

ΕΜΠΟΡΙΚΑ ΝΕΑ

ISSUE 1/2011 July 26th, 2011

Dear Reader,

Fortunately, the second financial support package for Greece has been approved! These are indeed very gratifying news, since from the start Austria has been in favor of this assistance. I sincerely hope that this measurement will not only reverse the negative trend that has undeniably remained also this year, yet that it, in addition, will lead to a speedy recovery of the Greek economy.

The good news is that Greece continues to increase its exports to Austria as well as other European countries, so in a reserved manner and in good will, better times might seem to be ahead!

In a retrospective view...

We commenced this year with a "Trade Mission" to Cyprus at the end of January. Several Austrian companies participated and conducted successful talks with their Cypriot counterparts.

Together with the Austrian Ambassador in Cyprus, Mag. Martin Weiss, we organized "Austrian Days" at the chambers of commerce in Limassol and Paphos, where we also met with the presidents of the local chambers.

On February 2nd 2011, we had an Open Day („Tag der offenen Tür“) at the Austrian Trade Commission Athens. It turned out to be a very informative and successful event with approximately 70 participants and attendants who embarked upon a variety of subject-matters and issues, generating a highly interesting and productive discussion.

In Austria, the first quarter of 2011 has actually been prosperous for the Austrian economy. In relation to the previous period and seasonally adjusted it has experienced a 1% growth in the domestic real GDP. As a result, the expansion has slightly accelerated (by 0, 9%) in comparison to the fourth quarter of 2010 and the setbacks during the end of the previous year were thankfully succeeded by a more dynamic start for foreign trade in 2011.

Upcoming milestone dates in this year's Advantage Austria Activities in Greece are September 29th - October 2nd 2011. The catalogue exhibition "Energy - Photovoltaics 2011" that will occur at the Metropolitan Expo Athens, represents one of the largest trade fairs in the field of photovoltaic and renewable energies in Greece.

International manufacturers will have the opportunity to present their newest products, trends and innovations. This event operates as a key meeting point for manufacturers, suppliers and users in order to introduce their expertise, to enhance their know-how and to exchange views. It furthermore forms the ideal networking platform, which brings all primal business contacts together and enables professionals of the field to seek for a place in the international market.

Furthermore, two trade missions have been scheduled for November and December 2011. On the one hand, these entail "Biological gas facilities and thermal waste recycling in Greece" and on the other hand a "Building with Wood Seminar", which will take place on November 4th 2011, in the city of Patras.

During these difficult and challenging times, it is the close and well-rooted business relationship amongst Austrian and Greek business partners that has displayed a mutual intention to struggle against this negative situation. And it is this exact close collaboration that has also rendered a clear understanding of the situation in Greece. In full awareness of the latter and with consideration for the adverse circumstances, all joint efforts will undoubtedly continue throughout 2011.

We would all like to thank you for your corporate trust and sincere commitment.

Best Wishes for a "commercially sunny and shiny" holiday season!

ΚΑΛΟ ΚΑΛΟΚΑΙΡΙ!

Bruno Freytag
Austrian Commercial Counsellor for Greece and Cyprus

Austrian companies are looking for business partners:

- [THE EUROPEAN TRANSPORT ORGANISATION](#)
- [ELASTOMER INJECTION MOULDING MACHINES](#)
- [Transformed glass products](#)
- [PHOTOVOLTAIC SOLAR ROOF TILES](#)
- [AUSTRIAN WINE MARKETING](#)
- [SPECIAL MACHINES, MACHINERY AND PLANT](#)
- [FORESTRY MACHINES AND EQUIPMENT](#)

Useful information

- [USEFUL](#)
- [Trade Fairs in Austria September - October 2011](#)

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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THE EUROPEAN TRANSPORT ORGANISATION

Offered: Services and Know How

...organises your truck transport from Greece to all European countries and back.

Your advantages:

- Optimal transit times
- Exact transport control by our Transport Managers is guaranteed
- Central truck control for the whole of Europe in one hand

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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 3,500 cranable trailers and over 800 swap bodies for combined rail/road transport and short sea ensure that loading space is available, always and everywhere all over Europe.

Trucks 'R' us... LKW WALTER

Every single transport is processed and monitored by our experienced Transport Managers, from the receipt of order to the delivery. They look after the exact transport monitoring due to a direct contact with the drivers.

Our customers - Fortune 500 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.

With LKW WALTER they have just ONE single partner for their full truck load transport.



Correspondence can be in German or English.



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ELASTOMER INJECTION MOULDING MACHINES

Plants, machines and accessories for the rubber and plastics industries

Wanted: Direct Customers

We are seeking contacts with companies who use our injection moulding machines to make moulded parts from rubber, solid/liquid silicone and TPE for the following sectors:

- Automobile industry (e.g. rubber/metal parts, seals, angled parts)
- Seal technology (e.g. O-rings, flat seals)
- Technical moulded parts (e.g. dampers)
- White goods and household articles (e.g. corrugated bellows, seals, baking dishes)
- Railway and rail technology (e.g. damper plates)
- Medical & food technology (e.g. silicone articles)
- Oil field & mining technology (e.g. large gaskets, transport rollers)
- Energy production & distribution (e.g. insulators)



The product range comprises elastomer injection moulding machines for rubber, TPE, solid silicone and liquid silicone with 15 to 1,000t clamping force and 30 ccm to 26 l injection volume. The machines are offered in versions for top or bottom injection and are also available as horizontal machines. If required the machines can be equipped with additional features such as an adjustment system for tool plates or brush and demoulding systems.

MAPLAN elastomer injection moulding machines are used to make technical moulded elastomer parts, from small O-rings and rubber/metal parts and liquid silicone rubber parts for use in medical technology to large silicone insulators for the electrical engineering industry and ultra heavy duty rubber/metal gaskets for the oil industry.

The "MAPLAN Edition" and "MAPLAN Edition S" machine ranges offer European quality at a sensational price/performance ratio!

Correspondence can be in German or English.



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TRANSFORMED GLASS PRODUCTS

Ecklite Evolution

Offered Services and Know How:

As an internationally successful manufacturer of transformed glass products we provide metal construction and facade building companies with optimum support in realizing complex glass applications.

Are you interested? Please contact us direct.

Eckelt supplies customers in the construction industry, in particular for facade, roofing and interior projects, through the industry's usual distribution channels and aims to be the technological and market leader in the property sector.

The product range includes:

- SGG VARIO: Patented double-glazing system with the appearance of a complete glass facade
- SMOOTHLITE PRO: Glass-beaded projection screen with extremely high resolution
- FINS + BEAMS: Glass column and beam system
- SGG LITEWALL: System for point-fixed, flush-faced glazing
- SGG LITEPOINT: Glazed wall-cladding system for rear-ventilated facades and wall-claddings
- LITE-FLOOR®Xtreme: exciting glass solutions for stairs and floors

In keeping with its company philosophy "more than glass" Eckelt has achieved ISO 9001 quality management.



Correspondence can be in English or German.



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PHOTOVOLTAIC SOLAR ROOF TILES - CLEAN ENERGY - CLEAN ENVIRONMENT

Catalogue Exhibit: Photovoltaic 10 and Watertech-Envirotec 10

Wanted: Sales Partners

Easy and quick installation: No preparation of the site is necessary, no dirt, no noise. The roofer can install them ready for use in one day. No alteration to the statics of the roof truss.

We are seeking regional distributors for our solar roof tiles which are ideal for the Greek photovoltaic supply system.

SED solar roofing tiles, installed within half a day at the most, form a 1 KWp power plant for the production of electric current from a renewable energy source, the sun. Made from Polymatrix®, the solar roofing tiles, of STEP design, are the same as the original tiles in size, shape and colour. During installation they are simply exchanged for these and leave the shape and appearance of the roof unchanged.

The solar roofing tiles are available in all the usual clay and concrete tile shapes and come complete with all the components necessary for mains-parallel operation, e.g. cable, switchbox and inverter etc. PVC-free and fully recyclable, the system proves an ideal supplement for clay and concrete roofing tile makers.



Further
Links

Fehler! Hyperlink-Referenz ungültig.
Fehler! Hyperlink-Referenz ungültig.
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www.telhassolares.eu

Correspondence can be in English or German

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WINE MARKETING

Wine from Austria - a precious culture, a special pleasure

Offered: Services and Know How

The Austrian Wine Marketing Board supports and coordinates the strategic objectives of the Austrian wine industry in all matters relating to quality and sales. Particular attention is paid to marketing measures for the winegrowing regions of Lower Austria, Burgenland, Styria and Vienna.

Activities:

- Media
- Advertising
- PR / Promotion
- Events & Trade Fairs



Small but exceptional - that is Austrian wine on an international scale. No mass production; only rare creations. Austrian wine has come to be regarded as one of the wine world's most remarkable phenomena: on every good wine list, it is appreciated by connoisseurs and lauded by journalists; and the "Austrian wine miracle" is an expression heard continuously across the globe.

But what exactly makes Austrian wine stand out from all the others?

There are numerous factors and good reasons, with all of them contributing to the wines outstanding rise in quality, particularly over the past two decades. An essential factor is the tradition of wine making: throughout what is present-day Austria, wine has been cultivated for centuries.

Another speciality of Austrian wines is their diversity: everything from lively, light whites to strong, full-bodied ones; from charming, fruity reds to those that are full and long-ageing; and there are the outstanding sweet wines as well - so full of refinement, inner energy and harmony, that it is clear to see why they are some of the best in the world.

Correspondence can be in English or German.



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SPECIAL MACHINES, MACHINERY AND PLANT
Planning, development, design, manufacturing

Wanted: Direct Customers

We are seeking partners and direct purchasers of depth vibrator plants.
Maschinenfabrik Liezen depth vibrator plants offer an economical solution for building
ground improvement works, particularly in relation to depth compaction.

For further information please contact:

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MFL Maschinenfabrik Liezen und Gießerei GmbH has been developing and constructing saw-
ing and milling plant for the steel and non-ferrous metal industry for more than 10 years.

The main function of the machinery is the improvement of quality and productivity.

- Sawing machinery
 - Single cut saws for pipes, billets, bars, rails and profiles
 - Saws for pipe and profile layers
 - Sawing plant for aluminium and steel plates
 - Sawing plant for material testing (probe segment saws)
- Milling machinery
 - Edge milling plant for plates and bands/coils
 - Milling plant for special profiles
 - Milling plant for tensile shear testing
 - Welding seam machining plant for large pipes
- Pipe end machining plant
- Rail machining plant

Correspondence can be in English and German.



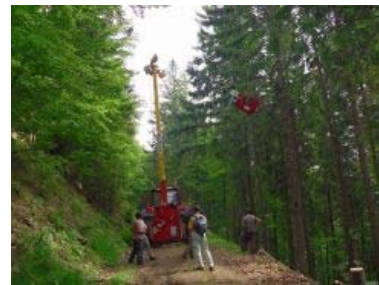
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FORESTRY MACHINES AND EQUIPMENT

Wanted: Direct Customers

We are seeking contacts to foresters and forestry firms: Sales of Leykam Log line, small cable winches, timber cable plant, forest tractors and trailers, all types of forestry machinery.



The Georg Buchegger company supplies forestry machinery and machinery for considerate forest management.

Plastic browsing protection cuffs UV protected skidders, Leykam Log Line for thinnings collection on steep slopes, small cable winches, Ackja winches, mobile Falkner winches, Fendt brand forest tractors with forestry equipment, Valentini SK 400 ropeway plant. 3 point machine and Type 550 mounted on self-propelled caterpillar vehicle, forestry trailers, harvesters. We have been selling these products successfully for approx. 30 years.

We train the operatives appropriately on site.

Further information is available on our web site

<http://www.ts-holz.de> or <http://.ts-holz.de/film/>

Correspondence can be in English and German.

Useful information

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



Wherever you are in the world, [advantageaustria.org](http://www.advantageaustria.org) offers you all the information you need about Austria as an economic partner and business location, about Austrian companies - your potential business partners - and specific news flashes about the economic relations between Austria and your home country. Austrian Trade, the Austrian Foreign Trade Organisation, with its network of more than 100 foreign trade and marketing offices world-wide, ensures that you are always up to date with the very latest information.

Trade Fairs in Austria September - October 2011 (Selection)

| <i>Name/Further Information</i> | <i>Type of Fair</i> | <i>Venue & Date</i> |
|---|---|-------------------------|
| International Wood Fair http://www.kaerntnermessen.at/messe/downloads/Einzels_HolzmenglichInternet.pdf | International trade fair for forestry, sawmill technology, timber construction and timber products, joinery machines equipment, transport and logistics, bioenergy | Klagenfurt, 30.8.-2.9. |
| Creativ Salzburg Autumn http://www.fj.creativsalzburg.at | 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, 2.-4.9. |
| Futura http://www.futuramesse.at | Trade fair for consumer electronics, household technology and telecommunication | Salzburg, 15.-17.9. |
| Pretiosa Diamonds http://www.pretiosa-diamonds.at | International Trade Fair for Watches and Jewellery | Salzburg, 16.-18.9. |
| Verpackung Austria http://www.easyfairs.com/events_216/verpackung-logistik-service-wien-2011_10336/verpackung-wien-2011_10367/visitors_10368/welcome_10380/ | International fair for packaging solutions | Vienna, 21.-22.9. |
| Logistik Austria http://www.easyfairs.com/events_216/verpackung-logistik-service-wien-2011_10336/logistik-service-wien-2011_10337/ | International fair for logistics-related solutions, ranging from transport and logistics services to warehousing and storage to IT solutions and marking/tracking systems, as well as consulting, contracting and outsourcing | Vienna, 21.-22.9. |
| Classic Expo Salzburg http://www.classic-expo.at | International classic car trade fair | Salzburg, 30.9.-2.10. |
| Musik Salzburg http://www.musik-salzburg.at | International music trade fair | Salzburg, 14.-16.10. |
| Gewinn-Messe http://www.gewinnmesse.at | International fair for investment | Vienna, 20.-21.10. |

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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www.advantageaustria.org/gr στο Geschäftschancen

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