial advice for the mining, construction and infrastructure industries internationally. **The company is looking for contacts to mining, construction and infrastructure firms, distributors of equipment for mining & construction and infrastructure, as well as distributors and user firms for construction materials and drills for hard and soft rock, user firms for injection and insulation work, drilling firms, technical consulting and planning offices for mining, construction and infrastructure.** Click [here](#) for more.



Goldsonne GmbH

Goldsonne is a dynamic company making fruit spreads, chutneys, and superfood soups which are certified as organic and in accordance with IFS Global Markets. **The company is seeking agents and representatives as distribution partners in the states of New York, California, and Nevada.** Click [here](#) for more.



H+H System GmbH

H+H supplies ready-to-install aluminium drawers that are made to measure and also drawers and trays for all makes of medical and blood bank refrigerators. The H+H SYSTEM ensures the well-organized and space-saving storage of drugs, lab accessories and small items of every kind. **The company is looking for distributors of equipment for hospitals, pharmacies, nursing homes and laboratories, as well as manufacturers of medical furniture.** Click [here](#) for more.



Human.technology Styria GmbH

Human.technology Styria (HTS) was founded as a cluster organization with a focus on health technologies, striving to improve technologies and services that enhance human development and health. HTS is developing two areas of strength: MedTech and Biotech & Pharma. **The company is offering its services and know-how in the areas of medical technologies & laboratory equipment, silver generation, health infrastructure & institutions, life sciences & pharmaceuticals.** Click [here](#) for more.



IN-VISION Digital Imaging Optics GmbH

IN-VISION is specialized in the development and manufacture of optical systems, lenses (e.g. for digital cinema), special projectors and light engines (e.g. for 3D-printing). Its target is to supply its customers with the optimal combination of state of the art technology, optical performance and economy in the shortest possible time. **The company is looking for contacts to manufacturers of projection systems in the field of simulation (simulators) who are looking for a partner and supplier to develop and produce lenses, optical engines, or optical modules.** Click [here](#) for more.



Schmid Schrauben Hainfeld GmbH

Schmid Schrauben is the only screw producer in Austria to have specialized in the manufacture of 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 company is looking for direct customers as well as distributors for a variety of screws, hot-pressed connector products, and CNC turned parts and milled parts.** Click [here](#) for more.



Starlinger & Co GmbH

Starlinger is the world market leader in the field of machinery and process technology for woven plastic bags and offers the greatest scope of machines and lines worldwide. **The company is looking for contact to producers and major users of woven packaging and technical textiles in the field of packaging, cement, building materials and other dry bulk goods, animal feed, agricultural and geotextiles as well as mills and the chemical/fertilizer industry.** Click [here](#) for more.

AIR6 SYSTEMS GmbH

AIR6 SYSTEMS GmbH is a leading manufacturer of high-quality drones for professional applications. The systems are suitable for (medium) heavy loads, can be equipped with several sensors simultaneously, and are specially designed to provide meaningful data.

Brucha GmbH

BRUCHA has been manufacturing and supplying 'BRUCHAPaneel' panels worldwide since 1948 for the construction of cold storage and frozen storage facilities and industrial and agricultural wide span buildings.

buntmetall amstetten GmbH, Werk Enzesfeld-Caro

Austroroll®, a product of Buntmetall Amstetten, Enzesfeld-Caro (BME), sets the standard for maintenance-free roller devices for railway turnouts with the rigorous further development of its "roll instead of lubricating" concept.

Combustion Bay One e.U.

Combustion Bay One (CBOne) focuses on the combustion process itself. Its goal is to develop tailor-made combustion systems that cater to a wider range of applications and reduce impact on the environment. Services provided include technical consulting for relevant companies, planning test facilities, and carrying out tests.

Holo - Light GmbH

Holo-Light works to customer specifications to develop mixed-reality software products on smart glasses for intuitive use in everyday life; they have also proven themselves as experts for industrial applications.

Einböck GmbH & Co KG

The family-owned company Einböck manufactures innovative agricultural machines for mechanical weed control and soil cultivation such as mechanical cultivators, machines for minimum tillage, seedbed preparation, and grassland care.



If you are interested in business opportunities with Austrian companies, please check [our website](#) frequently for updates and recently added company listings.

UP AND COMING EVENTS



Austrian Stammtisch

Austrians and friends of Austria are welcome at this monthly Stammtisch.

Where:

Café Vienna, 2523 N. Clark Street, Chicago, IL 60614

When:

September 14, October 12, and November 9, 2018
from 6:30 - 9:00 pm



GREENBUILD 2018 **November 14 - 16, 2018 in Chicago, IL**

8 Austrian companies and/or their subsidiaries in the US will showcase the latest technologies and innovations in the field of sustainable and greenbuilding construction. ADVANTAGE AUSTRIA Chicago - Austrian Trade Commission will be hosting an Austrian pavilion and looks forward to welcoming you at the Austrian booth. [Read further](#).

PUBLICATIONS YOU MAY FIND OF INTEREST

FRESH VIEW brochures

The FRESH VIEW magazines are bilingual brochures which are published by ADVANTAGE AUSTRIA in Vienna. They aim to promote export opportunities for Austrian companies as well as give more detailed insight into Austria's expertise and export activity in a range of different industries.

Inside the magazines you will find current facts and figures, company presentations and listings as well as useful contacts. In short, they deliver all the essential information for the export industry that you are interested in.



Our office can provide you with free copies of FRESH VIEW magazines for a wide range of industries. If you are interested in receiving a publication, please feel free to contact us at chicago@advantageaustria.org.

Alternatively, if you would prefer to download the magazines electronically, you can click on the "download" button (in grey font) at the bottom of [this page](#) to access the most recent copies.

The Austrian Yearbook - order your FREE copy

World Champion Austria - the 2018 yearbook is out! Read about why Austria is such an attractive business destination and discover which multiple world market leaders call it home. "Visit" the nine Austrian provinces and compare their growth, their strategies for success and their strengths. Read about Austrian success stories from renewable energy to world-class architecture and highly exciting new technology start-ups. Discover why Austria is *Surprisingly Ingenious*! E-mail us for your free copy: chicago@advantageaustria.org

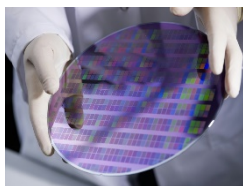
Austrian Sustainable Construction Products & Technologies for North America

In an effort to assist US companies in establishing long-term business partnerships with Austrian firms, ADVANTAGE AUSTRIA Chicago is offering its publication "Austrian Sustainable Products & Technologies for North America". This directory is a "must-have" for those looking for innovative green building products, technologies and services from Austria. Please download your free copy [here](#).



Finding a commercial agent in Austria made simple

The online platform of the Austrian Commercial Agents makes it easy to find the right sales partner. [Read further.](#)



Austrian Space Technology

Database lists 114 organizations active in the space sector. [Read further.](#)

JOB MARKETPLACE



NEW! Check out the JOB MARKETPLACE!

An integral part of our job is to match, build bridges and connect people. In this brand new section of our newsletter, we will publish both job offers as well as employment being sought.

Job offers posted will be from either Austrian companies, their US subsidiaries, or other companies in the US looking for qualified Austrian (or German-speaking) candidates. If you are interested in posting your job offer in our quarterly newsletter, please get in touch with us at chicago@advantageaustria.org.

Alternatively, Austrians looking for a job in the US can send us their CV with an explanation of what exactly they are looking for.

Job Offers

1. **Stillfried Wien** is seeking a motivated individual for a Showroom Manager position in NYC to begin immediately. The Showroom Manager will be responsible for the overall management of the NYC showroom and work closely with the entire Stillfried team to direct and coordinate day to day operations and logistics. This is a great opportunity to join a small, growing, team passionate for design! The right candidate will ultimately grow into the role of the COO for the complete US operation.

You will:

- Be responsible for the maintenance of the showroom to be customer ready at all times.
- Maintain an inventory of supplies, product, catalogs, and samples on hand.
- Develop, issue, and revise quotes.
- Process and place orders.
- Work with logistic and production partners to coordinate, process, and deliver orders efficiently and within lead time.
- Track, analyze, and report order status and delivery schedule.
- Resolve client service cases (broken/lost/incorrect orders/deliveries).
- Regularly communicate with members of the team to coordinate and enforce company wide and NYC initiatives.
- Maintain a visible presence on the sales floor to assist with customer experience opportunities.
- Conduct regular meetings to review progress and keep the team abreast of company initiatives.
- Manage intern to assist with showroom/company duties.
- Be available nights and weekends to help with industry events, meetings, training, and trade shows.
- Other duties as assigned.

You bring:

- A passion for design and an eagerness/enthusiasm to be a part of the NYC design community.
- A sincere interest in efficiency and the operational management of a growing company.
- Showroom/operational management experience, preferably in the furniture/luxury brands/design industry.
- High degree of professionalism and accuracy.

- Excellent communication skills, with the ability to take ownership of responsibilities and lead within a small team.
- The ability to speak German (a major plus)
- An ability to lift at least 30 lbs.
- Must be based in NYC or willing to commute daily.

If this is an interesting opportunity, please email Michael Trubrig, CEO, at Michael.Trubrig@stillfried.com with resume and a little about yourself and your interest in this opportunity.

2. Dr. Sauer & Partners (www.dr-sauer.com) is a leading engineering firm in the field of tunneling and underground construction for subways, railways and highways. We operate globally from our offices in Washington DC, Toronto, London and Salzburg.

To manage our growing team, we are currently looking for an Office Manager for our Herndon, VA office.

Required Skills and Experience:

- Accounting, Invoicing, Cost Control, Payroll
- Advanced proficiency in German
- Advanced proficiency in Quickbooks, MS-Excel, MS-Word, MS-Powerpoint, IBM / Lotus Notes
- Minimum of 5 Years of Office Administration experience

Primary Responsibilities

- Accounting, Invoicing, Cost Control, Payroll
- Human Resources, including Work Visas and Professional Licensing
- General Office Administration

Additional Tasks

- Assisting with Business Development and Proposals
- Marketing

Benefits:

- Competitive Salary
- Health and Dental Insurance
- Short- and Long-term Disability Insurance and Life Insurance
- 401k with Employer Matching Contribution
- Paid Holidays and Vacation

Jürgen Laubbichler, P.E.
Project Director, Partner
Dr. Sauer & Partners
Cell US: +1 703 626 8179

Cell EU: +43 662 879 999 17
jlaubbichler@dr-sauer.com

Positions Wanted

AUSTRIAN CITIZEN currently residing in Vienna, Austria, earned a Bachelor's degree in Banking & Finance from the University of Applied Sciences in Vienna. Banking & finance experience with ERSTE Group & consulting experience with PwC, fluent in English, German and Serbian, basic knowledge of Spanish. Former professional soccer player in Ireland, Austria and the U.S. Looking for a new challenge in the U.S.

AUSTRIAN CITIZEN currently residing in Nevada, earned Bachelor's degree in Finance & International Business from Sierra Nevada College, interned and worked part time during studies at Raiffeisenbank. Fluent in German and English, possesses computer skills, accomplished alpine skier. Currently employed at an angel investment firm acting as deal coordinator and head of the company selection. Looking to work at an Austrian consulting firm in the U.S. (Ref. 1/2018)

AUSTRIAN CITIZEN currently residing in Graz, Austria, with law degree and accounting experience, fluent in German, excellent knowledge of English, possesses computer skills, is looking for a new challenge in the US (Ref. 2/2018)

AUSTRIAN CITIZEN with green card, has lived in the USA for 11 years, currently residing in Chicago, fluent in German and English, earned Masters degree in Entrepreneurship from DePaul University, with a broad range of experience in finance and technology, accomplished skier, is looking for a job in sales or corporate strategy (Ref. 3/2018)

AUSTRIAN CITIZEN currently residing in Chicago, experienced in accounting and financial controlling as well as teaching English as a second language, fluent in German, excellent knowledge of English, possesses computer skills, is looking for a new challenge (Ref. 4/2018)

AUSTRIAN CITIZEN currently residing in Vienna, Austria, knowledge of German and English, experienced in trade promotion activities including coordinating and organizing a variety of projects, meetings and events, looking for an office position in the USA (Ref. 5/2018)

AUSTRIAN CITIZEN currently residing in Austria, 20+ years of general management, global B2B sales & market entry experience in Europe, Asia (9 years), the US (4 years), and South America (1 year). Managed several subsidiaries for Austrian companies abroad. Full P&L responsibilities, track record of successfully driving sales from the initial stages to US\$ 250M in yearly revenues, experienced in building, motivating and managing cross-functional and cross-cultural teams & driving KPIs, passionate about new technologies &

business-models, innovation and start-up ventures, strong B2B technology & industrial background, worldwide relocation flexibility, looking for a new role to help develop new markets abroad and to build the successful teams that make it happen (Ref. 6/2018)

AUSTRIAN CITIZEN currently residing in Luxembourg, native German speaker, proficient in English, limited Italian and French, studied one semester at UIUC, familiar with the Chicago area, with a diverse background in consulting, finance, accounting, and audit, possesses computer skills, very flexible, looking for a new challenge in the US (Ref. 7/2018)

US CITIZEN currently residing in Munster, Indiana, fluent in German, speaks some Dutch & Russian, experienced in teaching English, interested in communications and sales positions, also interested in companies that offer training programs for young professionals -- example: a management trainee program wherein you receive training through the company and at the end of the training period you take on a role within the company (Ref. 8/2018)

OTHER HELPFUL LINKS



- [Our Website](#)
- [Importing from Austria](#)
- [Exporting to Austria](#)
- [Meet the team](#)
- [Austrian Embassy in Washington DC](#)
- [ABA - Invest in Austria](#)
- [Austrian Tourist Office](#)
- [Center for Austrian Studies - University of Minnesota](#)
- [Center Austria - University of New Orleans](#)
- [German International School Chicago](#)

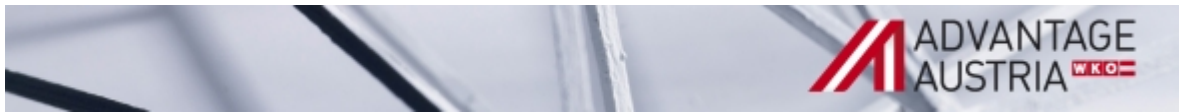
IMPRESSUM / LEGAL DISCLOSURE

Legal Disclosure / Impressum Information

ADVANTAGE AUSTRIA Chicago
500 North Michigan Avenue, Suite 1950, Chicago, IL 60611
T +1 312 644 5556
E chicago@advantageaustria.org

You received this e-mail because you have been in contact with ADVANTAGE AUSTRIA in the US and/or have indicated that you are interested in receiving information about Austria. If you received this message in error or want to unsubscribe, please e-mail us at chicago@advantageaustria.org or click on "SafeUnsubscribe" below. Although this email and any attachments are believed to be free of any virus or other defect which might affect any computer system into which they are received or opened it is the responsibility of the recipient

to ensure they are virus free and no responsibility is accepted by ADVANTAGE AUSTRIA in the US for any loss or damage arising in any way from receipt or use thereof.



ADVANTAGE AUSTRIA, 500 N. Michigan Ave., Suite 1950, Chicago, IL 60611

SafeUnsubscribe™_chicago@advantageaustria.org

[Forward this email](#) | [Update Profile](#) | [About our service provider](#)

Sent by chicago@advantageaustria.org in collaboration with



Try it free today