

AUSTRIAN TRADE BULLETIN

ΕΜΠΟΡΙΚΑ ΝΕΑ



Dear Reader,

First of all, I would like to express my best wishes for a healthy, successful and prosperous 2014!

As we welcome a new year I would like to take a moment and to look back on our activities. In February we organized a Round table on Photovoltaic projects in Greece in Vienna. In March we took part in B2B meetings in Athens organized by Eurochamber. Beginning of April (5.4.-8.4.), Advantage Austria participated in the international exhibition "4th Supply Chain & Logistics 2013" at Metropolitan Expo in Athens. The catalogue exhibition was a successful meeting point for Supply Chain Managers, Packaging and Factory Managers and Logistics Managers. At the occasion of the opening of the exhibition "Tobacco Roads: Technology Transfer in the Tobacco Industry during the Early Twentieth Century" in Kavalla beginning of July we organized an Austrian Business day in cooperation with the Kavalla Chamber of Commerce. On September 21st, Advantage Austria has partaken in the "First Job-Opportunities-Day" at the German School Athens (Deutsche Schule Athen). We presented job opportunities and working conditions in Austria. Over 150 young people informed themselves about the working in Austria. In November we presented a study on Tourism in Greece in Innsbruck and Vienna and an Austrian Show Case will be held in Greece later this year.

With a growth rate of 0,3 % in 2013 the Austrian economy did better than the Eurozone average of -0,4 %. The prospects for this year are slightly better with an expected increase of GDP by 1,7 %. Growth will come again mainly from Exports which is expected to increase by 6 % in 2014.

Austrian exports to Greece during the first nine months decreased by 3,3 % to 291 mio euro and Austrian imports from Greece increased by 2,8 % to 131 mio euro. The downward trend of our exports to Greece seems to button out. Exports to Cyprus increased by 123 % to 183 mio euro due to exports of ships amounting to 94,6 Mio. Euro. Imports from Cyprus also increased by 290 % to 50 Mio. Euro for the same reason.

I am confident that 2014 will be a better year and Austria's economic relationship with Greece and Cyprus will improve.

Best wishes

Bruno Freytag
Austrian Commercial Counsellor for Greece and Cyprus



AUSTRIAN COMPANIES ARE LOOKING FOR BUSINESS PARTNERS:

- [EXPERT ECONOMIC REPORTS](#)
 - [LKW WALTER – THE EUROPEAN TRANSPORT ORGANISATION](#)
 - [ONLINE HOTEL BOOKING AND DESTINATION MANAGEMENT SOFTWARE](#)
 - [ARCHITECTURE](#)
 - [SOFTWARE FOR KNOW-HOW-LOGISTICS BUSINESS PROCESS MODEL](#)
 - [THERMAL REFURBISHMENT PRODUCTS](#)
 - [PROFESSIONAL TRANSLATOR](#)
 - [TRANSPORTATION](#)
 - [BIOGAS STORAGE TANKS, DOUBLE MEMBRANE BIOGAS STORAGE TANKS](#)
-

USEFUL INFORMATION

- [USEFUL INFORMATION](#)
- [TRADE FAIRS IN AUSTRIA JANUARY – MAY 2014](#)

Austrian companies looking for partners

In this section we present to you a number of Austrian companies, which are looking for trade representatives, importers, buyers or co-operation partners in Cyprus and/or Greece. If you are interested in a co-operation, feel free to contact them directly! All company information is also available in German on www.advantageaustria.org/gr under "Business Opportunities".



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Focus Management Advisory

Wanted: Direct Customers

**Expert economic reports / strategic concepts /
Audits and evaluations for companies and organisations**

Strategic positioning of tourism regions, project development, feasibility studies, evaluation of economic potential of infrastructural projects in tourism. Performing strategic studies and feasibility studies for entities of the European Union, OECD, African Development Bank



At FOCUS Management Advisory we support our clients with consulting services in tourism, health care and public entities across a wide advisory spectrum from strategy through implementation and evaluation. We help clients to prepare for sustainable growth and profitability. We support them with identifying regional and organisational potentials and new ways of increasing revenue.

Our philosophy is based on three fundamental principles:

- Competence
- On-time and within-budget delivery
- Partnership orientation

FOCUS Management Advisory is highly committed to a professional service delivery aiming at long-term partnerships.

LKW WALTER

LKW WALTER INTERNATIONALE
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LKW Walter – The European Transport Organisation

Irrespective of the location of your company, we can organise **your full truck loads throughout Europe and from/to Russia, Central Asia, the Middle East and North Africa.**

Our customers - major international companies, as well as medium and small sized enterprises across Europe - place more than 4,000 orders for full truck loads (FTL) with us daily.

They all have ONE single partner with LKW WALTER for their full truck loads



Loading capacity all over Europe - always and everywhere

Loading capacity all over Europe - always and everywhere
For more than 50 years we have developed a **powerful network of selected transport partners.** The large truck-fleet of our transport partners as well as more than **5,000 crenable trailers and over 600 swap bodies** for combined rail/road transport and Short Sea Shipping ensure that loading space is available, **always and everywhere all over Europe. Truck loads all over Europe...**

Combined Transport - Sustainable and flexible

With combined transport, different modes of transport such as trucks, trains and ships are optimally combined **to handle transport as environmentally-friendly and cost-efficiently as possible.**



With more than 300 daily departures on more than 200 Short Sea and rail routes in combined transport, LKW WALTER links all the important European business centres.



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NetHotels AG

Offered: Services and Know-How

Online Hotel Booking and Destination Management Software for Tourist Boards Online booking for hotels, tour guides, events, congresses ...

We offer taylormade solutions for tourist boards and touristic service providers to implement a powerful administration tool for the online availability and booking of their hotels and touristic services.

Our software has been in the market since 1995 and incorporated all improvements ever since to cater to the complex reality of tourism - while making it easy for the professionals to administer. Meanwhile 100 Tourist Boards rely on our services.

NetHotels is a provider of hotel booking software for tourist boards and operates a world wide hotel booking platform (travel agency) on <http://www.nethotels.com>.

The NetHotels destination management software ReServer offers modules for hotel bookings, tour guides and guided tours bookings, event calendar, ticket sales and print, congress management (online registration, e-procurement of room contingents, bar code check-in and badges print), web shop with inventory control and billing module, facebook booking engine, dispatch module for advertising material distribution, client ratings, CMS, conference room display & search, CRM.



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duda, testor. architektur zt gmbh

Offered: Services and Know-how

Architecture

Our mission is the development of a unique approach to the solution of the specific project, the identification of the self-evident materials and thus of the architecture within the relevant time frame. A critical analysis and intensive dialogue with the client are indispensable to the creation of sustainable quality architecture.



Founded in 2003 by Arch. DI Klaus Duda and Arch. DI Erik Testor, DTA provides planning services in all areas of architecture (commercial buildings, offices, housing, care homes, schools, etc.) focussing on energy efficient construction, passive house technology and sustainable urban planning.



DTA designs buildings with low energy, passive house and plus-energy standards and oversees projects from the design stage to quality control either independently or in cooperation with local partners. Our range of services also includes project development, consulting, building certification (LEED, DGNB, PHBB) as well as training and seminars in the field of green building technology.



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SITOLUTIONS Gerald P. Pfleger

Wanted: Co-operation Partners

**Cooperation partners for sales and customer service looked for
Sectoral distribution of SITOLUTIONS Operations. Center in target markets**

We are looking for cooperation partners. We offer sales and consulting contracts for our software and our proven know-how-logistics business process model. Partners are supported by an individual know-how transfer program and the software service and support team.

SITOLUTIONS is an all-in-one solution provider of customized know-how-logistics systems. Based on their own software solution, SITOLUTIONS develops knowledge architecture for organizations of any kind.

From planning to installation and operations, all services are provided. The main product of the company is the SITOLUTIONS Operations.Center. A web based multi user software system to ensure that know-how is available, when and where it is needed. In addition to this, the company offers consulting in organizational development as well as trainings in applied knowledge management and in know-how-logistics.



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W&P Baustoffe GmbH

Wanted: Sales Partners

Construction materials: thermal refurbishment products

We would like to expand further and increase exports of our building materials to Greece. We would also like to extend contract manufacturing there and build up a sales network in order to serve the market more effectively.

If you are interested in our products please contact our local office:

Hr. Tilemachos Kavvadias, Manager
E: t.kavvadias@baumit.gr
<http://www.baumit.gr>



w&p Baustoffe GmbH is a successful private company operating in the Austrian construction materials industry. The company and its Baumit brand are already represented by production sites and sales offices in more than 30 countries in Central, Southern and Eastern Europe.

Facades, plasters, screeds and paints are produced for building construction projects ranging from private family homes to industrial buildings. The company sets a sustainable ecological agenda for the future with its Baumit heat insulating composite system.



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nativy gmbH - 1274 professional translator

Wanted: Sales partners

Invite new customers to nativy and receive commissions of 3 to 8 percent for 2 years

Since the allocation of the commissions for recruited customers is made through personalized registration links, our cooperation partners have to invest very little time.

The entire administration of the customer registration, order creation and commission calculation is automated on <http://www.nativy.com>.

Click here to obtain information and to sign up.
<http://www.nativy.com/reseller>

Contact:
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Industry sectors:

Consulting and engineering, Education, Information and communication technologies (ICT)



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Spirit Design Consulting & Services GmbH

Wanted: Co-operation Partners

Interest in collaboration partners

Sectors: Transportation (Rolling Stock/Underground Railways, Automotive, Special Purpose Vehicles, Maritime, Aviation)

We already use our integrated consulting approach (Innovation and Brand) to complete projects in the "Transportation" sector in a number of countries/regions e.g. Asia, the Middle East and Europe. We would like to intensify our exploration of additional business opportunities by maintaining our focus on this sector. We are therefore seeking complementary collaboration partners in order to jointly implement projects for operators and manufacturers of transport solutions.

Spirit Design is a consulting and design company that specializes in innovation and brand and focusses on the development of sustainable products & brands.

Spirit Design structures its process of innovation in 2 areas of activity:

- Innovation: Strategy development from the idea to the business plan and product development from the design concept to production
- Brand: Brand development from the logo to integrated product branding

Spirit Design helps companies to achieve their primary objectives: To increase market shares and profits whilst respecting social, economic and environmental sustainability



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SATTLER AG

Wanted: Sales Partners

Biogas storage tanks, double membrane biogas storage tanks

SATTLER AG wishes to contact those engaged in the "Biogas Scene", in particular, general contractors and planners who construct complete biogas installations or who operate in the sewage treatment plant and also local government institutions.

We are interested in making new contacts in the three major biogas sectors: Sewage treatment, agriculture and industry (foodstuffs, landfill gas, steelworks, minegas etc.)

Industry sectors:

Agriculture and forestry, Environmental technologies, Food and drink, Energy and natural resources, Renewable energies, Construction and infrastructure



SATTLER AG is the leading producer of double membrane biogas storage tanks for effective and environmentally-friendly buffer storage of biogas. These tanks are principally used in anaerobic waste water treatment plants, industry and agriculture.

The 3/4 spherical double membrane biogas storage tank represents the traditional form of external gas tank for high gas pressures and storage capacities up to 10,000m³.



Tank-mounted gas storage installations (pressurised or supported by a mast) are used to store biogas directly on steel or concrete tanks.

SATTLER AG membrane technology stands for top quality, fast installation, long lifespan and reliable operation.

Illustration 1: Double membrane biogas storage tank, 3/4 spherical
Illustration 2: Air supported tank covering

Useful information



YouthJobsEurope is an association which wants to promote a European apprenticeship program. The reasons are, because is currently facing various challenging situations that require innovative ideas and solutions. **YouthJobsEurope** can and will contribute to this. YouthJobsEurope combines the needs of the countries with a high demand for apprentices. **Vocational training – Provision of apprentices for companies in Austria, Germany and Switzerland.** Please find more information under: www.youthjobs.eu.



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METRO THESSALONIKI - KALAMARIA EXTENSION, Greece



The extension of the subway to Kalamaria (Section Patrikiou - Mikra) has a length of 4.5 km and consists of two single-track tunnels TBM with 5 stations. It is the first section of a track that is to be guided to the international airport.

ZIERL CONSULT was commissioned to design the track and the tunnel axis from the general contractor AKTOR SA.

(AG: AKTOR SA)



OECD guidelines for multinational enterprises | new compendium for practical implementation

Companies with international business activities are facing higher expectations for responsible business from investors, clients, governments, NGOs and the general public.

The [OECD guidelines for multinational enterprises](#) are voluntary recommendations on sustainable and responsible business and provide a coherent and comprehensive approach.

They can contribute to efforts of companies for economic, ecologic and social development. As a result of growing international economic integration and **global supply chains** these guidelines become more and more important.

Engaging with the OECD guidelines can contribute to **risk mitigation**, as well as increased **profitability** and **reputation**.

The chapters comprise themes like disclosure, due diligence in the supply chain, environment, combating bribery, consumer interests and human rights and cover all relevant aspects of responsible action.


Austria promotes the OECD guidelines via the **national contact point within the Federal Ministry of Economy, Family and Youth (BMWFJ)** which also acts as a **platform for dialogue and dispute settlement** among the stakeholders for alleged violations of the guidelines ("**specific instances**").

Explore the **new brochure by respACT (in German)** which helps getting started with the **practical implementation!** An array of **examples** and a **self-test** help to identify the assets and risks of your company and subsequently take action for responsible business.

**AUSTRIA IS
BUSINESS AT
ITS BEST**




Have a look and enjoy our internet portal www.advantageaustria.org/gr for the Austrian economy.



OUR WORLDWIDE NETWORK, YOUR ADVANTAGE

ADVANTAGE AUSTRIA, with its more than 110 offices in over 70 countries, provides a broad range of intelligence and business development services for both Austrian companies and their international business partners. Our 750 employees and 40 consultants around the world can assist you in locating Austrian suppliers and business partners. We organize more than 1,000 events every year to bring business contacts together. Other services provided by ADVANTAGE AUSTRIA offices range from introductions to Austrian companies looking for importers, distributors or agents to providing in-depth information on Austria as a business location and assistance in entering the Austrian market.



Trade Fairs in Austria January – May 2014 (Selection)

Name/Further Information	Type of Fair	Venue & Date
Ferien-Messe Wien: http://www.ferien-messe.at/en/	International fair for holidays, travel and leisure parallel with Vienna Autoshow, Cook & Look	Vienna, 16.-19.1.2014
Ferienmesse Linz: http://www.ferien-linz.at/en/	The event for holidays, travel and leisure	Linz, 23.-25.1.2014
Bauen+Wohnen Salzburg: Messezentrum Salzburg http://www.bauen-wohnen.co.at/en/	International fair for building interior, design and energy saving	Salzburg, 6.-9.2.2014
CASA (TexBo) Creative Salzburg Messezentrum Salzburg http://www.casa-messe.at/en/	International trade fair for creative interior design, furnishing and lifestyle products with the key areas: CASA-Texbo-, Ambience & Furniture	Salzburg, 22.-25.1.2014
Die Hohe Jagd & Fischerei: Reed Exhibition Salzburg http://www.hohejagd.at/en/	International fair for hunting and fishing coincide with absolut allrad	Salzburg, 20.-23.2.2014
Creative Salzburg: Messezentrum Salzburg http://www.fj.creativsalzburg.at/en/	Intern. trade fair for gifts, home accessories, design- and lifestyle articles, paper, stationery goods, floristry, handicraft supplies, art products, souvenirs, glass, porcelain and ceramics, trendy products, plush articles, toys, fashion accessories	Salzburg, 28.2.-2.3.2014
Tracht & Country Messezentrum Salzburg http://www.hb.trachtsalzburg.at/en/	International trade fair for alpine lifestyle	Salzburg, 28.2.-2.3.2014



Name/Further Information	Type of Fair	Venue & Date
Wohnen und Interieur: Messe Wien http://www.wohnen-interieur.at/en/	Austria's largest fair for dream interiors, design, accessories, home entertainment and garden. Featuring international interior design and garden trends.	Vienna, 8.-16.3.2014
SMART – Automation Austria Design Center Linz http://linz.smart-automation.at/en/index.html	Trade fair for industrial automation	Linz, 6.-8.5.2014
Green Expo Europe: Messe Wien http://www.greenexpo.com/	International Environmental, Technology, and Green Lifestyle Trade	Vienna, 22.-24.5.2014

The Austrian Trade Commission for Greece and Cyprus

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We are looking forward to your comments and suggestions on this bulletin and are at your disposal for any information you may need. If you would like to be removed from the distribution list of the bulletin, please let us know!

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