



AUSTRIAN BUSINESS NEWS

ADVANTAGE AUSTRIA **JOHANNESBURG**

**WO
RLD
CLASS
PART
NERS**

The Latest News >>>

Business Opportunities >>>

Events >>>

Publications >>>

Useful Links >>>

Contact >>>

EDITORIAL

Dear Reader,

Spring has started on a positive note: the South African economy seems to be slowly heading out of the recession; Austrian exports to South Africa have picked up nicely rising by more than 10 % to 217 million EUR in 1st-2nd quarter of 2017, and; major investments by Austrian companies in South Africa have been announced. Follow these stories and more as we continue to provide you with relevant business news & opportunities from Austria in the 3rd edition of AUSTRIAN BUSINESS NEWS in 2017.



In late September we are expecting the visit of a high ranking **Trade & Investment Mission from Austria** led by the President of the Vienna Economic Chamber. On this occasion a Business Networking Event will take place on September 27th in Johannesburg and you will have the chance to meet one-on-one with the participants of the business delegation on September 27th and 28th in Johannesburg and, on September 29th in Cape Town.

On the 28th of September the Austrian Business Chamber in Southern Africa is hosting their **second Workshop in the ABC / B-BBEE** series on Skills Development. Take advantage of understanding, what and how to implement the policy in your business and how to save your company from extra expenditure by taking advantage of both the SETA allowances and governmental assistance at your disposal.

Skills and know-how will also play a major role in the construction of **Africa's highest bridge which will be built by STRABAG** together with AVENG Grinaker-LTA in the Eastern Cape. In early July **ALPLA**, a leading provider of plastic packaging, **announced the biggest acquisition in the history of the company** buying Boxmore Packaging an African market-leader for PET pre-forms and bottles.

These exiting news and events are detailed in this edition. As always, a **summary of current business opportunities** offered by Austrian companies in South Africa is on page 5. These introduce you to new business partners from Austria offering renewable energy solutions, consumer products and traffic and safety systems. See the surprisingly ingenious solutions for yourself!

The next issue of AUSTRIAN BUSINESS NEWS will arrive in your mailbox at the end of **November**. Until then, we invite you to stay up-to-date by following us on [Twitter](#) or joining our [LinkedIn](#) group, ADVANTAGE AUSTRIA in SA.

Johannes Brunner
The Austrian Trade Commissioner

The Highest and the Biggest

STRABAG constructing Africa's highest bridge



© SANRAL, Port Elizabeth

STRABAG SE, the publicly listed European-based technology group for construction services, has been awarded a bridge project in South Africa. The group's subsidiary STRABAG International GmbH has been hired by the South African National Roads Agency (SANRAL) to build a 1,132 m long bridge over the river Mtentu near the town of Flagstaff in the eastern

part of the country. When it is completed, it will be Africa's highest bridge. Construction is being carried out in a 50:50 joint venture with South African construction company AVENG GrinakerLTA. The contract has a total value of 1.634 billion South African Rand, which is approximately € 106 million. Work on the project is expected to last for 40 months.

Biggest acquisition in the history of ALPLA

ALPLA, a leading provider of plastic packaging worldwide, has acquired Boxmore Packaging. The company, headquartered in the industrial area of Samrand near Johannesburg, specialises in PET pre-forms, PET bottles and closures. Around 1,000 employees currently manufacture approximately 4 billion of these products each year at nine production locations.



© ALPLA Len Engelbrecht, CEO Boxmore (left), and Günther Lehner, CEO ALPLA (right)

Although ALPLA has acquired 100% of Boxmore Packaging, all employees and locations are being taken over by ALPLA, including the management structure. The current board, under the leadership of Len Engelbrecht (Boxmore CEO), will remain in place to manage the existing Boxmore business, and in addition, oversee the integration and management of the existing ALPLA SA business. For the foreseeable future the company will continue to operate under its existing name, but as a member of the ALPLA Group.

Founded in 1995, Boxmore Packaging is seen as the market leader for PET pre-forms and bottles (ISBM technology), as well as closures, in southern Africa. The customers of Boxmore Packaging are situated in more than 20 African countries, as well as on the islands in the Indian Ocean region.

The takeover was signed on 5th of July 2017, implementation remains subject to the required legal and regulatory approval by the competition authorities. The parties to the contract have reached a confidentiality agreement regarding the price point of the acquisition.

Spotlight on Research & Development

Austria's 2017 research ratio of 3.14% has once again exceeded Europe's target quota for 2020. Statistics Austria estimates for 2017 suggest that Austrian expenditure on research and experimental development (R&D) will rise by 3.8% to a total of EUR 11.33 billion, representing a research ratio of 3.14% gross domestic product (GDP).

Private companies will be footing the bill for the largest share of this investment spending EUR 5.46 billion (48.2%), followed by the public sector on EUR 4.08 billion (36%). The private non-profit sector is set to contribute EUR 51 million (0.4%). The remaining R&D input will come from abroad (15.4% or EUR 1.74 billion), principally from international companies whose local subsidiaries are conducting research in Austria. Funding from EU programmes is also included in this figure.

Austria to get world-class Microelectronics Research Center



© ADVANTAGE AUSTRIA

The Austrian electronics industry is to be allocated a total of EUR 280 million for research projects over the next five years as part of the 'Silicon Austria' initiative.

An international research centre for microelectronics is to be established with three laboratories are due to be set up in three different cities, each dedicated to a different focus. The federal and regional governments as well as Austrian companies have teamed up to invest a total of EUR 280 million in the new facilities over the next five years, with the funds destined to promote university and commercial research undertakings under the aegis of the Silicon Austria project.

The project is set to begin in October this year. It reflects a # a conscious effort to target the promising research and industrial sectors. These already employ some 4,000 researches, and an additional 500 new R&D jobs are expected to be created in the next five years, with further growth following in the mid- to long term.

Another ESA Satellite is to be produced in Austria

Graz University of Technology has joined forces with RUAG Space to build a new miniature satellite for ESA, the European Space Agency. The nano-satellite is due to collect data for climate research and will be heading into space in 2020.

Miniature satellites are satellites of low mass and size with great potential to advance space research – these compact satellites allow new space technology to be tested quickly and cost-effectively. ESA, the European Space Agency, has now commissioned Austria to build another miniature satellite. 'Cubesat' PRETTY is set to become the fifth satellite to be 'made in Austria' and sent off into the cosmos. This new ESA commission will move Austria into the premier league of satellite construction, and the Austrian government has allocated the new Cubesat approximately EUR 2.5 million from the relevant federal ministry (Transport, Innovation and Technology). Some 120 Austrian companies and organisations employing a staff of more than 1,000 are involved in the country's space industry, with the total turnover of the sector amounting to EUR 125 million p.a.



BUSINESS OPPORTUNITIES

Automotive



ATV: All Terrain Vehicles

Arctic Cat is one of the largest producers of All Terrain Vehicles (ATVs) and snowmobiles. Its products offer outstanding versatility and flexibility with their impressive chassis set-up, fully independent suspension, hydraulic brake system, winch, CVT automatic gearbox, powerful engines and range of accessories. Arctic Cat is seeking an importer / distributor for South Africa able to provide adequate support in this market, and operate independently, but in direct cooperation with the company.

E office@arcticcat.eu | [homepage \(en\)](#)

Construction

Property and Facility Management

Reiwag Facility Services provides a complete range of services including technical management, servicing, maintenance of buildings and property management. Over the last 25 years they have worked with the City of Prague to manage municipal sanitation and waste collection (read the story [here](#)). REIWAG Facility Services is seeking clients for their property and facility management services. These could be office buildings, logistics centres and shopping centres.

E office@reiwig.at | [homepage \(en\)](#)

Steel fire protection doors

Domoferm's distribution partner in Africa, UNIDOR, supplies steel doors, steel frames, steel fire protection doors, safety doors, fixed glazing systems for fire protection, safety, sound insulation and radiation protection, all including delivery, installation, service and maintenance both for civil engineering projects and for private customers. They are looking for partners or direct customers in South Africa. E office@domoferm.com | [homepage \(de\)](#)



© Domoferm GmbH & Co KG

Food and Beverage

Household plastics

MiraHome, a brand of the Austrian company Miraplast, specializes in household plastic articles, especially for the kitchen - individual, fast and flexible. Contacts are sought to chain stores, distributors and commercial agents.

E miraplast@miraplast.at | [homepage \(de\)](#)



Glass Tableware

Oberglas GmbH is seeking an importer/distribution partner who can distribute the glassware - beer mugs, water carafes and crystal glasses - on a nationwide scale. Oberglas GmbH is one of the most important suppliers of the ISAR tankards for the Munich Oktoberfest and counts numerous breweries and glass decoration companies amongst its customers. The traditional forms, produced with the latest technology, increases the aesthetic appeal of the beverages they contain.

E office@oberglas.com | [homepage \(de\)](#)

Machinery, Materials and Chemicals

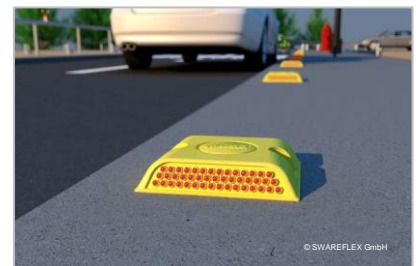
Oil and gas testing instruments

Grabner Instruments, a subsidiary of AMETEK Inc., is one of the world's leading producers of automatic testing instruments for quality control of oil products. Core instruments test vapour pressure, allow flash point testing and fuel analysis through IR spectroscopy. Their representative is looking for clients active in the production and blending of fuels (petrol, diesel, kerosene, LPG, biodiesel, bioethanol); transportation and storage of fuels, production of crude oil.

E marietha.dutoit@ametek.com | T +27 82 562 3458 | [homepage \(en\)](#)

Traffic safety systems and lighting

Seeing and being seen are fundamental pre-requisites for the safety of all road users. **SWAREFLEX**, a company in the Swarovski Group, manufactures rugged crystal glass reflectors, active guidance lighting and other products to guide you safely home. In various comparative tests of the three main reflector types, SWAREFLEX glass reflectors were the only type with consistently good scores across all five test criteria (resistance to salt exposure; sulfur dioxide fumigation; UV light irradiation; humidity, and; abrasion). Their product range ([link](#)) is also suitable for use in rail traffic control and the construction industry.



E swareflex.office@swarovski.com | [homepage \(en\)](#)

Linchpins and chain systems



RÜBIG Schmiedetechnik is seeking a commercial representative for South and West Africa, who is in a position to distribute the standard products, **linchpins** and **chain systems**, in the fastening technology and conveyor technology sectors. These are typically applied in the agriculture and mining sectors. See the above links for examples and more specific product information.

E schmiede.vertrieb@rubig.com | [homepage \(en\)](#)

Renewable Energy

Small hydropower plants

Hydropower depends on only two factors, water flow and 'head'. 'Head' being the height of the gradient over which the water falls, while "flow" is the volume of water per unit of time. Based on this, hydropower can be constructed in any location where there is enough of both to make energy generation viable. In streams or rivers, existing water distribution networks, wastewater collection and treatment systems. **Global Hydro** is the specialist in this electromechanical equipment, especially Kaplan, Pelton and Francis turbines. All core components are manufactured and assembled in-house at the production site in Niederranna, Upper Austria.

E info@global-hydro.eu | [homepage \(en\)](#)



These and other business opportunities are listed on our [website](#).

EVENTS

Austrian Trade and Investment Mission

27 - 29 September 2017 | Johannesburg and Cape Town

A trade and investment mission led by the President of the Economic Chamber of Vienna, Walter Ruck, will visit Nigeria and South Africa at the end of September this year. The mission will include Austrian companies from a variety of sectors with established links to southern Africa, and others exploring opportunities for the first time. The occasion will be marked by a networking evening on the 27th of September.

Program

Rosebank, Johannesburg

27.09.17 | 12:00 - 16:00 B2B meetings

27.09.17 | 17:00 - 20:30 Business Networking Evening

28.09.17 | 09:00 - 12:00 B2B meetings

Cape Town

29.09.17 | 09:00 - 16:00 B2B Meetings

The participating companies are listed and profiled on this [online event page](#).

In order to explore the possibilities for cooperation with the company/companies of interest, you are invited to schedule an individual meeting during the B2B sessions on:

Wednesday, 27 September 13h00 – 16h00

Thursday, 28 September 9h00 – 12h00

We look forward to the pleasure of your company and receiving your RSVP by Friday, 22 September 2017 to Mrs. Fiona Moraka (+27 11 442 7100 / johannesburg@advantageaustria.org)

Live updates before and during the event will be posted on [twitter](#).

For further information contact us directly or visit: advantageaustria.org

International Machinery and Plant Engineering Forum

28 November 2017 | Vienna, Austria

ADVANTAGE AUSTRIA will host the **International Machinery and Plant Engineering Forum** at the Austrian Federal Economic Chamber in Vienna at the end of this year. The event will offer participating companies from all over the world the unique opportunity to expand their networks and find new business partners.

A range of informative talks on the industry's latest trends and innovations will be held in the morning and a matchmaking event will be hosted in the afternoon, enabling companies to hold individual b2b talks with the industry's top players and to sound out new opportunities for cooperation.

For more information on the event including registration, the programme, online appointments (B2B meetings) with other participating companies etc., please visit the [event website](#).

Participation at the conference is **free of charge**, but registration is mandatory.

PUBLICATIONS

FRESH VIEW



Aviation Technologies

Industry facts such as:

- parts from Austria can now be found in almost every aeroplane in the world;
- Austria's aviation industry has an export ratio of some 72%, with Europe and the USA amongst the most important target markets;
- between 2009 and 2014, the 9,200 employees working in the aeronautics industry managed to increase turnover by a total of 40%.

This edition of FRESH VIEW delivers facts like these, and more, about Austria's aviation industry.

Download [here](#) [pdf, 19,919.8kb]

USEFUL LINKS

Advantage Austria Website [\[link\]](#)

On this official web portal of Austrian business in South Africa, you will find the business opportunities listed in this newsletter, and many more. Additionally, information on import, export, investment, work and travel between South Africa and Austria can be found [here](#).

Join our group on LinkedIn [\[link\]](#)

Where we bring together our interests and expertise - and especially our experts - on Austro-South African relations and advancements in industry and technology.

Follow us on Twitter [\[link\]](#)

Where we enjoy sharing Austrian business and technology updates, and engaging our South African audience in the curiosities of our surprisingly ingenious country.

Meet the team [\[link\]](#)

Know who to look for at the next event! The team will be happy to meet you.

Austrian organisations in SA [\[link\]](#)

Find out about the Austrian Club, Austrian Business Chamber and especially the Austrian Embassy in Pretoria. You will need the details of the latter for your next visa application.

CONTACT

ADVANTAGE AUSTRIA **Johannesburg**

Austrian Trade Commission
 Cradock Heights, 1st Floor
 21 Cradock Avenue (cnr Tyrwhitt Avenue)
 Rosebank
 Johannesburg
 T +27 11 442 71 00
 F +27 11 442 83 04
 E johannesburg@advantageaustria.org
[LinkedIn](#) | [twitter](#) | [Homepage](#)

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 (WKÖ), ADVANTAGE AUSTRIA is Austria's largest service provider and driver of all international economic activities. ADVANTAGE AUSTRIA acts as an official lobby organization, representing the interests of its Austrian members both at home, and abroad.

DISCLOSURE

You are receiving this Newsletter because you have been in contact with Advantage Austria Johannesburg in the past. If you no longer wish to receive this publication please unsubscribe by Email to: johannesburg@advantageaustria.org
 Advantage Austria is committed to protecting your privacy and will never wittingly conduct any unauthorized commercial email delivery, also known as spam.

