



MaxicoM update

MaxicoM in Southeast Asia

Southeast Asia is very interested in MaxicoM Euro-Asia Business Center's range of services. This was the upshot of a two-week trip in August where MaxicoM presented its services in **Thailand, Malaysia, Hong Kong, Macau and Korea**. MaxicoM's Managing Director, Dr. Dirk L. Büscher, and consultant Rudolf von Sandersleben (photograph from the right) researched business opportunities through local chambers of commerce and associations. And they were successful, the **first projects** are already underway. For example, businesspeople from Macau will be coming to Leipzig in November to find out how the Leipzig Trade Fair and central German economic associations go about their work. „Beyond this, the disseminators we got in contact with will pass on the information they get on MaxicoM GmbH and what we have to offer directly to companies in the countries we visited, which will give us an additional push in our development“, as MaxicoM's Managing Director points out. „We especially think that Southeast Asian companies will be interested in moving operations to Germany. They also need market data from a variety of markets they're targeting“, Dr. Büscher adds. The countries that are of major interest are Thailand, Malaysia and Korea with their powerful economic development. Dr. Büscher also presented MaxicoM in the United States. Add it all up and we can see that Eastern European markets might very well be of interest to American companies. And that's where MaxicoM can mediate technical expertise. Further talks are scheduled for fall.

@ [more on MaxicoM's range of services](#)



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MaxicoM Service Tip: Foreign Trade Information at a Glance

The Federal Ministry of Commerce is offering a new internet service for small businesses interested in foreign trade. The **Foreign Trade Portal iXPOS** provides contacts, databases, addresses, tips and services all in one place. iXPOS helps to identify grants and funds and the organization that offers them without a lot of red tape. The Federal Agency for Foreign Trade (bfai) is responsible for designing and coordinating iXPOS while roughly 50 organizations and associations are participating in this internet service. iXPOS shows what institution can supply information on international markets, planned business delegations and trade fairs in the country you're targeting, and how you can get in contact with international businesses.

On the internet:

@ www.ixpos.de



Who`s got what

- **Software from Belarus:**

IT company (software developer) from Belarus is seeking clients, business partners and agents in Germany. References: work for Hewlett-Packard and WHO, etc., experience in low-budget and strict-deadline projects.

- **Squared timber/boards from Russia:**

A Russian company in Babayevo (in the Wologda District) produces three-layered squared timber from slow-growth Nordic pine on German plants with a radial and semiradial sawcut. We're looking for purchasers.

- **Motors for Poland and Hungary:**

An Italian company manufacturing electrical motors for industrial applications is seeking dealers and sales partners for Poland and Hungary.

- **Pharmaceuticals for Russia:**

A company under Russian management headquartered in Germany has launched a search for new drugs to be used in gynecology and oncology and undertakes to seek certification from the Russian Ministry of Health and introduction on the market.

- **Various partners for Belarus:**

Firms from Belarus are looking for partners willing to cooperate in the recycling of used tires (admixture of rubber granulate to asphalt) and the disposal/recycling of electronic appliances. Investors for modernizing a furniture factory (plus potential buyers) and buyers for bicycles would also be welcome.

- **Textiles from China:**

Trading company in Leipzig offers textiles from China including machine embroidered and crochet products, bed linen, lace and printed/sprayed calico. In-house designers will work to your specifications to give you a tailor-made product.

- **Dairy farm for China:**

A Chinese company is looking for parties willing to cooperate in building a dairy farm in Tianjin and acquiring expertise in the field of dairy cow breeding.

Contact through

 info@maxicom.de

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Leipzig Fair

Information on Poland and Russia at BauFach Fair (November 6 to 9, 2003)

Leipzig's BauFach Fair (November 6 to 9, 2003) will be mediating **contacts and business opportunities** in Poland and Russia at two special events dedicated to these countries. Poland is also a partner country for BauFach. Poland's market has dramatic potential, especially since it has the largest building market of all candidates joining the European Union. Marek Bryx, State Secretary in Poland's Infrastructure Ministry, says „We are looking for more participation of German companies in the process of developing our infrastructure than we had before“. Beyond this, Poland has a series of monuments that are in need of preservation. As Bryx points out, „We cannot restore them alone.“ „So, come to Poland!“

Russia will be attending the BauFach fair with high-ranking delegations from the construction and building industries as well as administration and politics. „One of the most urgent problems in Russia is rebuilding flats and especially the cement-slab complexes“, as Sergei I. Kruglik, the First Deputy of the Russia Construction Ministry, explains. „We would like to get acquainted with German expertise in this field and apply it to Russia's needs.“ Attending the events on Poland and Russia is free of charge for persons at the BauFach fair and the discussions will be translated simultaneously.

Contact through

@ info@maxicom.de

@ www.baufach.de



Location Leipzig

Students from China at Leipzig's HTWK

Students from Leipzig's partner city Nanjing in China will be starting an exchange to Leipzig. The first eleven students of the Nanjing Technical University expected at the College for Engineering, Commerce and Art in September (see photograph). They will be signing up for lectures and seminars in the **departments of construction technology, electrical engineering and information technology**. These Chinese students have already studied three years in Nanjing and they are preparing themselves for an academic degree in Leipzig. An intensive language course during their studies will help them break down the language barrier. The Chinese students are accompanied by German students in the first phase of study. Furthermore, faculty of the HTWK will be going to Nanjing as guest lecturers and Leipzig students will be able to do practical training and project work at the Nanjing Technical University.

On the internet:

@ www.htwk-leipzig.de



Location Saxony

Study: Saxony is an Economic Powerhouse

The economy is growing faster in Saxony than in the other eastern federal states. „Saxony has developed better than the average of all German *Länder* (states)“, as Tasso Enzweiler, the CEO of the Initiative New Social Market Economy, points out. The Initiative commissioned this study together with the German magazine *Wirtschaftswoche*. The Free State of Saxony ranks sixth of all German *Länder* (States), outstripping five west German *Länder* (States). Even **Bavaria and Baden-Württemberg are behind Saxony**. This study describes the economic and political changes, ranging over two years, and it analyses economic factors such as the cost of labor, infrastructure, economic power, the development of employment and the position of companies in the various states. The academics state that Saxony has a very sound budget and financial policy. Another argument for the Free State of Saxony is the fact that a number of industries have moved here. First and foremost, companies from the automobile industry are making major investments in Saxony. BMW and Porsche built new facilities in Leipzig (photograph) and Volkswagen built what they call a „glass factory“ in Dresden.

[more on this study](#)



Who in the world is ...

... PC-Ware AG Leipzig?

"We are strengthening the service business and our position as the market leader in license trading by developing and expanding specific areas in our European business", said Dr. Knut Löschke, Chairman of the Management Board of PC-Ware AG Leipzig. PC-Ware Information Technologies AG, one of the leading IT service providers in Europe, has subsidiaries in eight European countries (not only in Germany, but also in Great Britain, France, Italy, the Netherlands, Belgium, Austria and Switzerland). PC-Ware works in the sector of standard software licensing, software management, system support, corporate software applications, and complete system house services. It serves a total of more than 70,000 business clients and employs more than 600 members of staff. In Germany and the Netherlands, PC-Ware is leading the way in software licensing and license management. It has been profitable since it was set up in 1990 and is successfully bucking the trend in the sector. In fiscal year 2002/2003, it racked up its best result in its company history so far with turnover peaking at 464.4 million euros (increase of 30 percent).

PC-Ware has been listed on the Frankfurt stock exchange since 2000. Microsoft, Novell, IBM/Lotus, Attachmate, Network Associates, Computer Associates, Fujitsu-Siemens, and Hewlett Packard are counted among PC-Ware's business partners.

On the internet:

@ www.pc-ware.de

Contact through

@ info@pc-ware.de

Here's a hot tip: present your company here – for thousands of recipients around the world.

For details and prices go to

@ info@maxicom.de



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MaxicoM Euro-Asia Business Center Leipzig

offers companies a pool of expertise with a view to opening up national and international markets supported by global networks and general business promotion services. These range from providing market information and office services to support for the establishment of distribution systems or handling your marketing effort. The accent is on attracting foreign companies by providing offices in the MaxicoM building, and sales promotion for firms who have booked space there.

www.maxicom.de

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