

A blonde woman with long, wavy hair is the central figure, wearing a white, pleated, sleeveless dress and white high-heeled shoes. She is posing with her arms raised and hands open, looking upwards with a smile. She is standing next to a light-colored wooden chest with a circular carved design. Several red roses with green leaves are scattered on the floor and on the chest. The background is a bright, warm-toned wall with sheer curtains.

discover **GERMANY**

Issue 25 | April 2015

Switzerland & Austria

**DANIELA
KATZENBERGER**

BLONDE BOMBSHELL WITH GREAT HUMOUR

PLUS

DESIGN GUIDE 2015

ADVENTURE WORLD AUSTRIA

COACHING AND

CONSULTING

**FASHION,
CULTURE & LIFESTYLE**



Contents

APRIL 2015



Photo: Tauern Spa



Photo: Altes Zollhaus Berlin



Photo: Avantgarde Acoustic

COVER FEATURE

6 Daniela Katzenberger

Often dubbed the German version of Kim Kardashian, the simply adorable Daniela Katzenberger stays true to her roots and talks to Nane Steinhoff about the ups and downs of life as a reality star.

SPECIAL THEMES

14 Design Guide 2015

Andrej Kupetz, General Manager of the German Design Council explains the role of design as an indicator for innovation. See for yourself what the designers have come up with for 2015.

54 Adventure World Austria

Austria is a great holiday destination. We went off the beaten path to find out what makes your heart beat a little faster.

63 Top Coaches & Consultants

Latest trends from the Federal Association of German Business Consultants (BDU) and the Austrian Association of Management Consultants and Information Technology (UBIT) plus an exquisite selection of coaches and consultants from Austria, Germany and Switzerland.

FEATURE

50 Just in time for the 60th Eurovision Song Contest, we focus on Austrian artists. Aus-

tria's contemporary classical superstars of note are presented by Helen Cullen.

REGULARS & COLUMNS

10 Design

All you need to brighten up your office day.

12 Fashion

This month we pay tribute to the classic crisp white shirt.

33 Wine & Dine

Wine expert Iris Ellmann writes about her latest tasting event in London. Plus a selection of truly wonderful places to stay and enjoy great hospitality.

36 Hotel of the Month

Heavenly holidays begin at the family-run Reindl's Partenkirchner Hof in the Upper Bavarian town of Garmisch-Partenkirchen. Nestled between the famous Zugspitze and the glistening Lake Lucerne it literally offers the best of both worlds.

38 Restaurant of the Month

Read why the duck is so important in Berlin's Altes Zollhaus, a traditional country inn that offers traditional local food, refined with a sophisticated and modern twist.

44 Culture

Great seaside destinations in northern Germany, a reflection on the 60th Eurovi-

sion Song Contest in Austria and magnificent Swiss castles are just the tip of the iceberg for this month's cultural highlights.

45 Attraction of the Month

The Hessian city of Bad Nauheim is the perfect place to bring body, mind and soul into harmony. Once home to the legendary Elvis Presley there is a lot to become excited about!

46 Top Destination of the Month

Usedom island in the Baltic Sea leaves nothing left to be desired when it comes to the ultimate seaside resort holiday.

59 Business

Our legal expert Gregor Kleinknecht takes a closer look at music and copyrights. Plus news from the financial services industry, our biggest coaching and consulting theme ever and much more.

88 Culture Calendar

Save the date! Discover Germany's Culture Calendar is your perfect guide to what not to miss in April.

91 Barbara Geier

Our columnist Barbara Geier opens her heart about beauty regimes.

discover GERMANY

Switzerland & Austria

Discover Germany

Issue 25, April 2015

Published 01.04.2014

ISSN 2051-7718

Published by

Scan Magazine Ltd.

Design & Print

Liquid Graphic Ltd.

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is published by:

SCAN GROUP

Scan Magazine Ltd.

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Dear Reader,



Welcome to our April 2015 issue. Pretty to look at and pretty much the cutest reality-star on German TV is Daniela Katzenberger. Blonde, beautiful and brutally honest she's never afraid to try something new in front of the camera. In our star interview she shares some very personal thoughts and reveals how her life will change in 2015.

In our Design Guide 2015 it is all about innovative new products. Aesthetics blended with functionality and high quality that goes hand-in-hand with sustainability are the key ingredients to the successful design of the future. From fashion to furniture and from jewellery to the joy of sound, we present some of the hottest designers of the season.

But, as every month, there is much more to become excited about. We take a closer look at German destinations such as the Baltic Sea region. As the sunny season begins, what could be better than spending well-deserved leisure time mastering wind and waves on a fancy yacht or strolling along a white and sandy beach while watching out for amber? Further south, we focus on Austria, where a few truly adrenaline boosting attractions are waiting to be explored and we take a closer look at the beauty of Swiss castles.

In our business section, we present our biggest Coaching and Consulting theme ever. Packed with great advice, in-depth expert knowledge and industry-specific insider information, no stone will be left unturned when it comes to boosting personal and corporate performance.

Sit back, relax and start flipping through the following pages, which are bursting with informative, exciting and entertaining news from Austria, Germany and Switzerland.

Enjoy the magazine!

Tina Awtani



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*SEB is ranked 9th in the world according to Bloomberg report June 2014



Daniela Katzenberger

Blonde bombshell with great humour

Café owner, reality TV star, singer, fashion designer, actress, model, former beautician with her own perfume brand – a normal girl from Ludwigshafen from simple origins took Germany by storm and became the country's number one blonde bombshell.

TEXT: NANE STEINHOFF | PHOTOS: 99PRO MEDIA GMBH/ SCHOKO-AUGE

Some call her Germany's answer to Kim Kardashian, Daniela Katzenberger was once known as the girl with shaved off eyebrows, large bust and bottle-blond hair. She was turned down for a job at Hooters and had no luck in becoming a bunny model in Hugh Hefner's Playboy empire in the USA – all of this live on our TV screens. Even though her initial efforts did not pay off, the transmission of the episode on the reality show "Auf und davon" [Up and away] in 2009 was a huge success and a certain hype around the smiley, positive and entertaining girl started. Her courage, directness, her exceptional down-to-earth attitude, witty puns and a big portion of self-mockery directly catapulted her into the centre of a mesmerising career and into the hearts of millions of Germans.

"Blonde, authentic and always good for a surprise"

The secret of Daniela's success is easily explained. She once said: "You are smart when you put on the barmy stick." Ask her for the reasons for the success of the Katzenberger phenomenon, she replies: "I'm blonde, authentic and always good

for a surprise." Joyfully jumping around L.A. with a carefree attitude started a career, which has been unstoppable ever since. In 2010, she opened her own café, the Café Katzenberger on the island of Mallorca and was once again accompanied by cameras. "The opening of Café Katzenberger was my favourite TV moment. I would never have imagined that I would have my own café with my name on it," Daniela remembers.

The café being a huge success, Daniela also got her own TV format. "Daniela Katzenberger – naturally blonde" tells the personal story of the turbulent everyday life of the media phenomenon and her steep journey to become Germany's most entertaining blonde. Millions of people tuned in to experience her charm and cheeky snout – while she performed her debut single *Nothing's gonna stop me now* live in front of 10,000 people, when she tried to find her mister right, when she designed her own shoe collection or when she published her best-selling book. The series also reveals Daniela's natural and authentic side away from the spotlights, which affirms the pic-

ture of a girl who never lost touch with her roots. "It still feels odd being recognised everywhere. Sometimes I ask myself why people are so excited when they see me – after all, it's only me. I don't think I'll ever get used to it. I can hardly believe it when there are thousands of fans waiting to get an autograph from me at autograph sessions," she laughs.

From then on, her success just kept spiralling upwards. Other TV formats, such as *Daniela's wedding secret* or *Naturally beautiful* followed. With her funny and quick-witted ways, Daniela travels to different continents in search of Asia's, Europe's or Africa's best beauty secrets. Exploring breast enhancement through hypnosis in England, a weight loss plant in Namibia or the secret of camel urine in Jordan, Daniela enchanted Germany once again.

Asking her about her personal beauty secret, she says: "You won't believe it but it is extremely important to take one's make-up off. The make-up on top is only as beautiful as the skin underneath. I don't smoke and I don't drink, I think that already con-

stitutes a great deal. One personal tip, which I brought with me from my travels, is face yoga – it brings an entire muscle ache to your face, but it is better than any anti-aging cream.”

Daniela certainly became THE star of Germany’s television landscape: advertising contracts, merchandise or her own perfume *Magic Kiss* – Daniela has reached absolute cult status. Having revealed almost her entire life on television, I want to know at what moments she would have preferred the cameras to be off: “I must say that I don’t regret a thing. Everything that I did in front of the camera, it doesn’t matter if good or not so good, helped to bring me to where I am today – so I also did something right. I have shown all my quirks on TV and this is a good thing,” Daniela smiles.

When taking time off, Daniela relies on the simple things in life. “As weird as it sounds, I also enjoy wearing no make-up from time to time and replacing my high heels with sneakers. I like to have a bath and I do a really nice girl-beauty-wellness programme. Of course it’s also a time-out for me to have my family and my boyfriend around,” she says.

Lucky in love

Despite her overly successful career, a partner at her side had always been missing – until she met Lucas Cordalis, son of famous Greek singer Costa Cordalis, in 2013. A successful musician, producer and entertainer himself, Lucas met Daniela in Dubai. The pair was introduced by mother, who initially met the beau in front of a camera. Sparks flew immediately and the love story has fascinated Germany since.

Having achieved almost everything a reality star can dream of, Daniela has no plans to slow down in 2015. A new project is literally on its way. Just before this issue went to print, the couple confirmed to be expecting a baby and announced: “We are over the moon and can’t wait to welcome our little treasure.”

Well, congratulations from us!





Dedicated to Design...

Spring is in full swing and catching a bit of sun feels better than ever. For all those who are not able to enjoy the great outdoors, we found a few lovely design items, that brighten up the office. After all, a bit of visual inspiration certainly improves personal performance.

EDITOR'S PICKS

2



1



Emphasise the international aspect of your office or pick your own location. The city skyline coat racks made by Radius Design are available in many varieties from Aachen to Zurich. £56. www.designandmiles.de

Experts in the field of airport seating, Hallenberg-based furniture maker Kusch+Co have just celebrated their 75th anniversary. The sleek Fjola range adds a splash of spring colour to uninspiring office space. From £959. www.kusch.com

Most stylish, minimalistic and truly useful – the iPad stand of a different kind is designed in Switzerland and manufactured in Germany. From £56. www.yohann.com

3

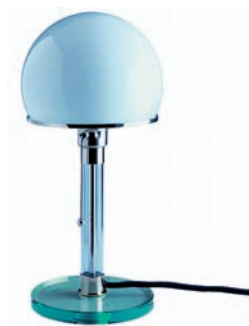


If a trip to the park is out of the question, a cup of coffee is the next best thing to take a break during office hours. Wave goodbye to cold coffee with the eye-catching Rosendahl Grand Cru stainless steel thermal jug. £64. www.rosendahl-design.de

4



5



A true design icon that spices up every desk is the WG 24 Wagenfeld lamp by Tecnolumen. Designed in 1924 by Wilhelm Wagenfeld it has never lost its appeal. Pure Bauhaus at its best! £280. www.einrichten-design.de

Special claim to exclusivity

Fuerst Vienna is a men's and women's fashion shop with a special claim to exclusivity, defined by outstanding consultation expertise, unparalleled customer service, prime quality products, a wide range of latest style goods as well as an exquisite made-to-measure service.

TEXT: NANE STEINHOFF | PHOTOS: BENJAMIN OSTERTAG

Twenty-two years of professional experience make manager and young entrepreneur Markus Fuerst an expert in his field. He started his career as an apprentice in the former Don Gil flagship store at Kaerntner Strasse, before his professional path led him to the top brands like Gucci and Zegna, where he spent seven years each. Outstanding expertise in the field of men's finest tailored garments gained the declared networker an extensive clientele, which followed him to Fuerst Vienna's current location. His wife Gabriele Fuerst formerly worked at Chanel and is in charge of the exclusive women's collection, continuously bringing the latest styles from the catwalks to Vienna.

Tailored garments are a house specialty at Fuerst Vienna. Working with 11 different

tailored garment suppliers with access to over 5,000 fabrics from brands like Zegna to Barbera or Loro Piana, the perfect fabric for almost every product group from suits to shirts to pullovers and even boxer shorts is always found. Located at the corner of Johannesgasse and Seilerstaette and once home of the imperial-royal household, and the state's national printing office, the building as it stands today was completed in 1907 by famous architect Josef Hoffmann in the distinctive 'Wiener Werkstaette' style. Gold-plated reglets and wall cladding made of black marble hint at the stunning art nouveau interior of the store.

www.fuerst-vienna.com



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Fashion Finds

Just like a little black dress, a crisp white shirt is an absolute must-have wardrobe basic. Designers keep re-inventing the white shirt by playing with textures, fabrics and cuts. The white shirt can be teamed up with pretty much everything. Make it rock with black leather pants, adapt Parisian chic by pairing with a boucle skirt or casually tuck it into a pair of jeans. Options are endless as the white shirt is an all time classic, which never lets you down.

EDITOR'S PICKS | PHOTOS: PRESS IMAGES

When it comes to shirts, Seidensticker is the name to bear in mind. Established in 1919, the German family business is now run by the third generation and exports their famous shirts to over 80 different countries. Make sure to opt for slim fit to emphasise a slender waistline. Shirt £43.
www.seidensticker.de



The best way to add a bit of glamour without losing the understated silhouette, is a gorgeous necklace or bracelet. Necklace £65.
www.sweet-deluxe.de



Another gorgeous little accessory that makes a big impact from Munich based Sweet Deluxe. Bracelet £50.
www.sweet-deluxe.de



When wearing the white shirt, make sure to keep the rest simple, but elegant. Pick a plain, but precious bag to undermine a sophisticated look. Bag Chika £410.
www.edition-noto.com

Best teamed with a pencil skirt or slim trousers, the crisp white shirt is a perfect choice from office desk to dinner party. If it is chilly, simply add a jacket. If the temperature is on the rise, roll up the sleeves for a more casual look. Shirt £57.
www.seidensticker.de





Portrait: Andrej Kupetz, General Manager of the Rat für Formgebung/German Design Council in Frankfurt/Main.

Special Theme
Design
Guide 2015

related prizes can positively influence consumers' decisions. Every generation, however young or old, sees such products with prizes in a positive light.

Even if participating in such competitions and winning a prize entails certain costs, these are far below those that you would encounter in a traditional competition. For

the awarding authorities of design competitions, it is even more important to profile a competition for its users and boost their significance within the international scene. And this can only happen if the quality of the open tender works. The German Design Award is organised by the Rat für Formgebung [German Design Council], whose

most crucial task is to represent the German design scene. The foundation was established in 1953 as an initiative by the German Federal Parliament, for the purpose of supporting the German economy in achieving brand value through design. Through exhibitions, conferences, competitions and publications, the German Design Council communicates and strengthens the significance of design and how it is perceived.

The German Design Award is an indicator for a new understanding of innovation, which sees design as a comprehensive cross-discipline entity: A complex system, design can assist brands in succeeding when it comes to entering new markets and realising sustainable market success. Only those developments that prevail in the market and result in a change in our daily lives can be seen as innovations.

www.german-design-council.de

Indicator for innovation

TEXT: ANDREJ KUPETZ, GENERAL MANAGER OF THE RAT FÜR FORMGEBUNG/GERMAN DESIGN COUNCIL IN FRANKFURT/MAIN

Design as a competitive factor? For many companies, this 'soft factor' is still not considered financially viable. They fail to recognise the opportunities that design offers in order to differentiate their product and profile their company. In an international context, products and performance are becoming yet more interchangeable. And with this in mind, design can be a definite competitive force. A recognisable, clear language in your design helps to shape your brand's image in new markets.

By strategically steering your design, the outcomes go far further than just improving the efficiency of the production or entering a new market. Themes like sustainability,

social responsibility, cultural engagement or employee development contribute to an increase in your brand value – and the various disciplines of design play a central role when implementing all of these measures.

Entering design competitions is a crucial instrument that can strengthen your brand strategy and ascertain your position within the competitive field. An accolade from a renowned design competition, such as the German Design Award, acts as a huge motivator for employees and boosts the design department within the company. While being increasingly more important, this is just one aspect; above all, winning an award is an effective tool for marketing, as design-

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- X LIVE IN THE MOMENT BUT WATCH YOUR STEP, YOUR FOOTPRINTS WILL LAST
- X BE YOUR OWN GUIDE - LET EXPERIENCE AND GUT FEELING INSPIRE YOUR NEXT ADVENTURE
- X CONSUME CONSCIOUSLY WITHOUT COMPROMISING ON AESTHETICS
- X TAKE ON RESPONSIBILITY BUT DON'T FORGET: IT SHOULD NEVER BE MISTAKEN WITH DUTY



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The relationship between light, nature and technology

These luminaires are much more than just simple room lightings; they are timeless pieces of jewellery. The German manufacturer LeuchtNatur specialises in designing high-quality lamps to bring back cosiness to our living rooms. Unique wood coatings and nature-related designs create a relaxing and cushy atmosphere.

TEXT: MERYEM HAUER | PHOTOS: LEUCHTNATUR GMBH

Goethe, the great German poet, once said: "Art is nothing else but the light of nature." The industrial engineer Matthias Stölzle, together with Pascal Poschenrieder, established LeuchtNatur to design energy-efficient illuminants to last a lifetime and to seamlessly integrate into every ambience. The most modern and best high-performance LEDs are used together with real wood coating lampshades and this combination fills every room with a warm and welcoming light.

Combining technology, nature and colour
Our modern and fast-moving time is characterised by sterile, technical devices and the relation to nature gets more and more lost. There is a trend towards simplicity, which often leads to a lack of comfort. LeuchtNatur tries to counteract this development by combining modern designs with high-tech and warm light installations. The applied technology is based on German craftsmanship to create very sturdy lamps, which are also used in commercial areas such as hotels and restaurants. A spe-

cial focus lies on the nature-related designs.

An interaction between the elements

The main challenge, since banning the sale of incandescent light bulbs, consists of shrouding the room in a warm, inviting light. That is not always feasible with conventional energy-saving bulbs. But heavy metals, such as mercury, as well as high energy consumption during production represent a contradiction of all ecological principles. An environmentally friendly alternative is LED technology – it is free of pollutants and offers durability. To achieve the best possible results, LeuchtNatur only uses the world market leader's high-performance LEDs. These are characterised by an extreme high CRI value (colour rendering index) as well as very low energy con-

sumption. Because of all those well-balanced components, an unprecedented overall brightness can be reached by using light as an element.

The element of nature is known as the best engineer and provides all the materials to let white light shine in a warm way. Specific technical procedures are used to produce luminaires on the best possible high-quality level. There is a need for special methods to make wood translucent. LeuchtNatur uses only veneer wood, which can be easily shaped by grinding. After applying the extremely thin wood on acrylic glass, it functions as a reflector for indirect lighting on walls and ceilings. A special lacquer coating protects the wood against dust and cleaning products. These production steps preserve the original wood grain and therefore the element of wood. Top quality goes hand in hand with long durability. All metal parts are automatically manufactured on computer-controlled machines according to high quality standards. Stainless steel constructions are available in all conceivable colours due to a powder coating.

Individual models and handpicked materials

The simple form with a wide range of shades at the core represents a beautiful contrast to its wild wood structure. This is the perfect description for this exceptional wall luminaire called Cortex, which stimulates the imagination. The word Cortex, from the Latin for tree bark, served as the inspiration for the design of this model. To sufficiently light the room, the lampshade reflects just a part of the brightness to allow indirect illumination. For an ideal integration within the room, over twenty different handpicked woods are available to choose from.

Arundo is an innovative suspension system with an extremely slim ceiling mount and can be used within one's own four walls as well as in a restaurant or bar. Each luminaire module is attached to two magnetic wires, which eliminates the need for disturbing cable material. Therefore, a completely free positioning of each pendulum is possible. This model offers enormous vari-

ability as well as the modern design. Direct and indirect lighting are both available at the same time.

Thanks to their low height, the innovative and economical LED-panels of the model Area are perfectly designed for universal use, even for spacious living areas. LeuchtNatur offers up to thirty different wood veneers according to all demands and needs.

On special customer requests, LeuchtNatur creates complete individual solutions in addition to the standard product range. From illuminated wood furniture to backlit wall and ceiling panels to individual living space lights, there is no limit to creativity. Only selected types of wood with special attributes are used for these luminaires. Additionally, all of the products come with a WLAN remote system to control the lights via iPhone.

A manufacture for lightning technology

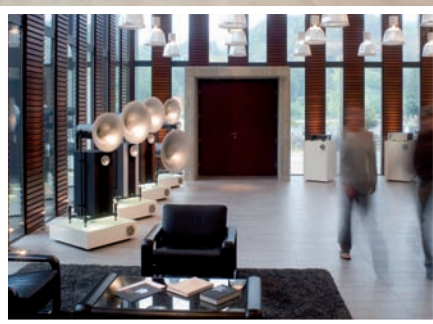
The uniqueness of LeuchtNatur is a result of the highest technical production standards, the use of only handpicked and exquisite materials, continuous product and procedure developments plus pure passion for the job. This is what took Matthias Stölzle and Pascal Poschenrieder one step ahead of the competition.

www.leuchtnatur.de



Below: Cortex (top)
Light installations (middle)
Matthias Stölzle at work (bottom)





Purity meets performance

Who would have thought that a small owner-operated family business which creates high-quality speakers and amplifiers from Germany's Lautertal is able to defy the likes of Apple with their designs? Prize-winning Avantgarde Acoustic seeks to build the best speakers in the world – and it's very close to achieving this goal.

TEXT: NANE STEINHOFF | PHOTOS: AVANTGARDE ACOUSTIC

"Important things first: we can totally focus on our vision to build the coolest speakers in the world," Holger Fromme, founder and owner of Avantgarde Acoustic, explains. "We are an owner-operated family business and this makes us free. We aren't bound to any investors so that we can focus on our vision and our customers. We want to deploy all of our creativity and energy to develop and build really good speakers, to

fascinate customers with sound quality and to carry them off into a different world," he adds. The company puts special emphasis on functional and plain design. Allowing the most ingenious principles of sound transduction to unfold, Avantgarde Acoustic manages to build enduring, precise and incredibly powerful products which offer an exceptionally original and neutral listening experience. By adhering to natural princi-

ples, by surpassing physical restrictions, by optimising each component to perfection and by stripping away as much as possible, the company reached its aim to build world-class super speaker systems.

Voice of the audiophile upperclass

Avantgarde Acoustic doesn't build normal box speakers – they exclusively manufacture horn systems as the purest and most efficient concept for sound transition. A horn functions as an acoustic impedance transformer which works just like the human ear. We can notice the smallest sound pressure differences and therefore can hear better because of the ear's horn-shaped funnel. "This principle is as old as the world.



The horn is the most natural, purest, most genuine and at the same time most dynamic way to amplify sound," Holger Fromme explains. A horn speaker drastically reduces the acceleration processes, the slowing-down processes, as well as the amplitude of the membrane motions. Actually the superiority of Avantgarde's elaborate horn technology has been scientifically proven in research by the University of Aachen. "Lowest distortions and incredible 127 dB dynamics. Compared to conventional box speakers the Avantgarde horn systems deliver the best technical specs ever measured in our labs," stated Prof. Anselm Goertz (University of Acoustics, Aachen, Germany). "This means that the sound is extremely clear, natural, effortless and lively. It's a totally new experience to listen to music with our speakers. Heard once and one becomes addicted," Holger Fromme explains.

Comprising a large portfolio of speaker systems and amplifiers, Avantgarde Acoustic



combines timeless ideas and innovative technical solutions. "The acoustical principal of the horn is our foundation, the transformation into modern and innovative products is our great challenge," Holger Fromme explains. Probably the best example of the company's exceptional design is the Zero 1 – the most award-winning and most innovative speaker of our days. "Life becomes faster, more stressful and complex. Isn't it time to think of the basics, the original and the real? During the R&D for the Zero 1 we asked ourselves how we could simplify the installation and the User Interface. How can we further improve the sound? How can the shape be easily integrated into the living space? We have found answers to these questions. Answers which are unusual and answers which are elaborate," Holger Fromme says.

The result is the world's first digital All-In-One Hornsystem: an extremely detailed and complex high tech product – but at the same time, an easy to use high-perfor-



Opposite page: Showroom of Avantgarde Acoustic.

Above: Avantgarde's Trio Classico is available in many colours. (left) Avantgarde's Basshorn, also available in many different colours. (middle)

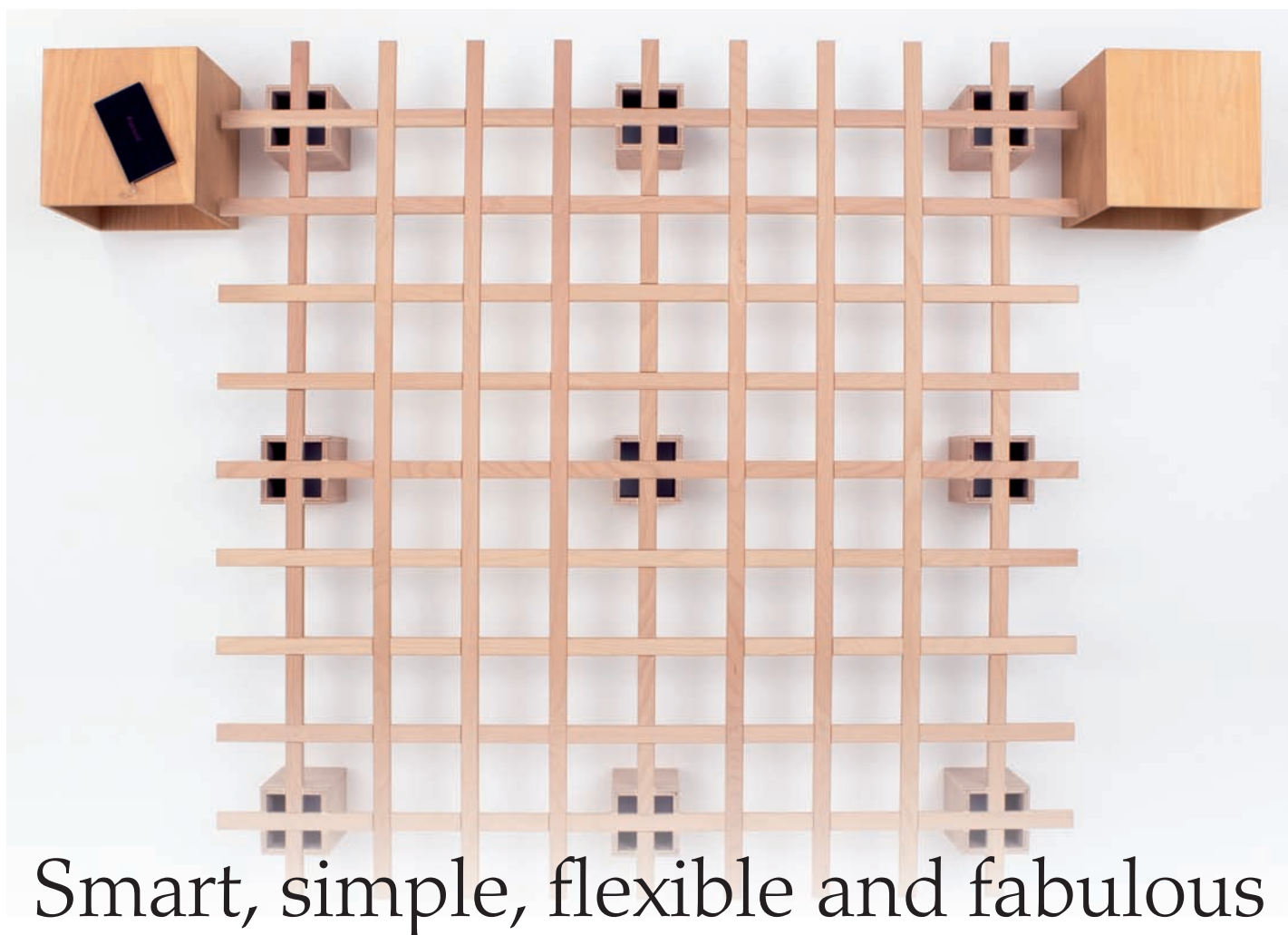
Holger Fromme, founder of Avantgarde Acoustic. (right)

Below: Holger Fromme with the Zero1. (left) Zero1 (right)

mance wireless Plug & Play Audiophile system for customers. Zero 1 has won the Gold Award at the 2014 IF Product Design Award out of a total number of 3,249 entries by convincing the jury of its clarity and reduction – and winning "Gold" it has also defied global player Apple.

www.avantgarde-acoustic.de





Smart, simple, flexible and fabulous

Innovation and dynamics are the signature factors of the Tojo designer furniture collection. Founded in 2000 the award-winning furniture manufacturer is renowned for timeless designs which blend effortlessly with functionality, eco-friendliness and economic restraints.

TEXT: TINA AWTANI | PHOTOS: TOJO

The story of success began back at university. "The Tojo-system bed idea was the idea of a student. A work experience semester required a move and a normal bed turned out to be highly complicated to transport. So the systematic bed was born. Easily stored and moved in one box, it was easy to set up in the new place," managing director Gerald Schatz remembers. In 2002 the first pallet of 20 system beds was delivered to a client and from then design prizes kept pouring in. The Tojo-system bed was followed by many clever minimalist, but highly functional products.

Tojo is proud to work only with the most talented designers; they have a special bond with Swiss design company eigenwert, who are responsible for six products of the Tojo range. Other creative heads behind the Tojo range include Floid Produktdesign as well as designers Alexander Schenk, Björn Hammer, Dirk Frömchen, Helmut Ringel and Roy Schäfer, who are part of the Tojo success story.

Beds by tradition are a Tojo house specialty. Just like all Tojo products the original Tojo-system bed is easily dismantled with no

tools required. The Tojo-v bed, one of Schatz's personal favourites easily extends from single to double and somehow resembles an accordion. The clever design by Roy Schäfer scooped the International Design Award in Stuttgart in 2002. The third



Portrait: Gerald Schatz



contender is the Tojo-lieg, created by Swiss eigenwert, easily adjustable in width and featuring attached side tables. New in 2015 is the Tojo-parallel bed, minimalistic and 100 per cent natural it is simply stacked together with no tools being required.

Shelves bear names such as Tojo-hochstapler, which can be extended horizontally as well as vertically. Made of coated MDF and available in three colour options the design by Dirk Frömmchen received the 2012 interior innovation award and was nominated for the 2013 German Design Award. Another classic is the Tojo-stell freestanding and extendable shelving unit. Designed by eigenwert it was awarded the 2006 Design prize in gold as best product at the Blickfang fair in Zurich. Fed up with ugly telephone and router cables? Alexander Schenk created the Tojo-fon desk, which magically makes all cables disappear. Schenk also came up with product siblings Tojo-find, Tojo-platz and Tojo-schuh, all of them making a place look clean and tidy.

Tables and seating furniture by Tojo includes a brilliant mix of products, some of them having several purposes, allowing them to be table, seat or bench at the same time, e.g. the small but mighty Tojo-sit, which serves as shelf and an occasional table at the same time. Designed by Alexander Schenk it perfectly fits into any room. Tojo-anstell and Tojo-steck tables are both designed by eigenwert. One, being the classic minimal-



istic desk and perfect complement for the Tojo-stell shelf, the other one storing neatly when not in use. The great thing about Tojo is that almost all products can be mixed and matched throughout the home and office, giving the rooms a coherent and contemporary, yet classic, look. Combining Tojo-tisch with Tojo-bank and Tojo-hocker for instance, makes a perfectly flexible and easy to move dining area. A splash of colour may be added with the Tojo-stuhl chair option, which comes in many different vibrant shades.

Small objects include the Tojo-dienerle clothes valet, the Tojo-freund occasional table on casters, as well as Tojo-magazzi magazine and newspaper stand and Tojo-pult, a smart solution for those who like to travel with their own multifunctional speaker's desk.

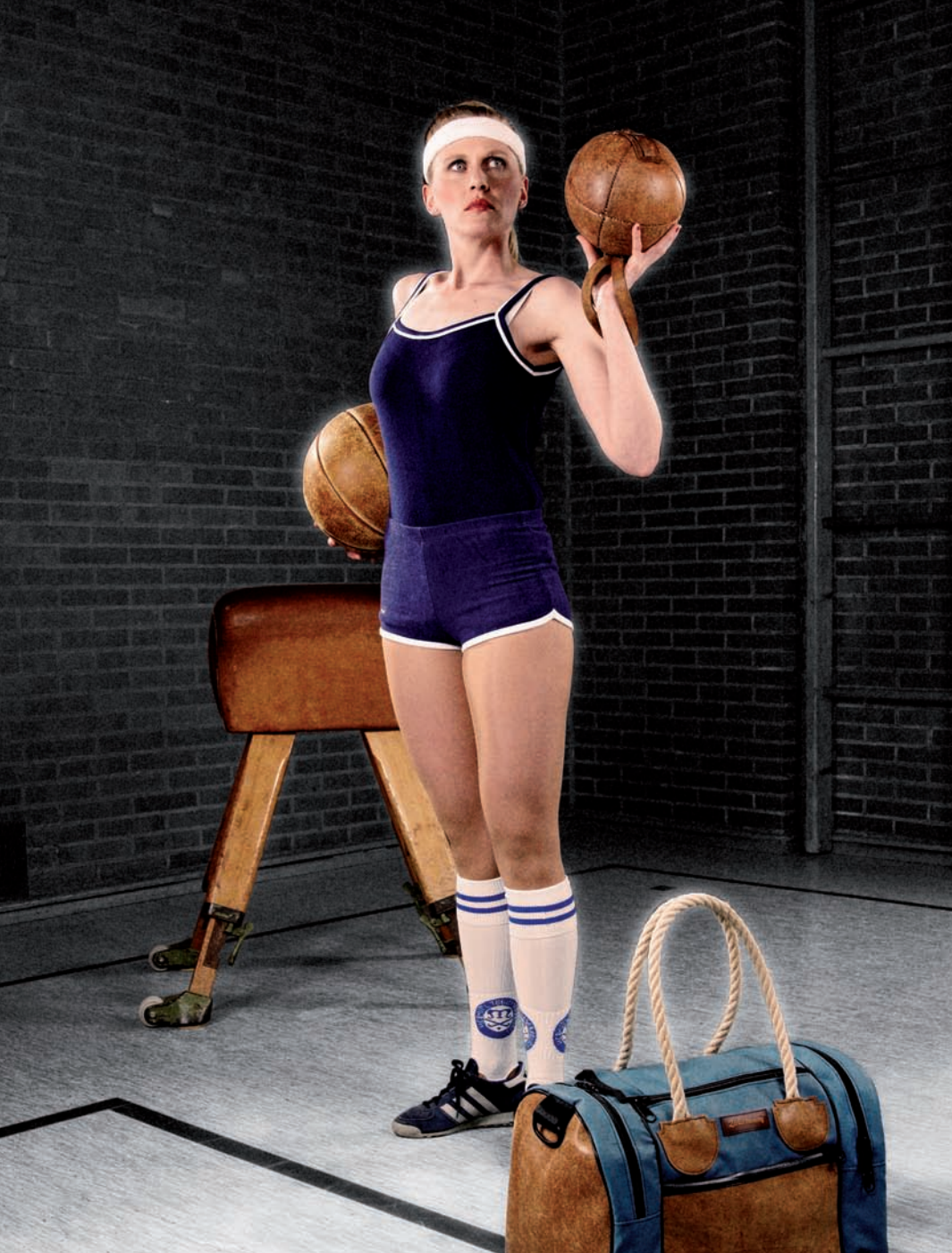


Following an ever more mobile society's demands, Tojo have embarked on a new trend, serving customers who are fed up with ridiculous assembly instructions and who do not like to waste hours by fiddling with countless little screws, just to find out that the finished product lacks in aesthetics. With Tojo a move becomes as easy as pie, leaving more precious time to truly enjoy the sleek furniture.

Big news for 2015 include the new Tojo-stap flexible storage solution. Again, absolutely no tools are required for the assembly, the individual boxes are simply folded and stacked together. Very stable, highly functional and easy on the eye, it is another eigenwert stroke of genius, which just made its debut at the imm furniture fair in Cologne.

www.tojo.de





Main image: "Sportlehrer" (PE teacher)
Top: Markus Kreykenbohm
Above: Bernd Dorr

Zirkeltraining™ Bernd Dörr Recycling Goods

Blowing the starting whistle for vintage design

School day memories, especially of musty changing rooms and merciless PE teachers, often trigger mixed feelings. With the design label Zirkeltraining™ Bernd Dörr Recycling Goods, self-proclaimed "father of gymnastics" Bernd Dörr taps into this emotional goldmine, and designs bags that may well change people's opinions of vaulting horses and bars forever.

TEXT: JULIKA HÜTHER | PHOTOS: ZIRKELTRAINING™ BERND DÖRR RECYCLING GOODS

When Bernd Dörr, formerly a telecommunications mechanic and self-employed haulier, stumbled upon a load of discarded old sports mats and equipment on a rainy day in 2007, an idea formed itself. "I have never been the sporty type, but instead enterprising," says Bernd. "I invest a

lot of time and money in ideas that I believe in."

The idea was Zirkeltraining™ Bernd Dörr Recycling Goods (which translates as circuit training), a design label producing hand-sewn bags, accessories, furniture and other goods from recycled sports mats and faulty sports equipment such as vaulting horses and boxes. The results are lovingly produced items with a distinctive design. Even though each piece is unique due to the wear and tear of the recycled material, the combination of the blue rubber sourced from the mats and the brown leather creates a distinctive look, which is complemented by the unique surface feel and, sometimes, smell.

Handmade windows to the past

"Our products are honest and direct and nothing is beautified," says Markus Kreykenbohm, in charge of branding and graphic design. "They are vintage rather than just retro. Our brand is based on experiences and individual pasts, no matter whether these are good or bad memories. The timeless design is accentuated by the beautiful patina of each piece of leather and manages to do the balancing act between design standards, heritage, functionality and sustainability. "The difference from other recycling labels" is the unusual material, which tells each of our customers a different story."

In turn, Zirkeltraining™ Bernd Dörr Recycling Goods tell customers the story of their

product. Each piece comes with a passport, consecutively numbered and printed on old driver's licence paper, which informs customers about the age of the particular mat and leather used. The passports include an old photo of Bernd, and he individually signs and fastens them with a shoelace. "In a way, I am cross with my friend Markus for suggesting this idea, because it involves a lot of time and effort," says Bernd, "but I have to admit that our customers love this particular detail."

Backing the (vaulting) horse – one at a time

The customers' feedback is a major motivation when it comes to creating new models, and the team frequently act on individuals' suggestions. "As we are a very small manufacturer with only twelve seamstresses, we can design special editions quickly, react to current trends and sometimes cater to more unusual wishes," says Markus. "We recently received an order from Apple retailer GRAVIS for a special edition of our bag for Apple Mac Pro. And we just brought out a fabulous range of protective cases for iPhone 6 and iPhone 6 Plus."

The team use prototypes to test whether a product is popular with their customers. They never have items in stock, but instead produce according to demand to avoid wasting materials. Customers can order prototypes through their retailers, and if a prototype makes it into the collection, it is given a name, which usually refers to gym-

nastics equipment or an exercise. "We do not want to make lots of money as quickly as possible," says Markus. "We prefer to produce less and stay on the market for 15 years. We would also like to do a very obvious thing: produce a children's gym bag!"

Hitting the wall without a mat

Despite the huge popularity of the label, there is one obstacle to their dream of celebrating their fifteenth anniversary: A shortage in materials. "It is a shame that apparatus work is no longer a compulsory part of physical education at schools," Bernd explains. "It is not only a problem in terms of material shortage. It is more the prospect of inertia. Nowadays, it is a rarity to have bruises caused by a collision with a vaulting horse. Unfortunately, youngsters do not practise gymnastics on untreated leather anymore, but instead practise mastering their games console. I believe that society is more likely to hit the wall before the materials do. But I will blow the starting whistle for circuit training until the bitter end."

www.zirkeltraining.biz

Zirkeltraining products will be displayed in a makeshift gymnasium with staff wearing old-school tracksuits at the Blickfang design fair in Basel from 24 to 26 April.



Below left: "Salto"

Below middle: "Matte" (pad)

Below right: "Tor Parade" (goal parade)



Main image:
CHIKA - Clay

Above:
HINA - Ash (top)
NOBU - Amber (middle)
KOKO - Amber (down)

Bags to fall in love with

Edition NOTO creates bags that will become part of the family for more than one generation.

TEXT: DORINA REICHOLD | PHOTOS: EDITION NOTO

Simplicity and sustainability. These are the two major topics in Bernhard Hansl's work. He founded his fashion label NOTO in 2014 and has, from the start, achieved the implementation of an outstanding brand in the fashion world for leather items. His trademark design is simplistic, straightforward and pure, with large leather parts and few but concise seams.

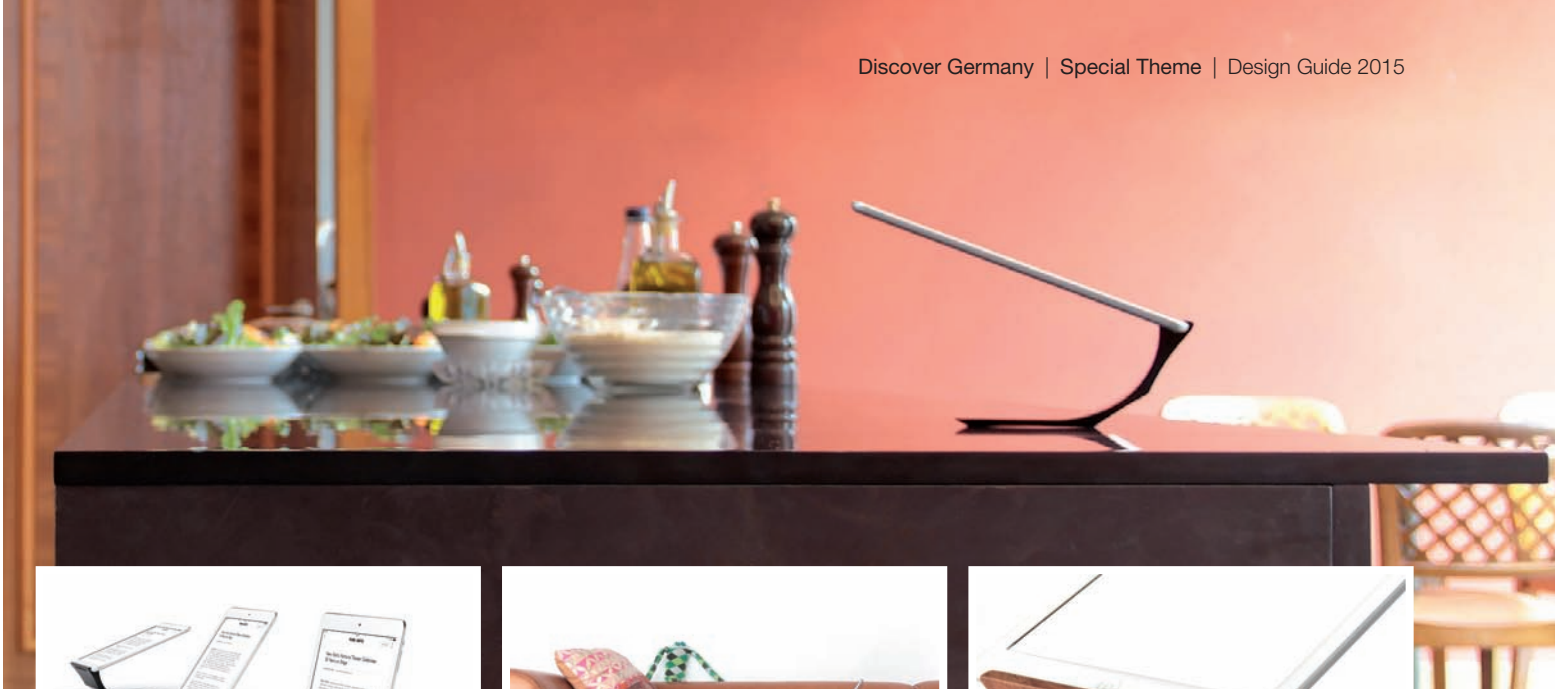
Hansl creates bags and various leather accessories, such as elegant mobile phone covers and wallets, for all purposes: "My bags," the designer explains "are designed for all situations. They work with a sporty outfit as well as with an elegant dress." The key idea is to create beauty which is focussing on the essential, which is pure and imperishable. His goal is to design bags people fall in love with. "I create bags that become more beautiful with age. Bags that can be used for decades and can even be

passed on to the next generation." This idea reflects Hansl's cause to work sustainably. His creations are not disposable fashion but instead are items that are meant to stay in the family as timeless classics. The bag's longevity is guaranteed by its high quality fabric and thorough manufacturing. NOTO bags are created using gracile lambskin leather which is given an elegant colouring. All bags are handmade with elaborate techniques according to the world-famous Italian leather colouring. The bag's inside is lined with cotton and equipped with refined details and compartments to make efficient use of its space.

Hansl's personal favourite is the bag HINA: "To me, the bag perfectly embodies the zeitgeist, it is absolutely androgynous. The addressees are distinguished purely by the colour of the leather."

Hansl also proudly revealed he is currently working on a design for a new Working Bag in a different colour. He is very secretive about the details so it's highly recommended to watch out for the latest news from Edition NOTO. What's for sure is that it will be another item that will stay in the family for a long time and most likely be passed on from generation to generation.

www.edition-noto.com



Main image: YOHANN is the ideal kitchen helper.

Above from left:

Minimalist and highly functional iPad stand. (left)

YOHANN provides stable support on soft surfaces. (middle)

Handmade from cherry wood. (right)

YOHANN - the different iPad stand

Uniquely combining high functionality, minimalist design, sustainable production and intuitive use, Switzerland's startup company sillber revolutionised conventional iPad stands with YOHANN. Elegant and practical, the product impresses with high quality made in Germany and an innovative design which makes the use of an iPad easier and more comfortable.

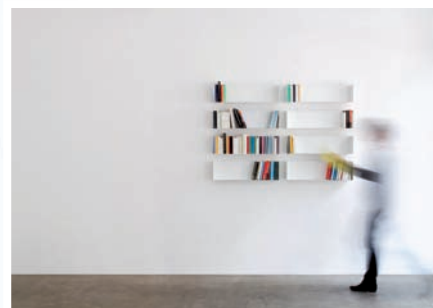
TEXT: NANE STEINHOFF | PHOTOS: SILLBER AG

Posing as the perfect robust and versatile complement for your iPad, YOHANN provides six smart options for positioning – three in portrait, three in landscape view – which enhance comfort and usability. Whether you want to use your iPad as a music stand while playing piano or for watching a movie, YOHANN is also stable on soft surfaces like your bed, couch or your lap. "Precise, static calculations which considered potential materials and their specific features were needed to find the product's right geometry," Berend Frenzel, architect, Apple-lover and designer of YOHANN, explains.

After being funded in only 5 days by a highly successful crowdfunding campaign on Kickstarter, which generated more than 110,000 USD, Berend Frenzel developed a minimalist iPad stand, which doesn't look like one at first sight. Designed to be as thin and elegant as possible, the charging cable can be connected to the stand and supplementary holes correspond with the location of the iPad's speakers to provide clear and unobstructed sound quality. YOHANN is available in four high-quality wood versions in Maple, Cherry, Oak and Walnut. Precisely milled from a single piece of sustainably grown wood in the Italian Alps and then carefully

sanded by hand, oiled and waxed in the Black Forest, varying textures and wood colourations make every product a special unicum. Additionally, two high-end piano lacquer versions in black and white are available, which are produced in Germany by a manufacturer specialising in the production of high quality parts for Mercedes Benz, Audi and Porsche. A sustainable production in close cooperation with small- and medium-size businesses from the area is an important part of the overall concept for Frenzel. "Apparently it is not only me who has yearned for a functional and plain stand which matches the iPad's elegance. We have been overwhelmed by requests since the end of the crowdfunding campaign," Berend Frenzel says. Readers are invited for a special discount of 10% plus free shipping by entering the voucher code "discovergermany" on the web shop until 1 June 2015.

www.yohann.com



Floating design that is almost invisible

Celebrating their 10th anniversary this year, Berlin based linea1 became a household name amongst the design-savvy. The ultra light and thin sheet steel creations are reduced to the bare minimum, offering a puristic and sleek silhouette while being highly functional.

TEXT: TINA AWTANI | PHOTOS: LINEA1

Architects Irina Jurasic and Francesco Apuzzo are partners in private and in work. When they moved in together, a vast number of books and other things needed to be stored nicely. Classic wooden bookshelves were out of the question. The creative couple experimented heavily with different materials, before a suitable solution with sheet steel was found. The material allowed being folded with precision, met the duo's aesthetic demands and – most important – was light and airy. Shortly after the prototype was created, orders from friends and fellow students soon exceeded the 100 mark. "It was some earlier sort of crowd-

funding," Jurasic recalls, and continues: "Orders just kept pouring in, so we decided to establish our own company." The iconic paperback and DVD shelf, which magically seems to be floating along the wall, was inspiration for the design of a magazine rack, a cd shelf, a wall coat rack, a ring binder shelf, even a table and a lamp, which all became part of the linea1 product family.

"Unlike furniture, our products are not obtrusive, they discreetly enhance the walls and help to display and organise the many objects we are surrounded by," Jurasic ex-

plains. Sharp and easy at the same time, the sustainable and eco-friendly linea1 creations are stunning to look at and have been featured in numerous interior design magazines. The best way to absorb the sheer beauty of the puristic designs is a trip to the linea1 showroom. Located in the vibrant Berlin Mitte district, the exhibition in Ackerstraße 165 is just a stone's throw away from the Berlin Wall Memorial and right in the heart of the German capital. Asked about news for 2015, the couple reveals: "We want to further explore the possibilities of blending metal and wood, just like we did with the everyday table. Maybe a bed."

www.linea1.de



Design your own table

Buying high quality, tastefully designed one-of-a-kind pieces, made from sustainable, native lumbers, such as oak, nut or elm has never been more exciting. holzgespür and its online shop stand for highly individual creations and exceptional customer service, which impresses with a distinctive feature – the company shoots personal videos for every customer.

TEXT: NANE STEINHOFF | PHOTOS: DANIEL KONDRATIUK/ LOTHAR STEIN

Clients now have the chance to design their own personalized tables, made of solid wood, simply by using holzgespür's 3D-online-configurator. The family owned carpentry will then go on to create each individual piece, following a one-on-one consultation with the client. The company gives support and advice throughout all stages of the creation process – even the choice of wood is tailored to the client's wishes. A defining characteristic of holzgespür, is the addition of a short video, detailing the manufacturing process of the clients chosen product, to ensure a shared

and inclusive experience! Why not chose your favourite tree trunk for your table over the Internet?

"This is part of our quality. After all, more and more consumers want to know where products come from and who produced them," Julia Kasper, founder and manager, explains. A special connection between individuality and sustainability ensures that every piece is unique. "A combination of true craftsmanship, passion, and an appreciation for high-quality wood is reflected in each and every creation. All the more, I enjoy creating individual tables with



Above: Dining table 'Marliese'

our customers every day," Julia Kasper concludes. Customers can expect free delivery in Germany and Europe-wide delivery on request.

www.holzgespuer.de



Get creative and make it personal

Quadratic, functional and innovative – TYPEaSEAT creates individualised cubes and wooden banks which embellish every home, office, shop or garden. A free selection of material, characters and text makes it possible for customers to actively participate in designing their own unique piece of furniture.

TEXT: NANE STEINHOFF | PHOTOS: TILMAN GATTER

Established in 2014, TYPEaSEAT's creations impress with a minimalistic cubic form, flexible usage possibilities and individual textual possibilities. "The most important feature of TYPEaSEAT is that a suitable textual solution can always be found for every application area," Tilmann Gatter, founder, explains. "We put a special emphasis on working with local companies and suppliers and our wood comes from a sustainably producing sawmill," he adds. Putting a special emphasis on producing a unique product which stands out from the mainstream, TYPEaSEAT offers several types of banks and cubes. The 'Langebank' is a long, solid wooden beam while the 'Familybank' is

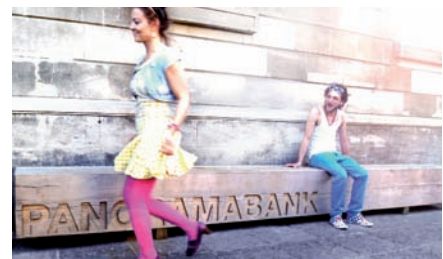
slightly shorter. Standardised banks are on offer, while customers can also individualise items with words, family names, company logos as well as humorous, charming or cheeky words.

The cube on castors is a stool, a table, a

design object, a small dictionary and 'silent butler' in three different materials: whether in douglasie or oak, in grey artificial resin or in dimmable and illuminated satined acrylic glass, the cube fosters creativity. A name's letter, a number, initial, punctuation mark or playing card symbol gets worked into each of its four vertical surfaces so that the array of two or more cubes makes various Scrabble-style letter combinations possible.

www.type-a-seat.com

Below: Cube made of artificial resin. (left)





Far left: Wallpaper with office illustration – without additional shelving.

Left: Wallpaper with office illustration – with additional shelving.

Below: Wallpaper with wardrobe illustration and added shelves and hooks. (left)

Wallpaper with illustration of a fireplace room with added shelves. (right)

says. The outcome is an exceptional idea: a wallpaper design with individually painted pictures which can also be turned into a shelf and storage space. All pictures are painted with watercolour and coloured pencils on a scale of one to five before they are printed onto a fleece wallpaper on a realistic scale. What is special is that every taPETI motif comprises a 'hidden assembly plan' which makes it possible to combine the wallpaper with suitable boltless shelves or hooks, thus adding functionality. On individual customer requests, taPETI will create a unique wallpaper according to preference. "This is especially interesting for commercial areas such as hotels or waiting rooms, which we also supply with our tailor made creations," Gerd Langner explains.

The possibilities are endless, reaching from individual storage space for stationary, garden, kitchen or garage accessories and clothes to the design of one's very own fireplace, dressing table, new wardrobe and chandelier, a window overlooking a courtyard, to fun designs for childrens' rooms – taPETI leaves no room for desire when it comes to a fresh and exceptional approach to wall design and storage space.

www.tapeti-shop.de

Surprising and functional living

Intelligently and individually blending decoration and function, Germany's online shop taPETI designs extraordinary wall decorations in scenery optic, an individual form of the Trompe-l'oeil. Look forward to design which calls for a creative contribution as opposed to carving out an authoritative existence.

TEXT: NANE STEINHOFF | PHOTOS: ALEXANDER HANKER

"For us, design is good when it tells a story and when you are also able to discover something new at the second or third glance," Gerd Langner, owner of the company and master painter, explains. "We find that living needs to be fun and needs to surprise. We want our designs to bring pleasure and conjure a smile on the face," Petra Langner, illustrator of the wall design and company owner, adds. Couple Gerd and Petra Langner merged their expertise and creativity in 2014 to establish taPETI, turning their idea into reality and pursuing their passion for extraordinary living space. "We had this idea to combine two familiar components of the living area and to create something totally new with this," Petra Langner



The personal trainer at your desk

Say goodbye to conventional office chairs and related health problems – aeris products seek to stand out in a market which is flooded with excess supply. The company from Munich creates innovative and exceptional designs for people which want to revolutionise their lives and implement active sitting into their daily routines.

TEXT: NANE STEINHOFF | PHOTOS: AERIS

“Normal office chairs ignore the health problems associated with sitting too much. They actually even contribute to bad posture and lack of motion. It is for this reason that we construct 3D active seating solutions which enable natural movement while sitting,” Susanna Kindler, Executive Vice President at aeris, explains. Focusing on a small portfolio, aeris develops their products with the help of both users and experts. With the unique concept of 3D ergonomics the swopper chair supports and encourages intuitive movements. It follows the movement of the body and not vice versa. The result: twice as much motion as a normal office chair and very natural movements

that enable better posture, more activity and wellbeing. And this concept also applies to 3Dee, a stunning new Active Office Chair and muvman, an active sit-stand.



www.aeris.de/en

From left to right: 3Dee, Swopper & Muvman

Custom-made concrete creations

Specialising in manufacturing high-quality concrete washbasins, WertWerke stands for simple, individual, solid and functional designs, made to embellish your home. Seeing a personal goal in creating exclusive custom-made items, the company identifies itself thoroughly with the product and the client to respond to individual wishes.

TEXT: NANE STEINHOFF | PHOTOS: TILMAN SCHUPPIUS / SASCHA CZERNY

“When a client’s personality is part of the creative result you can finally call it true, individual and valuable living,” Sascha Czerny, carpenter and founder of WertWerke, explains. Based in Berlin since 2011, the small company with three to four employees doesn’t sell ready-made items. If you search for individual sinks, washstands, kitchens, clocks or shelves made out of sustainable material and extraordinary quality, you will surely find what you’re looking for at WertWerke.

“Our goal is to create items without losing their function in the design,” Mr. Czerny explains. Using concrete as their main material is WertWerke’s number one distinctive

virtue. “I’m fascinated by the versatile behaviour of concrete and that its quality depends on how well it has been worked with. Therefore, precision is the pivotal factor to establish beauty within the product. Concrete is naturally moody, reacting to the smallest adaptations made within the production process, leading every surface to a unique appearance,” Mr. Czerny adds.

WertWerke aims to give anyone who considers concrete dull and boring an understanding of the material’s diversity, elegance and sensuality. “The durable material is not only endowed with reliability, it’s furthermore endowed with a minimalistic and modern look. My passion and artistic vision

is to give concrete a timeless, elegant and modern form,” Sascha Czerny concludes.

www.wertwerke.de

Below, from top down:
Sascha Czerny, founder of WertWerke.
Clocks made of concrete.
Concrete washbasin.



Transforming architecture into fashion

The label macharten creates unique leather accessories inspired by the designer's architectural background.

TEXT: DORINA REICHOLD | PHOTOS: JOCHEN SAND & ELMAR THEURER

Wearable architecture. This is the extraordinary essence behind the leather fashion label macharten, by Monika Assem. Her creativity is clearly influenced by her varied creative background. Having completed training as a ceramist she studied architecture and worked for different architectural companies in Germany and abroad. In May 2003 she founded her label macharten, creating handbags and accessories. In 2007 she decided to focus on working with leather. "Exposure to architecture and my affinity with handcraft and art are a great source of inspiration for me," explains Monika

Assem. She is fascinated by clear shapes and simplicity. Her creations convey elegance and functionality. Each design is carefully planned and thought through, like the blueprint of a building. All designs are based on basic geometrical forms, such as a rectangle. The idea is to reduce the hand-

bag to its ultimate purpose and at the same time achieve a high recognition value. "I am driven by the perpetual search to reduce the form to emphasise the origin of the material," states Monika Assem. Macharten uses only high quality leather from cattle which were bred in Germany. None of the bags has inner lining in accordance to the puristic idea behind the design. All macharten items are made in Germany, starting off in Monika Assem's studio in Karlsruhe to being manufactured in a family-run business. The leather is tanned and coloured using only products made of plants.

Monika Assem is also keen on using exceptional crafting methods to create her unique items. In one fashion line she mixes cattle leather with salmon leather. The salmon skin is prepared according to a technique of the Nanai tribe from Siberia who use salmon leather as clothing. Her personal favourite bag BO has won several prestigious international awards. "I am very proud" states Monika Assem "to have achieved the absolute reduction of form and function in this design."

Another proof of her high recognition within the art and fashion world is that she currently exhibits three bags at the Museum of Applied Art Frankfurt. For 2015, macharten will present new colourings for their leather work and introduce a brand new collection of elegant and light leather jewellery. More wearable architecture which will no doubt achieve admiration in the fashion world.

www.macharten-shop.com

Main image: Bo
Bottom: Bess (left)
Emma (large & small) (middle)
Juliette (right)



Anthologie quartett

Classics never die...

The renowned design collection anthologie quartett re-launched half a year ago. The collection has been created by international designers since 1983, is part of many private collections and museums worldwide, has written design history and gained several design prizes.

TEXT: JULIKA HÜTHER | PHOTOS: ANTHOLOGIE QUARTETT

All high quality lights and objects can be found in selected furniture and furnishing shops that focus on design items. The objects are exclusively manufactured in Europe and always incorporate traditional manufacturing techniques coupled with contemporary style. The best known object is the lamp "cellula", which combines cool austerity with classic opulence. Its design, dating back to 1996, was a trendsetter for tube lamps and was awarded a prize for Europe's most copied design light.

Anthologie quartett's work is similar to that of a publishing house. It collects highly

diverse design tendencies of the twenty-first century and produces and sells exclusive objects. It certainly is a collection whose classic pieces will be the antiquities of tomorrow, while an exciting array of new designs is yet to come.

www.anthologiequartett.de



Below:
JAKUBOWSKI & KRAUSE rain object. (left)
CARBONE & VUDAFIERI cellula lamp. (middle)
WETTSTEIN Herz family clothes valet. (right)

Handcrafted, stylish and absolutely unique

The name Stephanie Kahnau should be remembered – her distinctive clothes, jewellery and bag designs impress with puristic and reduced shapes which are refined by textile finishing processes, such as silkscreening, digital printing, or dyeworks. Results are individually hand-printed unicums which are exceptionally modern and confidently stylish.

TEXT: NANE STEINHOFF

"Processing material is the main factor for me with which everything starts," Stephanie Kahnau, qualified textile designer and founder of the label, explains. Based in Munich, the young designer established 'Stephanie Kahnau' in 2012. Since then she knows that realising her own designs, constant self-improvement and being confronted with new challenges on a daily basis are exactly the reasons why she chose this job.

"My focus is on the material. I love to work with various surfaces, to combine new and old techniques and to experiment with classical crafts, such as silkscreening,"

Stephanie Kahnau says. What makes her label stand out is the supplementary processing of textiles, that she doesn't only manufacture ready-to-wear clothes but also designs the textile in itself and that every product is 100 per cent hand-made, 'Made in Germany' and created directly in Munich.

Finding her inspiration in small structures, everyday situations and travelling, the designer "seeks to create qualitative, upscale

and exceptional pieces as unicums or in low volume production. Far removed from ready-made clothes, my designs want to give people the appreciation of material and the manufacturing process back. Every item stands for itself and lives off the distinctiveness of the detail," the designer concludes.

www.stephaniekahnau.de

Below: Photo: © Stephanie Kahnau (left)
Photo: Lena Scherer (right)



Fusing dreams with reality

The brand MILLE FIABE stands for exceptionally creative and unique design products for your home. The objects of the designer Katrin Ruoffner intertwine traditional figural portrayals and miniature worlds with new impulses. Putting a special emphasis on high-quality material and aesthetics, the collection paved the way for a new design direction in the exclusive home sector.

TEXT: NANE STEINHOFF | PHOTOS: RAFAEL KRÖTZ

Established in 2014, the brand MILLE FIABE is one product with a collection of 15 objects, and combines elements which seemed incompatible until now: the objects are puristic and opulent at the same time and they merge humorous ease with formal rigour or nature with culture. "They intertwine dreams with reality in extravagant miniature scenes. I don't solely understand my objects as pure decoration, but as an inspiration in everyday life," Katrin Ruoffner, MILLE FIABE designer, says. The one-man manufactory from Tuebingen places great value on sophisticated design, originality

and versatility when it comes to drafting and elaboration. Dedicated to timeless values, such as individuality, high quality, filigree handwork and a close connection to its

customers, the brand's creations are inspired by art, literature, fashion, architecture or nature. "The best thing is when I can put a sparkle in my customers' eyes; when not only the look and the design-related content delight them, but when they also detect the intention behind the object and feel inspired and emotionally touched," Katrin Ruoffner explains. MILLE FIABE's exclusive, extravagant interior decorations are made from polished glass, finely brushed stainless steel, mirrors, Swarovski elements and filigree miniature figurines – there is sure to be nothing similar on the market.

www.mille-fiabe.de

Below: Neuland. (left) Begegnung. (middle) Detailed view of object Neuland. (right)



Modern materials, timeless designs

Les Mailles jewellery designers Jennifer Hiller and Marita Schwenkedel merge innovative production methods with modern materials and a fresh approach.

TEXT: MARILENA STRACKE | PHOTOS: LES MAILLES

The name Les Mailles (French for the stitches) goes back to their first collection, crocheted pendants in different, harmonious colours. It is those design ideas with a modern twist which distinguish Hiller and Schwenkedel, who met during their studies of industrial design at the Stuttgart State Academy of Art and Design. "The initial idea developed into four collections, which are very different but still coherent and harmonise in a special way," Hiller says and Schwenkedel adds: "What connects our collections is the experimental approach. We transfer new techniques and materials into the area of jewellery." For example, traditional coating methods are combined with modern production processes. The design

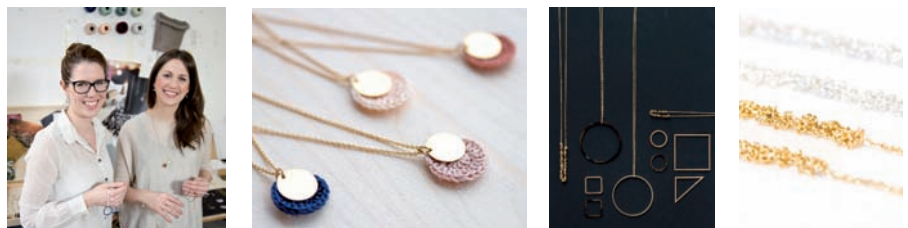
duo gets their inspiration from the naturally occurring oxidation of the materials. "It is important to us to pay great attention to the details and highlight the special feature of each technique," they explain.

The simple yet elegant creations impart to everyone an individual touch and the designers are excited that their jewellery

emphasises the wearer's character in so many different ways. And because Hiller and Schwenkedel are all-round creatives also doing photography, graphics and architecture, there are more projects in the pipeline. This openness to the arts as a whole is vastly reflected in their jewellery and maybe it is the ingredient that makes it stand out. Les Mailles jewellery is available online and in selected stores throughout Germany and Austria.

www.les-mailles.de

Portrait: Marita Schwenkedel & Jennifer Hiller. From left to right: "Riquiquis" crocheted pendants. The metal collection. "Knot design".





Main image:
Angela Kaiser, Iris Ellmann, Vanessa Beech (left to right)



some of the UK's best restaurants, including Belmond at Le Manoir and The Latymer at Pennyhill Park, both of which have two Michelin Stars.

Your mixed case contains:

Wirsching: 2013 *Iphofer Kronsberg Silvaner Alte Reben dry*; £19.99 x3

Clemens Busch: 2013 *Riesling Vom Roten Schiefer/Red Slate Qba dry*; £18.90 x3

Meyer-Naekel: 2013 *Estate Spaetburgunder S Qba dry*; £34.65 x3

Solter: *Brut Cuvee Henri Reserve*; £21.80 x3

The case price is £298.02 which includes delivery to mainland UK. Our special offer to Discover Germany readers is £268.20.

Happy Drinking!

Iris



Iris Ellmann (above) is managing director at The WineBarn, an award-winning merchant of German wine based in beautiful Hampshire.

The WineBarn, Clump Farm Barn, Farleigh Lane, Dummer, Hampshire RG25 2AF

E-mail: iris@thewinebarn.co.uk

www.thewinebarn.co.uk

A WineTasting Extravaganza

TEXT: IRIS ELLMANN | PHOTOS: THE WINEBARN

A Wine Tasting is a fabulous event to attend and one that I would recommend everyone tries. It is great fun and also surprisingly educational – you will learn to develop your palate and begin to understand which style of wines you prefer. At The WineBarn we enjoy an excellent reputation for finding and importing the very best modern German wines and each year we hold a German Wine Tasting – an exciting all day event for which the winemakers fly over from Germany to present their wines to our clients. We would be delighted to welcome you to this event next year: please send an email to angi@thewinebarn.co.uk and we will add you to our guest list for 2016.

Planning the Event

It takes months of work to prepare for our Annual Tasting and one of the most important elements to get right is the venue choice. Good light and space are essential so that the tasters can assess the colour and clarity of the wines and move comfortably around the tasting tables. It is a fabulous sight to see so many wonderful wines in one room and, even better, to have the opportunity to taste them with the winemakers. Last month on 9th March we held our Annual Wine Tasting

at Vintners' Hall in the City of London. This magnificent historical building provided a perfect backdrop to our wines and we ran our event in two parts: a daytime tasting for our trade clients and an evening tasting for our private clients.

Tasting the wines:

From our 16 winemakers we had around 120 wines available for tasting from entry level 'estate' wines to the very best Grand Cru's. It takes time to work through the tasting and our trade guests spend a large part of the day with us, generally starting with the white wines and then moving onto the reds, followed by the noble sweets. The atmosphere in the tasting room is buzzing with excitement as new wine discoveries are made and shared. In the evening there is a more light-hearted atmosphere as our private clients come to taste and chat with the winemakers.

A Special Offer for Discover Germany Readers:

We have asked some of our top Sommeliers to recommend their favourite wines from our recent tasting event and have put these together as a special mixed case for Discover Germany. The wine choices have come from



A rustic and cosy gem

Hotel and restaurant Landgasthof zum Roessle in the Black Forest's Kirchzarten impresses with creative and modern delicacies, heritage-protected architecture and an ambience which could well stem from a children's fairy tale. The country inn is situated close to Freiburg but the luxury of repose and solitude remains.

TEXT: NANE STEINHOFF | PHOTOS: CCK PRINT MEDIA GMBH / VERA PALLANO & PATRICK FRANKE

Taking over the inn in the summer of 2009, the tenants and operators Vera and Patrick Franke are sure to meet every guest's need. The passionate hosts, alongside their eight employees, ensure that the rustic and cosy gem in its green and idyllic surroundings stays true to its roots. The ambience is characterised by an interesting combination of old and new: "The heritage-protected farmhouse parlour is still original – there are fewer and fewer of these. On the other hand, we have the 'Bruggastube' which is modern and appreciated by a younger crowd. We try to combine tradition with modernity," Patrick Franke explains.

"With a lot of pleasure and ambition, we collectively work towards our goal to make our guests happy. Their satisfaction is our highest aim," Patrick Franke adds. The restaurant offers various culinary highlights

from a creative, modern and genuine cuisine. Using fresh and regional products with a hint of Mediterranean influences, you can be sure that dishes such as boar ravioli, sea bass saltimbocca or Black Forest trout fillet will astonish your taste buds. If you can't decide, why not try one of the special surprise menus – available with three, four or five courses.

"Our dishes are gently, thoroughly and affectionately prepared and are sure to please even spoiled gums," Patrick Franke says. Whether you decide to sit in the cosy, heritage-protected farmhouse parlour with its tile stove, the modern atmospheric 'Bruggastube' or the impressive terrace with its apple trees, where you can enjoy the sounds of rustling leaves, the smell of fresh herbs, the rush of the 'Brugga' river or a glass of refreshing wine – you are sure to

feel at home. "If you drink a glass too much, you can also stay in one of the hotel rooms overnight," Patrick Franke smiles. Partly heritage-protected, six individually decorated rooms invite to an unforgettable night with cosy duvets, comfortable beds, fresh country air, an extensive farmhouse breakfast and an idyllic view over the green landscape. "Our guests especially appreciate our marvellous food, the uncomplicated style and the love for detail which can be found everywhere," Patrick Franke concludes.

www.zumroessle.de

Above:
The restaurant's heritage-protected farmhouse parlour. (top)
The modern, atmospheric 'bruggastube' in the restaurant. (middle)
One of the heritage-protected hotel rooms. (below)
Below: Dessert 'the seven dwarfs'.





Café Restaurant Manzini

Traditional values and classic food with a twist

A favourite amongst Berlin's high society, Café Restaurant Manzini has been a staple since 1995, serving classic European food and international specialities with a twist. Traditional values, employees who contribute to the menu selection and a relaxed atmosphere make Manzini a haven for locals and VIPs alike.

TEXT: JULIKA HÜTHER | PHOTOS: CAFÉ RESTAURANT MANZINI

"We put an emphasis on not being starchy, yet cultured," says Hüsnü Erdogdu, who, together with his brother, a former waiter at Manzini, bought the restaurant in 2004, and now runs it on his own. "The atmosphere is very familiar, as we have a lot of regulars, many of whom know each other. Our waiters, some of whom have been working here longer than I have, wear traditional black and white livery and whenever possible they greet guests at the door and take care of their wardrobe." Whenever celebrities come to eat at the restaurant, they are treated with as much reserve as any other guest. "Our main goal is our guests' happiness. It is important to us that they feel comfortable and receive the best possible service," says Erdogdu. "I once served a guest a dish he hadn't ordered, so

I offered him the dish I had brought and to cancel his bill. He accepted and was delighted with the food. The next time he laughed and said to me, 'I hope I'll get the wrong dish, again'," Erdogdu recalls.

The Manzini's menu is based on Alpine classics, but the chefs are free to use their experiences and skills to create new variations and twists. The main menu lists traditional dishes such as Viennese Schnitzel, saffron risotto, their ever popular Club Sandwich and fish soup. But the weekly menu is "where our chefs can 'live it up'". After many years of cooking professionally, they still come up with new dishes or combine different cuisines in a new way," Erdogdu says.

And thus, playful creations such as Königsberger Klopse, traditional German meatballs, with risotto and Asian ingredients, come to life. "My only guideline is that the guests should enjoy the chefs' creations," says Erdogdu. And the guests clearly appreciate the choice and quality of the food as much as the outstanding service at Manzini.

www.manzini.de





Hotel
of the Month
Germany

Reindl's Partenkirchner Hof

Alpine charm at its best in upper Bavaria

Reindl's Partenkirchner Hof is one of the finest places to stay in the Upper Bavarian town of Garmisch-Partenkirchen right on the famous Zugspitze. Family-run in the third generation, the five star hotel attracts guests from all over the world, who appreciate the warm and dignified Alpine atmosphere with a casual twist.

TEXT: TINA AWANI | PHOTOS: PRESS IMAGES

Located at the Southern end of Bavaria and close to the Austrian border, Garmisch-Partenkirchen is a sought-after destination in every season. Blessed by nature, it has always been a magnet for the rich and famous, as well as artists of all kinds, long before the Olympic Games in 1936 put the picturesque town on the global map. Today, Reindl's Partenkirchner Hof is in the caring hands of Marianne and Michael Holzinger. Marianne's grandmother, Mathilde Reindl, revived the dormant hotel together with son Karl after the turmoil of WWII. Karl Reindl has always been passionate about

great food and he learned his skills from the most skilled chefs in Munich, Paris, Lausanne and Madrid before fully embarking on the Reindl's Partenkirchner Hof venture in the 1959.

The hotel consists of three interconnected houses, with the original main house dating back to 1911. Although the hotel is well stocked with valuable memorabilia and antiques, the comfortable amenities of today's world neatly blend in with the vintage surroundings. Alpine charm with a contemporary twist throughout the place

makes one feel the typical German "Gemütlichkeit" instantly. From single room to lavish suite there is a perfect Bavarian pad to fit every need.

The clientele choosing to take time-out in Reindl's Partenkirchner Hof couldn't be more illustrious. An international mix of



Portrait: Marianne & Michael Holzinger



celebrities ranging from the areas of politics to the entertainment industry enjoy the relaxed ambience, where a guest's privacy is always respected. Families with children also love the place and so does Heavy Metal hero Steve Harris from Iron Maiden.

Outstanding creative cuisine

While Michael Holzinger is in charge of the daily hotel business, his wife Marianne runs the kitchen behind the four restaurants. Reindl's Restaurant is the culinary

flagship of the Reindl empire, featuring a Guide Michelin Bib Gourmand and rated 13 Gault Millau points. The wooden paneled Prinzregentenstube is a rather cosy place to enjoy culinary pleasures and perfectly suited for private or corporate events with up to 42 people. Near the bar area, the Nyphenburger Zimmer, named and decorated after the renowned porcelain manufacture, is a great place to unwind and enjoy a good beer in style. Light and airy it gets in the Wintergarten/Brasserie, where seasonal small bites in a relaxed surrounding are on the menu.

"I was born with the passion for cooking," Marianne admits. She had big shoes to fill: her father learned in Europe's finest houses and former chefs in the Reindl's hotel kitchen include industry superstars such as Eckart Witzigmann and Adolf Blockbergen. "The kitchen is such a creative place to work, allowing access to such a rich product variety. For me it is vital only to process high quality, fresh products, ideally from our own region," she says and with a smile she adds: "It is fun and helps me to stay young." The Holzingers met as apprentices in one of Germany's finest restaurants – Eckart Witzigmann's Aubergine in Munich. Romance won and almost 25 years later the couple is a gastronomic dream team. Asked about his personal favourite from the Reindl's menu, Michael does not have to think twice: "The lobster salad á la Walterspiel is to die for. It comes freshly prepared, served and finished to perfection on the table right in front of the guests with a delicious type of cocktail sauce!"



Feel good in upper Bavaria

Reindl's Partenkirchner Hof offers everything one needs to pamper body and soul. A large wellness area includes an indoor pool, different saunas, ice shower and much more. In the summer, the spectacular panorama and fresh mountain air invite to relax on the loungers in the garden. Fitness equipment is available, although the hotel's surrounding offers a multitude of activities in summer and winter alike such as hiking, cycling, golf or skiing. "A visit to the Zugspitze is a must, just like a trip to King Ludwig II's mountain refuge on the nearby Schachen Alp," the hotel owner recommends, who loves the area. "For me it is unthinkable to live in any other place than upper Bavaria," Michael Holzinger concludes.

www.reindls.de





Restaurant
of the Month
Germany

“Only with the duck”

The Altes Zollhaus Berlin is a traditional country inn in the middle of urban Berlin, offering traditional local food, refined with a sophisticated and modern twist.

TEXT: DORINA REICHOLD | PHOTOS: ALTES ZOLLHAUS BERLIN

Dining at the Altes Zollhaus Berlin unfolds memories of old Berlin traditions. Located in the lively Kreuzberg district, which is famous for its young crowds and nightlife, the half-timbered building seems almost surreal and out of place, as if it originates from an old fairy tale. The restaurant resembles a traditional country inn, whilst being situated right in the middle of Germany’s most vibrant city. Proudly representing Berlin’s history and picturesquely situated on the bank of the Landwehr Canal, the Altes Zollhaus even has its very own jetty for boats. The building dates from

the 19th century and was originally built as the city’s sanitation department though it was later used as a control point for the

Berlin steamboat navigation, hence its name “old customhouse”. After its destruction during the Second World War the building was carefully reconstructed in 1979, with great attention to detail and according to monument conservation standards. Since then it has been home to the Altes Zollhaus restaurant, with the dedica-





personal favourite from the menu: "It is one of our classics that never becomes boring and tastes great in every season." The dish is indeed so popular that an attempt to take it temporarily off the menu for one summer season was withdrawn after only three days when regulars asked specifically for "their duck". Ever since then Beltle offers a menu "only with the duck" on it.

Having always been fond of the regional dishes, Beltle and his head chef Günter Beyer decided for the restaurant's 25th anniversary in 2013, to dedicate all their work to Berlin-Brandenburg cuisine. "Our menu is characterized by down-to-earth food which awakens childhood memories, according to the saying "just like mother used to make it," explains Beltle, "only interpreted in a more sophisticated and modern manner." The concept of the menu is threefold. Firstly, there are classic dishes to choose from like "the duck" and further well-known dishes such as chicken-fricassee or the Prussian speciality Königsberger Klopse, meatballs in a white sauce served with capers. Secondly there are dishes that are seasonal and only on the menu according to the ingredient's availability and thirdly, there is the herb menu which is vegetarian and partly vegan.

rant, the Altes Zollhaus also comprises a converted barn which offers room for up to 90 people and can be used for various purposes such as celebrations or meetings.

The Altes Zollhaus is proud to be a place for families and friends to meet and enjoy the restaurant's fine dining creations. Guests come from all over the world. Locals, tourists, as well as businessmen who hold meetings over a glass of wine and a sophisticated interpretation of a Berlin-Brandenburg classic, all frequent this Berlin eatery. Everyone who seeks to experience a part of the "old Berlin" is recommended to enjoy a stay at the Altes Zollhaus Berlin and find calm in the middle of urban vibrancy. Maybe with a taste of "the duck".

www.altes-zollhaus-berlin.de



tion and drive to create the finest Berlin-Brandenburg cuisine.

Since 1988 the Alte Zollhaus restaurant is under the guidance of chef Herbert Beltle. He has gained a remarkable amount of experience working for premium restaurants in Germany, Switzerland, France and the United Kingdom. The Altes Zollhaus was the first restaurant he opened, though it is now accompanied by two further restaurants and a winery. A key reason for the restaurants' success is Beltle's personal dedication to his project and his aim to maintain a good working atmosphere and happy employees. The Alte Zollhaus' "signature dish", and the most popular amongst regulars, is duck. The "Brandenburg farmer's duck out of the oven" is also Herbert Beltle's

The dining room's stunning interior is warm and welcoming, yet represents dignified history at the same time in a unique combination. The eye-catcher in the middle of the dining area is a large timber panel made of Brandenburg maple wood. It is an enlarged copy of Beltle's own dining room table and was crafted by Berlin carpenters out of a one hundred year old log. A large wooden bench with lots of cushions offers plenty of seats alongside the dining area, recreating the feeling of a traditional country inn. A large tiled mirror was crafted according to historical examples and, together with a tiled stove, completes the feeling of comfort in historical surroundings. Next to the restau-

Let your beauty blossom

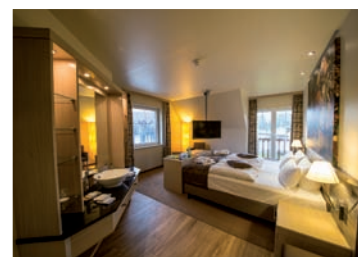
Enjoy relaxing, romantic and unforgettable hours, days or weeks in the health- and wellness house of SpreeBalance in Burg. Revel in the Spree Forest's beautiful nature, explore an extensive wellness program, relax, switch off from everyday life, recharge your batteries and let your wellbeing blossom.

TEXT: NANE STEINHOFF | PHOTOS: RICHARD KLICHE / WALTER SCHÖNENBRÖCHER

"We want that our guests gather new strength and energy for their everyday lives," Antje Kollasch, manager, says. SpreeBalance offers a comprehensive package: nature, exercise, relaxation, wellness and diet – everything you need to take a step back from your stressful everyday routine. "Our guests appreciate the family atmosphere and the friendly and dedicated employees," Antje Kollasch explains. Look forward to 38 large rooms and suites with an elegant interior, which convey the warm ambience of a private home, but fulfil the high standards of modern luxury at the same time. Contemporary interior design and interesting colour and light arrangements help to bring body, mind and soul in balance.

Experience the nature of the Spree Forest and strengthen your body with an extensive range of health boosting activities, such as Nordic walking, hiking or inline, as well as ice skating. "Indulge in a world of relaxation with the exclusive offers in our wellness lounge *Balance*," Antje Kollasch adds. *Konrad's* restaurant and bar recommends with a perfect combination of rustic ambience, contemporary design and surprising interpretations of regional, additive-free delicacies. The freshest ingredients, a special fitness menu for cyclists or lactose-free dishes – the restaurant is sure to please every culinary wish.

www.spreebalance.de



Experience taste – the meatless way

Munich's TIAN restaurant is a true trendsetter: the vegetarian gourmet restaurant impresses with tasteful and fancily composed fish and meatfree culinary delicacies in an urban, puristic ambience. Established at the Viktualienmarkt in the heart of the city in 2014, TIAN's head chef Christoph Mezger puts a special emphasis on using sustainably produced, seasonal, regional and organic ingredients.

TEXT: NANE STEINHOFF | PHOTOS: DANIEL SCHVARGZ

"I concentrate on the natural tastes of my ingredients to get the distinctive character out of each one," Christoph Mezger says. The cuisine fascinates with creative and light vegetarian food which won't make one miss meat. Home of the TIAN is the Derag Living Hotel – a hotel which shares the restaurant's green ideas. Together they set new standards for Munich; not only with the vegetarian cuisine, but also with a new energy-efficient hotel building.

"Here it is fun to look, to smell, to taste and to savour – in accordance with the motto 'experience taste'," Christoph Mezger says. One of the few of its kind in

the German-speaking countries, an open kitchen also reveals the live preparation of desserts or *tarte flambees*. A minimalist

menu reveals the ingredients, but doesn't disclose anything about the overall composition which guarantees a positive surprise effect. "There are things which do us good and which enrich our life with a 'wow'," Christian Halper, owner of TIAN, explains. Why not try one of TIAN's two- or three-course lunch menus from 19 to 24 Euros or a three- to five-course dinner from 35 to 62 Euros?

www.taste-tian.com/restaurant





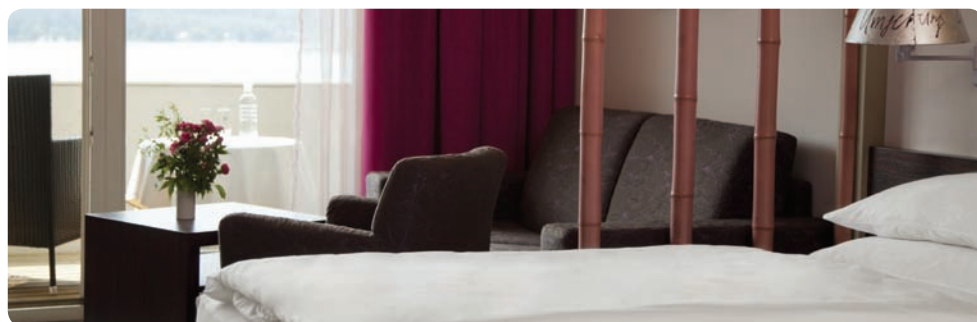
Take a Spring Break on the Lake!

Moments of joy in a natural setting...

Cultural excursions in the Alps-Adriatic-Area...

Relaxation in the spa world...

Culinary highlights...



Our extensive spa area with 1,500 m² provides generous space for individual rejuvenation with a view of the Faaker See and the Carinthian mountains: Enjoy a herbal sauna/sanarium, Finnish sauna/aquaviva, special hot sauna, ice fountain, steam bath, fitness and leisure facilities, indoor pool, laconium, tepidarium and quiet room with water beds. The private beach, the heated outdoor pool covering 240m², the giant outdoor whirlpool and the boathouse sauna with direct access to the lake round up the extensive offer. Beautiful gourmet dinners are served on the terrace or in the restaurants with lake view.

The Melcher Family and the Karnerhof Team look forward to welcoming you!



Hotel Karnerhof **s** | Melcher Family | Karnerhofweg 10 | 9580 Egg / Faaker See | Austria
T : +43 4254-2188 | F : +43 4254-3650 | hotel@karnerhof.com | www.karnerhof.com

Time for two

Searching for the ideal spot to spend some secluded and romantic days for you and your partner? The four-star superior GAMS Hotel offers everything which couples need for some unforgettable time together: aphrodisiac food, an extensive wellness area, a breakfast-in-bed service, plus rooms and employees which leave no wish unfulfilled.

TEXT: NANE STEINHOFF | PHOTOS: PETR BLAHA

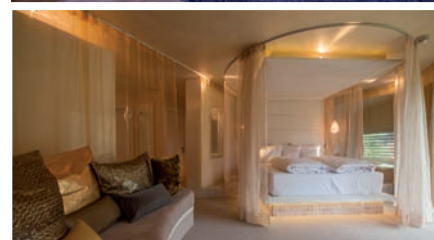
"We wanted to create something unusual to experience a romantic time with your loved one. A cosy atmosphere with light effects and mystical curtains poses as a stage for couples, who seek to create their own stories," Mrs. Nenning, hotel manager, smiles.

Snuggle – the hotel in Austria's Bezaú impresses with extraordinary architecture which matches the hotel's specialisation in time for two. The circular tower of the 'Blutenschloss' comprises 24 snuggle-suites with soft colours and lots of privacy. Additional 30 snuggle-suites with fireplaces, whirlpools, canopy beds and starry skies can be found next to the historic

building from 1648 in the cubic 'Kokon in the Lily Pond'.

Wellness – The 'DaVinci Spa' comprises a hot-spot-pool, a cool-pool, an earth sauna or a steam bath. 2,000 square metres of architectonic finesse impress with partially overground and underground elements. "You can directly look at the sky from the hot-spot-pool," Mrs. Nenning says.

Enjoy – The prize-winning restaurant 'Goldstueck' will excite you with a special, seasonal menu with aphrodisiac spices. Other peculiarities of the hotel are a wine-glass-tower or a 'fire room' in an oriental-Moroccan ambience. So, why don't you



Top: GAMS hotel in Bregenz is above all characterized by its range of services especially for couples.

Above: The highlight of this cosy hideaway is the Blutenschloss in its lily pond, with 24 cosy suites.

book the 'Time for Two' – a special package for three nights?

www.hotel-gams.at/en

The perfect mix for an unforgettable holiday

Four star superior Bad Moos in South Tyrol's Sexten is a true multitalent since 1971: offering the highest comfort and coziness, the hotel impresses with a wide range of summer and winter activities, its own sulphur spring, an extensive wellness and spa landscape as well as breathtaking natural surroundings.

TEXT: NANE STEINHOFF | PHOTOS: SPORT- & KURHOTEL BAD MOOS

Located in the middle of the world heritage site of the Dolomites, Bad Moos poses as the perfect position for an extensive range of summer and winter activities. Go horseriding, learn cross-country skiing, hike up to the peaks of the Dolomites or take the cable car. "We combine perfect service, health and activity with wellness, relaxation and spa offers so that your holiday doesn't leave a wish unfulfilled," Dr. Erwin Lanzinger, hotelier, explains.

A rarity is the hotel's own 300-year-old sulphur spring which is known for helping with skin and joint conditions. 2,000 square metres of wellness and spa offers await you: explore one of the many different saunas,

dive into one of the in- and outdoor pools, get a sulphur water bath, try a hay bath, book a massage or a facial treatment. "We are a hotel for those who want to do more

for themselves," Dr. Lanzinger adds.

With a special love for detail, 62 rooms impress with their cosy, traditional ambience and panoramic views over the mountains. Wooden features and a modern country style add to the homely atmosphere while the hotel's restaurant excites with a mix of international and seasonal South Tyrolean delicacies.

www.badmoos.it/en



A personal affair

For over 20 years, Relais-Chalet Wilhelmy hoteliers Stefanie and Johannes Ziegelbauer have been personally taking care of their guests, turning a trip to lake Tegnsee into an unforgettable Bavarian experience.

TEXT: TINA AWTANI | PHOTOS: PRESS IMAGES

Completely renovated in 2014, the Relais-Chalet Wilhelmy boutique hotel in the spa town of Bad Wiessee, famous for its iodine sulphur springs, offers contemporary Bavarian charm, an outstanding cuisine, irresistible wellness facilities and a gorgeous garden. Just a few steps away from the beautiful lake Tegernsee, the hotel features 19 feng shui rooms, with the spectacular new luxury suites in the Alpine Chalet being the top of the range. Culinary needs are catered for by the landlord himself. Johannes Ziegelbauer prepares light French style cuisine, using fresh local produce such as lake Tegernsee char or trout. The food is best flushed down with a good drop from the hotel's Weinerei or the Brennerei – both are lit-

erally full of good spirits. Also spirit lifting is the Spa Oasis, offering thermium, sauna, steam bath with mood lighting and more. A wide range of beauty and wellness treatments is available, with the Wilhelmy's special and relax massages being an insider tip.

The Relais-Chalet Wilhelmy boutique hotel is well suited for special family celebrations or corporate events with a personal touch. "Our place is a little bijoux, where one can relax and recuperate. Due to the intimate size, each guest is treated and pampered individually. Every guest feels valued and we personally make sure that absolutely nothing is left to be desired," Stefanie Ziegelbauer says.

www.relais-chalet.com



The five castles of Lake Thun

Like pearls on a string, but each with a truly individual charm, five magnificent castles line the shore of Lake Thun: Hünegg, Oberhofen, Schadau, Spiez and Thun shine in full splendour against a breathtaking mountain backdrop.

TEXT: TINA AWTANI | PHOTOS: THUNERSEESCHLÖSSER

Hünegg was created 1861-1863 in the French Loire Valley style and features beautiful interiors from this era. Schadau castle is famous for exquisite culinary experiences, while Thun proudly features one of Europe's best-preserved representative medieval halls, the Knights' Hall. All castles including Spiez and Oberhofen offer an array

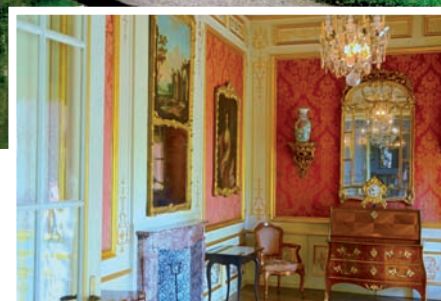
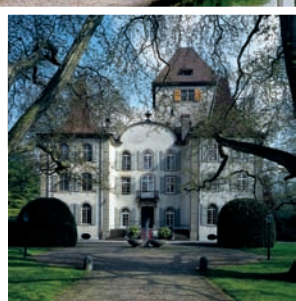
of exciting exhibitions and cultural events. "The castles are spread over a distance of 20 kilometres, directly on Lake Thun. While the castles Schadau and Thun are located in central Thun, Spiez castle is 15 minutes away from Thun on the left side of the lake. The castles Hünegg and Oberhofen are 10 minutes away from Thun on the right hand

side of the lake," explains Ariane Klein, marketing and event manager at Schadau castle. Five castles, each with its very own personality are connected by one of Switzerland's most beautiful lakes. This is unique in the world. We warmly welcome people to discover the beauty of our castles and experience the most diverse cultural events," Klein says.

Absolutely ideal as event locations, the castles are best explored all at once. With fabulous views, magnificent gardens and culinary treasures on offer, visitors of all age groups are instantly charmed by the five gems on the lake.

www.thunerseeschloesser.ch





Jegenstorf castle A gem in the Swiss palace landscape

On the outskirts of Bern and easily accessible by public transport lies Jegenstorf castle, a fine example of Swiss palace culture, featuring a blend of medieval and baroque architecture as well as a remarkable antique stove selection.

TEXT: TINA AWTANI | PHOTOS: JEGENSTORF CASTLE FOUNDATION

Dating back to 1100, Jegenstorf castle offers a unique mix of medieval and baroque elements. Inspired by European fashion at that time, in the early 18th century Albrecht Friedrich von Erlach transformed the rustic and typical medieval castle into a stately home of baroque splendour including a gorgeous garden. One of the most famous residents was Ethiopian Emperor Haile Selassie, who resided in Jegenstorf castle during an official state visit to Switzerland in 1954. Today the beautiful castle is renowned for its fine interior: A magnificent collection that reflects Bernese living culture from the 17th-19th century. "Special attention is to be given to

the 14 amazing tiled stoves from the Baroque era. Thanks to these Jegenstorf castle has become famous far beyond the Bernese border. Truly fascinating is the so called Frisching Stove, crowned with ceramic vases and beautifully painted with colourful flower bouquets," Murielle Schlup, curator at Jegenstorf castle, explains. "But we also have a rather unusual model. The Wooden Stove is not made to be set on fire. Instead, the unique example of Bernese craftsmanship was made in 1746 as a most fascinating writing desk," Schlup adds. But there is more to be discovered. "An absolute highlight is the beautifully detailed bureau by famous cab-

inet maker Christopf Hopfengärtner," the curator proudly says.

On the outside lavish grounds are also home to countless old fruit trees and the oldest plane trees in the entire canton of Bern. In the "Galerie im alten Pferdestall" [gallery in the old horse stables], various art exhibitions are scheduled throughout the summer. A stroll through the museum, followed by a nice walk through the lavish grounds and a pit-stop at the castle's very own café with home-made apple champagne on the menu makes Jegenstorf castle a perfect day-trip destination.

Also perfectly suited as a private and corporate event location, Jegenstorf castle inaugurates the 2015 season with a big children's party on 9 May.

www.schloss-jegenstorf.ch



Attraction
of the Month
Germany

Elvis Presley's European Home

Bad Nauheim in the Wetteraukreis district of Germany's Hesse state poses as the perfect spa city with its spacious parks and impressive nature. The ideal place to bring body, mind and soul into harmony, the city offers a wide range of touristic offers while also being the European home of none other than Elvis Presley.

TEXT: NANE STEINHOFF | PHOTOS: BAD NAUHEIM STADTMARKETING UND TOURISMUS GMBH / HILTRUD HOELZINGER

"Bad Nauheim is always worth a visit. Here one can relax and recover, as well as explore and experience," Ina Kühlmeyer, from Bad Nauheim Stadtmaking und Tourismus GmbH, says. The city constitutes variety – there is something to suit every taste. Stroll along one of the extensive parks with its beautiful lakes or explore the Sprudelhof which is Europe's biggest enclosed Jugendstil ensemble. Or why not gaze at impressive roses in the oldest rose village of Germany, Steinfurth? Since Elvis Presley lived here for two years during his army days, Bad Nauheim is also the place to follow Elvis's footsteps. Visit the castle gate where the picture of the record cover for *A Big Hunk O' Love* was taken or the Elvis-Stele, a place of pilgrimage for fans who want to put down flowers and messages written in all the languages of the world.

Visitors can look forward to an extensive range of shopping opportunities and indulge in regional or international culinary highlights. Try the '6 Richtigen' which describe pressed apple wines from six different meadows of the city's surroundings. Topical guided city tours or costumed adventure excursions are yet another highlight for tourists to learn more about the city's history.

Due to its long tradition of salvation and cure usage, Bad Nauheim calls itself the city of health. 1835 saw the opening of the first saltwater spa and prominent guests such as Empress Sisi came here for health cure treatments. "Today we are a spa and Kneipp rehabilitation centre. We are also a top medical location because of an ideal network of medical competences and di-

agnostic and therapeutic facilities. Health is a tradition here," Ina Kühlmeyer adds. People seeking to relax and do something for their health can use the medical springs as a liquid cleanse, as a bath or to inhale one of the five preserved *Gradierbauten*. Visitors who seek to visit Bad Nauheim in 2015, can expect the Steinfurther Rosentage in June, the 14th European Elvis Festival in August or the 10th Jugendstil Festival in September.

www.bad-nauheim.com

Main image:
The 'Sprudelhof'. Photo: Hiltrud Hoelzinger

Top: Elvis Festival

Above: Jugendstil Festival fashion show

Below: The historic Kurpark





Where the sun shines

Top
Destination
of the Month
Usedom

Usedom Island has it all. An unparalleled choice of leisure activities, culinary highlights for all tastes, 42 kilometres of fine white sandy beach and 2,000 hours of sunshine per year. The sunniest island in Germany with the geographic position of 53° 56' N, 14° 5' O, is nestled in the Baltic's Sea Pommeranian Bay and truly blessed by nature.

TEXT: TINA AWTANI | PHOTOS: USEDOM TOURISMUS GMBH

Partly German and partly Polish, Usedom has a colourful history; it even briefly belonged to Sweden in 1648. Fishing was the main source of income for residents until the imperial seaside resort project changed the island's faith. During the 19th century, wealthy people from nearby Berlin discovered the recreational appeal of seaside resorts. The sea air proved to be ideal for people with respiratory issues. Emperor Wilhelm II was a vivid fan and until today the "three imperial bath" villages of Bansin, Heringsdorf and Ahlbeck shine in full

splendour with perfectly renovated villas and impressive summer residences.

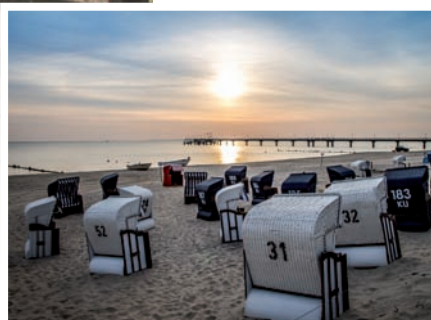
The Promenade of the "three imperial bath" villages is considered one of Europe's longest and most attractive. Lining the white beaches and flanked by splendid villas with large columns, verandas, turrets and carved wooden balconies, the promenade does not make only an architecture savvy person's heart beat a little faster. Five historic piers stretch out into the Baltic sea, the oldest dates back to 1882 and invite for

lunch. The beauty of local nature is captivating, the force of the elements noticable with all senses. Usedom's extensive nature reservoir attracts not only human fans but is home to more than 280 bird species such as the magnificent extremely rare white-tailed sea eagle.

Discover more of the island

"Walking or jogging along the endless beach and feeling the fine sand under the





feet is priceless. Just like spending the day in one of our famous Strandkörbe, shielded from the wind, while watching the piers. Those who prefer a more active holiday, can give it a swing on our golf courses in Balm and Korswandt, or discover the island by bike, following our 200 kilometres of dedicated cycling tracks," Dörthe Hausmann, CEO at Usedom Tourism. The island is ideal for different travellers. Families with children have no problem keeping the kids on the rails. Those in pursuit of solitude easily find a perfect spot, and others who love culture find a rich programme scheduled throughout the year, including the Literature Days, plenty of arts and crafts events, first class theatre performances and the annual Usedom Music Festival in autumn. The island's event calendar guarantees excellent entertainment.

The Grand Schlemm

You may have just missed the fabulous her-ring weeks, but given the seaside location, fish especially is as good as it gets here all year round. Fresh off the cutter, the bounty goes straight to one of the great restaurants. "Enjoying the evening on a terrace with an excellent menu created by one of the island's top chefs belongs to the Usedom lifestyle just as waves to the sea. Culinary highlights such as the Grand Schlemm or Usedomer Tapas are unbeatable, and so is the new Pommeranian cuisine, which derives from the aristocratic cuisine around the turn of the century," Hausmann explains. Apart from the five star gourmet menus, simple pleasures are plentiful on Usedom. For some, a crisp white roll with fresh rollmops is heaven on a paper plate.

Where Europe is reality and nature rules

Spread over two countries, a trip to Usedom can be surprisingly international. "Our Europa-Promenade connects the "three imperial bath" villages with Swinemünde on the Polish part of the island. The towns complement each other perfectly and a formal checkpoint has long gone. Our guests literally explore Europe by strolling through the Lenné-Park in Swinemünde, which has been recreated according to original sketches, or along the Polish promenade," Hausmann says.



"For me, Usedom is an island that perfectly complements the endlessness of the sea with its quiet rural corners, inviting garden cafes and small art galleries. The unique landscape with many lakes always offers new perspectives. 2,000 hours of sunshine per year are perfect to find inner peace and recharge the batteries while watching the boats dancing on the glistening waves or the wind playing with the reeds in the nature reservoir," she concludes.

The 2015 season bears a special treat for visitors: The new Erlebnispass for active holiday makers includes 60 exciting discount and freebie vouchers accepted at 37 touristic highlights, as well as five vouchers for bike hire from UsedomRad.

www.usedom.de

Main image:
Ahlbeck pier

Opposite page bottom:
Zempin harbour

This page, left:
"Strandkörbe" near Ahlbeck pier
Bansin concert shell
Bansin pier

Below:
House with thatched roof. Photo: Lieper Winkel (left)
Mill, Benz (right)

Bottom:
Typical bath architecture (left)
Photo: Lieper Winkel (right)





YachtWelt Weiße Wiek

A full service concept

Searching for a calm repose sheltered from the wind? Looking for full service for you and your boat? The five-star rated YachtWelt Weiße Wiek is more than just a marina: whether you want to buy a luxurious boat, rent a houseboat or one of the 350 berths, indulge in delicious food or join relaxing yoga classes, your stay is sure to meet all your needs.

TEXT: NANE STEINHOFF | PHOTOS: YACHTWELT WEISSE WIEK

A real paradise for well-being and relaxation, the YachtWelt Weiße Wiek offers the perfect atmosphere for relaxing hours on your yacht or a glass of champagne in the on-site bistro Tavolo. "I don't think there's a better feeling than sitting on our terrace in the morning with a cup of our tasty espresso and a newspaper while gazing at the calm harbour – it is the small things that matter most," Andreas Hundsdörfer, operating manager, says.

Ideally located on the coast of the Baltic Sea in Boltenhagen near a relaxing natural reserve with close proximity to other yachting hotspots and Scandinavia, the YachtWelt Weiße Wiek has an orientation towards the South – something rare on the German Baltic Sea coast. Being warmer than most locations, the marina is also sheltered from the wind. "What makes us stand out is our young age – we opened in 2008 – with our new and modern facilities

from jetties and our own slipway to the sanitary facilities. Furthermore, at least one of our well-trained employees is always available to our customers. We're there to help," Andreas Hundsdörfer adds. Ensuring that customers don't need to worry about a thing during their vacations, one of the most modern marinas in Germany impresses with its special full service concept.





Space for the big ships

1,300 square metres not only offer space for small boats – ships with a length of 60 metres can stop at one of the 350 berths. Special boxes for catamarans and a rare draught of 4.50 metres are offered. The outside area comprises 10,000 square metres and the YachtWelt Weiße Wiek also stores yachts with standing masts – scarce in Germany. The winter storage halls ensure a safe and dry location during the cold months, offering 2,400 square metres of temperate space. “Customers can leave their boats with us in autumn without having any doubts. We take care of every little

detail so that our customers don’t need to – we guarantee full service which includes repairing, cleaning, painting or other technical services. Simply come back in spring and your boat will be waiting for your next boating adventure at the same berth you left it behind in autumn,” Andreas Hundsdörfer says. Other services and facilities offered are a dedicated VIP area, a bistro with “the best French croissants”, shopping opportunities, an information centre, houseboat rentals, W-lan, its own beach, bicycle hire and more. At the nearby TUI Hotels Iberotel and Dorfhof, a spa area, several restaurants and leisure-time activities are available to marina customers. On-site services include engine maintenance, boat building works, an overall premium technical support. A team of 21 employees leaves no wish unfulfilled – ensuring one feels most comfortable at the marina.

“We also sell premium brand ships in our yacht sales department,” Andreas Hundsdörfer says. Whether you aim for a large catamaran, special fishing boats or yachts from famous Italian or French brands, the YachtWelt Weiße Wiek’s high-quality yacht shop and other sales offices in Hamburg and at the Trave are sure to fulfil all your dreams. Offering premium brands, such as Fountaine Pajot, Austin Parker and Bénéteau, you can also find other new boats or upscale preowned boats. The office in Hamburg even seeks to establish a headhunting agency for the water sports sector, as well as to expand their consulting serv-

ices for the same sector in the future. Unusual for a marina, the YachtWelt Weiße Wiek also comprises its own stage and a full event calendar for 2015. Try a yoga class on the water, jazz music events, a whole ox barbeque or experience the 2015 J24 world championship. The YachtWelt Weiße Wiek has a perfect regatta location directly on its doorstep. In addition, hotel accommodation, an event stage, parking spaces for trailers are available and the conditions are perfect for small- and medium-size boats.

“We constantly try to aim for further site development. Especially the water sports sector is always developing and we try to do that as well. The industry is changing and the trend is now leading towards motor yachts and luxurious sailing boats. This is the future and with our full service concept we are geared to meet the needs of this particular clientele,” Andreas Hundsdörfer concludes. Having received the Blue Star Certificate in 2015, you can be sure that enjoyment has the highest priority at the five-star YachtWelt Weiße Wiek.

www.yachtwelt.de

Opposite page, main image:
YachtWelt Weiße Wiek

Opposite page, bottom:
Yoga on the water with trainer Susann Schramm. (right)

This page left: Aerial view of the marina.

The bistro TAVOLO emphasises enjoyment and indulgence – and always with a view on the YachtWelt Weiße Wiek.

Austin Parker 64 FLYER S

Below: Fountaine Pajot Ipanema 58: the yacht sales department sells premium brand ships.





Left: Andreas Ottensammer
© Lars Borges / Mercury Classics

Below: Kian Soltani Image Two
© Juventino Mateo

Opposite page top: Olga Neuwirt
© Harald Hoffmann.com

Opposite page bottom: Thomas Larcher
© Richard Haughton

Austria's contemporary classical superstars of note

Austria has been synonymous with classical music for centuries. The legacy of Strauss, Mozart and Schubert has endured to contemporary times with incredible modern musical artists continuing to place Austria at the forefront of classical music. As the world turns its attention to Vienna for the 60th Eurovision song contest, we cast our spotlight on four contemporary Austrian musicians who are recognised internationally as classical virtuosos of our time: Andreas Ottensammer, Kian Soltani, Olga Neuwirth and Thomas Larcher.

TEXT: HELEN CULLEN

ANDREAS OTTENSAMMER, the principle clarinetist with the Berliner Philharmoniker, has captured audiences and critics alike with the singular beauty of tone that he coaxes from the instrument. Ottensammer began by studying cello in Vienna before changing to the clarinet in 2003. "I finally chose to stick with the clarinet as it seemed the most natural and flexible to express myself," he explains. "I love the dark, warm sound of it and the versatility of this instrument." Ottensammer has received numerous awards in prestigious international competitions and performs as a soloist and chamber musician throughout the world. He also founded a clarinet trio *The Clarinotts* with his father Ernst and brother Daniel, both solo clarinetists in the orches-

tra of the Vienna State Opera and the Vienna Philharmonic. "I was born into a musical family," he reveals. "Music has been present from the first day of my life and is very natural to me. I couldn't live without it." In 2013, Ottensammer released his first album, *Portraits – The Clarinet Album*, featuring concertos by Copland, Spohr and Cimarosa, to great acclaim. His second al-



bum of works by Brahms was released this month. For details of Ottensammer's upcoming European tour, visit www.andrea-sottensamer.com

KIAN SOLTANI, the 22-year-old Persian-Austrian cello virtuoso, is quickly establishing an international reputation as one of the new generation's most prodigious young concert artists. Praised for his technical mastery and profound, mature conviction, he won first prize at 2013's International Paulo Cello Competition in Helsinki – his latest in series of high profile awards. Aged only twelve, he was accepted into the class of Ivan Monighetti at the Basle Music Academy. He now attends the Kronberg Academy Master to aspire to an even higher level of excellence. "What I love about creating your own music is constantly discovering new things," he explains. "You find the limits of yourself and expand them." As the current awardee of the Mozart Gesellschaft Dortmund, Soltani will be playing at the Konzerthaus Dortmund and at the Philharmonie in Cologne. He also regularly serves as principal cellist with the West-Eastern Divan Orchestra project, under Maestro Daniel Barenboim. They will perform Beethoven's Triple Concerto on an international tour this year. Visit www.kian-soltani.com for upcoming performances.

OLGA NEUWIRTH first burst onto the international scene in 1991, at the age of 22, when two of her mini-operas were performed at the Vienna Festival. Her multi-layered and sensory works have been presented worldwide ever since as audiences rush to experience her unique blend of electronic, orchestral and visual creations. With Nobel Prize winning novelist Elfriede Jelinek she has created two radio plays and three operas. Amongst her myriad accomplishments, her opera *Lost Highway*, based on the film by David Lynch, won a South Bank Show Award for the production presented by the English National Opera. Neuwirth also holds the honour of being the first woman to receive the Grand Austrian State Prize for music. "Playing means, at least for me, getting lost in a musical-mechanical space," she explains. "Composing, on the other hand, is getting lost in

brain-space." Neuwirth has recently completed film scores for two silent films, and is working on a major new project for the Ensemble Intercontemporain and a new work for the Vienna Philharmonic Orchestra. Full details on Neuwirth's projects and performances are available at www.olganuwirth.com

THOMAS LARCHER is widely celebrated as one of the most interesting compositional voices at work today. His early works focused on the tonal qualities of the piano before he moved beyond his origins as a pianist to compose a series of string quartets, solo concertos and works for the human voice. "I try to create intense, enlightening and comforting music," he explains. "I want

my music to be something with which people like to engage themselves, which they can love, to which they want to return." Larcher was recognized with the British Composer Awards' International Category Award in 2012. He is currently composing several new pieces including a string quartet for the Belcea Quartet's 20th anniversary and a Concerto for the Vienna Philharmonic Orchestra. His recordings have been awarded several international prizes; his latest album, *What becomes*, was released by Harmonia Mundi in 2014. The world premiere of his new work for baritone and orchestra will be performed in Amsterdam on 11 April. For information on this and Larcher's other works, please visit www.thomas-larcher.com.





Main image:
Vienna Stadthalle.
Photo: WienTourismus/Christian Stemper
Above: Last year's winner Conchita Wurst.
Photo: Thomas Hanses (EBU)

Vienna to host the 60th Eurovision Song Contest

The sensational victory of Vienna last year at the Eurovision Song Contest in Copenhagen left not only a lasting memory for the audience but also offered many surprises. Conchita Wurst, alias Tom Neuirth, took the glory for Austria with the song "Rise like a Phoenix".

TEXT: DARIA KOCHER

Austria's first winner in the Eurovision history was the late Udo Juergens 1966, who wowed voters with his co-composed song "Merci Chérie". Conchita Wurst as second winner, a little bit surprising, as she barely reached the place for the final show, shone in the final with her song "Rise like a Phoenix" and gained the audience's attention. Thus Austria is getting ready for the semi-finals and the final show joined by all of Europe which will take place in Vienna's city hall on 23 May 2015.

As in every year the show will be aired live in front of a some 180 million audience. Fans from all participating countries will travel to Austria's idyllic capital to support their country and help the contest to become one of the year's global event highlights. Vienna and broadcaster ORF are in full swing with regard to the preparations. Hosted by a trio of well-known Austrian personalities plus Conchita Wurst herself, the show will put Vienna in the international spotlight. The motto of the 2015 Eu-

rovision Song Contest is "Building Bridges" and 39 countries have confirmed their intention to take part.

Interestingly, the UK's very first Eurovision triumph happened almost 50 years ago – also in Vienna. So hopes are high that history may repeat itself this year for the Brits. In 1967 Sandie Shaw won over voters with the song "Puppet on a String". As a member of the "Big Five", the UK automatically qualified for a place in the final on 23 May. This year's contender for the UK is ElectroVelvet with the song "I'm Still in Love with You". And with the other nations sending some great artists to Vienna, competition will be stiff. May the best song win!

KAI10 | ARTHENA FOUNDATION

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Charlotte Posenenske
Christine Rusche
Tatiana Trouvé

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Opening: April 10, 7pm

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III.: Charlotte Posenenske, Vierkantrohre Serie D, 1967–2008
Courtesy Estate Charlotte Posenenske and Mehdi Chouakri, Berlin
Photo: Jan Windszus, Berlin



Special Theme
**Adventure
 World**
 Austria

A resort of another dimension

Modernity and innovation meet tradition, regionality meets internationality and activity meets relaxation – the four star superior resort hotel TAUERN SPA with a thermal water spring in Kaprun near Austria’s Salzburg impresses with a comprehensive range of offers from wellness and relaxation programmes to sweat-inducing activities.

TEXT: NANE STEINHOFF | PHOTOS: TAUERN SPA

“We are more than the usual classical hotel; we are a resort of another dimension,” Karl Berghammer, general manager, says. Established in 2010, TAUERN SPA, a resort of VAMED Vitality World, seeks to impress its guests with a glassy and modern, semicircular façade which reveals spectacular views of the mountains from every perspective of the hotel and its 160 luxurious rooms. An interior design based on traditional Austrian elements, such as wooden features, caters for a special cosiness. Being located in the middle of a beautiful valley with close proximity to a glacier, the hotel poses as the perfect place for exploring the nearby mountains. “Many visitors come here because of the many possibilities to get active. There is no sport which isn’t possible here,” Karl Berghammer smiles. Whether you opt to play golf in summer, hike the mountains

or seek to go skiing, the beautiful nature will please every activity holiday lover.

“We bank on constant development and offer highest quality, the most comprehensive offer for our guests and an exciting combination: After an active day in nature, you can enjoy our wellness and spa area,” Karl Berghammer says. Eleven indoor and outdoor pools over 20,000 square metres present water in its multifaceted ways: pleasantly warm or refreshingly cool, as a bubbling massage, on a rushing slide or health-giving, enriched with salt. Take a step back in the relaxpool with grotto or in the high pool with waterfall. Get active in the outdoor sports pool or visit the impressive skyline pool on the resort’s third floor. Water slides, a cinema, a karaoke room and a kindergarten also make the TAUERN SPA



a popular destination for families. Relax in the spacious sauna village in the Finnish sauna, the salt laconium, in the garden’s infusion sauna or in one of the panoramic saunas. Calm down in the ‘Mountain Idyll’ steam bath or book an “Alpienne” back massage, a full body peeling or one of the many facial treatments. After an eventful day, the hotel’s five restaurants and bars will surely impress your taste buds with Austrian regional delicacies, which are combined with international specialities.

www.tauernspakaprun.com/en

Main image: Photo: Nikolaus Faistauer Photography

Right: Photos: Rupert Steiner

Below: Photo: Alexander Maria Lohmann





Burgruine Aggstein

3642 Aggsbach Dorf | Austria | www.ruineaggstein.at

Alwaves an adventure!

Wave – Tyrol’s biggest adventure pool

The Wave offers swimming fun for the whole family: Whether it’s the adventure pool, Isla Sola, Roman Sauna, mini-club or L2, the first double-loop water slide in the world – this is holiday at it’s best.

TEXT: TINA AWTANI | PHOTOS: WÖRGLER WATER WORLD

Every year, L2, the first double-loop water slide in the world, attracts hundreds of thousands of adrenaline fans to the Wave in Wörgl, the most beautiful and biggest adventure pool in Tyrol. With an extensive outdoor area, a water slide, a tyre slide, a family flume, an adventure pool and the 25 m sports pool suitable for competitions, the Wave scores points among all water rats. And all this with a generous relax bonus: a 2,000 square-metre sauna landscape including one of Europe’s largest sauna rooms and up to 14 sauna ceremonies every day. Enjoy floating relaxation in Tyrol’s largest concentrated sole bath, Isla Sola, enriched with salt from the Dead Sea. The

Wave also offers water fans champagne massage jets, indoor & outdoor lagoons, the newly opened La Piazza restaurant and much more.

All parents can take advantage of the free child supervision service offered by the Wave animation team – the numerous little and big attractions of the Wave ensure shining children’s eyes every time.

The spacious outdoor area with an outdoor pool, sunbathing areas, volleyball courts, ping-pong and much more offers sunbathing deluxe!

www.woerglerwasserwelt.at

www.facebook.com/woerglerwasserwelt



Top: Come rain or shine, Wave is fun all the time.
Middle: Relax in Tyrol’s most beautiful sauna on 2,000 sqm.
Bottom: Extreme sliding: L2 at the Wave in Wörgl.

The silver mines of Schwaz – once Europe’s source of fortune

Formerly Europe’s most significant treasure chest, the historic Schwaz silver and copper mines near Innsbruck are attracting thrill seekers and mining fans from all over the world.

TEXT: TINA AWTANI | PHOTOS: PRESS IMAGES

A train ride down in the Tyrolean Falkenstein mining area, a mere 800 metres below the earth’s surface, brings visitors right into the heart of the heyday of medieval treasure hunting. Over 7,000 miners used to toil in the narrow tunnels under extreme working conditions. Around 1500, over 85% of the world’s silver supply came from mines in the Schwaz and Vienna areas.

The miners from Schwaz were famous for their unparalleled expertise. Their sophisticated know-how led to a revolutionary new mining technology. The so-called “Schwazer Wasserkunst” (water wheel) re-

placed 600 human water carriers, allowing digging even deeper and more safely into the earth’s body. The silver from Schwaz brought great fortune to the House of Hab-

sburg and its Emperors Maximilian I and Karl V. The vast wealth required a reliable and easy to use currency, thus in 1486 the valuable “Taler” was born in Schwaz. For many years to come the Taler was used all over Europe as a reliable and stable payment method.

Since the 1990s the mines have been open to the public. The 90 minute train ride is a unique journey of discovery and brings history alive. Featuring a constant 12 degrees, the dark and humid labyrinth of tunnels is certainly an adventure not to be missed.

www.silberbergwerk.at



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Celebrating 450 year of equestrian perfection

This year Vienna's Spanish Riding School celebrates its 450th anniversary with additional spellbinding performances.

TEXT: TINA AWTANI | PHOTOS: SPANISH RIDING SCHOOL

The Spanish Riding School is the oldest riding academy in the world, and there couldn't be a more spectacular setting for the performances than the baroque hall in the Hofburg Palace in Vienna's elegant first district. Considered the epitome of the high school of classical horsemanship, the Spanish Riding School has become a global icon of Austrian culture.

When the world-famous white Lipizzaner stallions enter the arena, the audience falls silent and a magical journey begins. Like prima ballerinas, the stallions of Spanish and Arab descent move effortlessly and in total harmony with their riders to the sound of classical Viennese music.

Perfectly symmetric quadrilles, immaculate pirouettes, caprioles, courbettes and levades bear witness to over a decade of disciplined training. Considered endangered animals, the graceful horses are responsibly bred in the Federal Stud of Piber. Born with a black

coat and turning white with age, only the finest stallions are selected to become part of the Spanish Riding School squad.

Commemorating its beginning in 1565, the Spanish Riding School added special extra performances to its regular schedule this summer. From 25 to 27 June, al fresco gala performances will take place on the Heldenplatz, followed by the traditional Fête Impériale, Austria's most distinguished summer ball social event. In addition, the Royal Andalusian School of Equestrian Art Foundation from Spanish Jerez will star as guest performers to celebrate 450 years of equestrian perfection.

www.srs.at

Below: Photo: Stefan Seelig (left); Photos: Michael Rzepa (middle & right)



Discover the magic of garnets

The Granatium right in the heart of Carinthia is an extraordinary world of discovery dedicated to the garnet gem – often dubbed the “blood drops of the Nock mountains”.

TEXT: TINA AWTANI | PHOTOS: GRANATIUM

The history of garnets spans thousands of years. Known as the stone of love and passion, and available in endless shades of red, the fascinating gem has always had its very special place in the town of Radenthein. Here, the Granatium offers a unique experience and not only for gem stone aficionados. The large indoor exhibition leaves no question unanswered. Visitors are most welcome to touch, see and experience the different facets of the special Nock mountain treasures. A guided tour through the Bachsteinzimmer, the original Bohemian polisher's room, the Carinthian room or the treasure hall is just the start. A further stroll through Europe's only public garnet mine with its fabulous glistening lake deep under the earth's sur-

face is truly magical. Real pyrite and quartz veins running along the stone walls never fail to impress visitors of all age groups (with a constant chilly 8 degrees, it is always good to bring a jacket).

On the outside, hands-on is the motto in the Granatium's excavation grounds. Equipped with the right tools, bounty hunters can join the rush for the red gem. Professionally polished on demand, lucky finders are allowed to take their precious booty home as an unforgettable souvenir. More adventure is guaranteed in the beautiful garnet canyon, featuring a pendant bridge and a hidden GeoCache.

www.granatium.at



The tricky business of listening to music

TEXT & PHOTO: GREGOR KLEINKNECHT

Copyright law and music are uneasy bedfellows. In fact, there are probably few areas of the law where there is such a real disjoint between what is happening in everyday life and what is actually legally allowed.

A recent change in copyright law now permits personal copying of media for private use in limited circumstances; few people would have been aware that it was illegal in the first instance. We have all learned by now that pirate copying of content is a bad thing (and quite rightly so) but it may come as a surprise to many that, what might be regarded as "normal" music listening habits, constituted, until recently, infringing activities under copyright law.

As the law previously stood, "format shifting", which means transferring music, for example, from a CD to your MP3 player, was illegal, regardless of the fact that you paid for and owned the CD and moved the music across to your MP3 player only for the purpose of private listening. The same applied to moving an e-book or film from one device to another.

A narrow exception in copyright law now allows individuals to take copies of works that they have lawfully acquired on a permanent basis (i.e., that are personally owned and not borrowed) for private use on a non-commercial basis. It is now legal to copy music, books and videos across between devices or storage media. There are still restrictions: the exception does not ap-

ply to works that have been borrowed, rented or accessed by streaming (whether legally or not) and does not extend to computer programmes. It remains illegal to copy content in those circumstances. Neither does the exception allow you to share copies with friends or family, even in a private, domestic setting. While this change in the law is no doubt useful, it demonstrates the glacial speed with which the law is attempting to catch up with fundamental shifts in technology and media consumption habits since the current copyright laws came into force in 1988.

Despite the recent changes, there remain practical barriers to format shifting. DVDs and e-books, and less commonly also CDs, are protected by Technological Protection Measures (TPMs), also known as Digital Rights Management (DRM). These measures are intended to protect against piracy and it remains illegal to circumvent them, even if the TPMs prevent the now otherwise permissible private format shifting. There is a process which allows users to complain to the Secretary of State for Business, Innovation and Skills, via the Intellectual Property Office, if the application of a TPM prevents them from benefitting from one of the new copyright exceptions. Before doing so, users are required to contact the rights holder and try to agree a solution. It is difficult to imagine that this complex complaints process will be widely or successfully engaged. Procedures like this do not reflect the reality of how people use media in the digital age. They lack a

sense of reality and increase the risk that the public will simply flout the law.

Copyright reforms have some way to go yet but this example demonstrates that reconciling the interests of consumers and those of copyright owners remains a difficult balance to strike.



Gregor Kleinknecht LL.M. MCI Arb is a German Rechtsanwalt and English solicitor, and a partner at Hunters Solicitors, a leading law firm in Lincoln's Inn.

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Portrait: Lars Lindved

Inheritance – do you need a will?

Rules on tax and inheritance differ markedly across countries. To make a will is almost always a good idea – but check the applicable rules first.

TEXT: LARS LINDVED AND ROBERTH JOSEFSSON | PHOTO: NORDEA INTERNATIONAL PRIVATE BANKING

It is exciting to move to another country. New career opportunities, a new language, a different culture and new friends, a new school for your children and perhaps a better climate. You look into tax matters, but mostly because you want to know the effect on your wages and pension. The rest you deal with as you go along. But 'the rest' may include the most important issues: how to best provide for your immediate family – also in terms of taxation – when you are no longer there. Often, this issue is ignored because it can be discomfiting to consider what may happen when we are no longer alive. Yet these thoughts may be among the most important of your life.

So how should you go about it? Well, most importantly you should set the objectives of

your inheritance planning, addressing such questions as:

- Who should inherit and how much?
- Do I wish some beneficiaries to inherit specific items?
- Should the inheritance be subject to conditions, such as separated property for heirs or assets put into a trust?
- Would I like to leave some of my assets to charity?

Even if you do not have special wishes, it is always a good idea to make a will. A will can not only resolve issues such as those mentioned above, it can also save your heirs from having to make important decisions, like agreeing, in the absence of specific instructions, about what you might have wished. However, before making a will, you

should familiarise yourself with the principles of estate distribution, forced heirship rules and tax consequences.

The choice of jurisdiction can be crucial to the inheritance allocation. In the United Kingdom, for example, the entire estate can be freely allocated by will, i.e. there are no clear rules that safeguard an inheritance for children, spouses or other family members. In Spain, on the other hand, children are entitled to inherit at least two thirds of a parent's estate, while Swedish rules entitle children to only a quarter.

It is important to check all inheritance rules, even those concerning the formalities. Not only tax rates are important; of equal significance are how the rules work and their implications for family members and property, both in the country of residence and outside. In conclusion, it is important to look at the location of both heirs and property, and plan accordingly, because these can have a major impact on the outcome, both in terms of civil law estate division and taxation.

The new EU/EEA rules coming into force this summer will provide greater flexibility and simplify the choice of rules to apply, but they will also require more investigation into the effects of what an active selection of jurisdiction and rules will have.

Lars Lindved and Roberth Josefsson are both wealth planning specialists at Nordea International Private Banking (Luxembourg / Switzerland / Singapore).



Architectural firm schoch-tavli architekten – a fresh perspective on new homes

Since the inception of schoch-tavli architekten in Frauenfeld a mere five years ago, the team has been infusing the Swiss housing landscape with residential buildings and conversions that offer fresh perspectives. This goes for the use of space and the views from inside as much as outside.

TEXT: JULIKA HÜTHER | PHOTOS: SCHOCH TAVLI ARCHITEKTEN

Having worked together at Beat Consoni in St. Gall and at burkhalter sumi architekten in Zurich, Florian Schoch and Aret Tavli found common ground in their desire to create modern residential buildings with a holistic approach. The team's portfolio illustrates this approach perfectly, blending clients' requirements and ideas with their own, while always considering the immediate location of the building.

The conversion of an old washhouse and carriage shed into a modern family home in Märstetten in 2011 is just one example. Functionality and practicability have been completely changed to suit the requirements of a young family, but many of the

original features such as wooden beams and the traditional gable wall were retained and seamlessly integrated into the state-of-the-art interior design. Materials such as corrugated eternit panels cladding the facade and glass doors providing an additional light source prove that old structures can be revived without losing their charm.

Schoch-tavli's holistic approach is also apparent in their submission for a building project in Romanshorn, where the space formerly inhabited by a mansion was to be re-structured to reflect its surroundings and the development of town planning in the city. The team's solution was to create three unobtrusive seven-story residential struc-

tures whose facades would blend into and mirror the nature surrounding them. The motto "form follows energy" was central to their approach to the cubic structure and use and retention of energy through designing the floor plan to maximise daylight while keeping the overall space of glass and energy expenditure low.

The family home realised in Lutzenberg, which nestles on a slope looking down onto Lake Constance, makes use of the topographical location by superimposing inner and outer space. A recessed balcony on the entrance level and a gallery on the garden level blend the inside with the outside and provide glorious views of the lake. Likewise, the combination of concrete and wood is not only a nod towards the prevalent buildings in the region. The outer materials also feature on the inside, merging the two spaces into an integral whole.

www.schoch-tavli.ch

Main image & top left:
Lutzenberg project. Photos: Jürg Zürcher

Above: Sonnenfeld project (left)
Waschhaus. Photo: Heinz Unger (middle)
Florian Schoch & Aret Tavli (right). Photo:
Michael Schoch (right)

Aesthetic dentistry with a lounge atmosphere

Experienced, friendly, caring and patient-oriented – DDr. Claudia Forster and her medatelier in Vienna's Dornbach stand for aesthetics through quality, trust in competence and perfection from experience. Putting a special emphasis on the well-being of her patients, the doctor and her two colleagues guarantee that a visit to the dentist has never been more relaxing.

TEXT: NANE STEINHOFF | PHOTOS: MEDATELIER

Covering the entire spectrum of dentistry, the medatelier's special high-end aesthetics concept ranges from implants and braces, caps and dental bridges to child treatment, prophylaxis, bleaching, restoration and endodontic treatment. The medatelier impresses with a friendly team, individual patient support, a relaxed atmosphere, last-minute appointments, short waiting periods and transparency. "We distinguish ourselves from other practices because we take our time to extensively advise our patients and we consider

their individual needs. We also focus on close cooperation with other experienced specialists," DDr. Claudia Forster says.

Under the direction of DDr. Claudia Forster, the small team believes that health starts in the mouth so that the medatelier's special high-end aesthetics concept seeks to implement this guiding principle in everyone's lives. "I want to teach my patients that dental and gingival diseases negatively affect the whole body and that's why preventive measures are particularly impor-

tant. One of my most important goals is it that my patients enjoy coming and that above all, I can contribute to children gaining positive experiences at the dentist, that they like to brush their teeth and that they stay healthy – then I know that I have chosen the right profession," the doctor concludes.

www.medatelier.at

Below: DDr. Claudia Forster, owner of the medatelier



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Portrait: Hans-Werner Wurzel, president of the BDU.
Photo: © Simon Hallström / ICONIQ Studio GmbH

Digitalisation is rapidly evolving into a driving force for German business consultants

In 2014 the turnover for the consulting industry rose by 6.4 per cent to 25.2 billion euros – for 2015, the prognosis is looking just as good.

TEXT: BUNDESVERBAND DEUTSCHER UNTERNEHMENSBERATER (BDU) | TRANSLATION: EMMIE COLLINGE

Digitalisation and the associated changes that are taking place in the German economy and industry are having an ever-greater impact on the development of businesses within the consultancy branch. The turnover in 2014 was 6.4 per cent greater than the previous year. The original turnover expectations at the beginning of the year had stood at a more cautious 5.5 per cent. In total, the consultancy services generated a value of 25.2 billion euros in 2014 (2013: 23.7 billion euros). For 2015, estimates from the market are for a 7.4 per cent growth of the entire market. These are the central outcomes of the market study 'Facts & Figures on the consultancy market

2014/2015' [Facts & Figures zum Beratermarkt 2014/2015].

For the current year of 2015, business consultants are optimistic. Three quarters of the market are counting on a strong demand from their clients for consultancy services and expect an increase in turnover. Only every tenth consultancy company is expecting a drop in their turnover. Business consultancy firms with a turnover of 2.5 million to 5 million expect an average growth of 10 per cent. The prognosis for the large market players with a turnover of more than 45 million euros stands at 6.5 per cent. Consulting firms with a turnover of

just 250,000 have the least optimistic outlook: the share of the market with a positive turnover forecast is just 55 per cent here and consists of an average growth of 5.7 per cent. According to consultancy firms, three branches will form the important impulses for the industry's development in 2015: machine construction (prognosis 2015: +8.2%), financial services (prognosis 2015: +8.1%), as well as energy and water suppliers (prognosis 2015: +8%). In particular, financial services and energy providers will face great challenges. Banks and insurance companies have been stunned by digitalisation. With support from consultants, their core areas must quickly be adjusted and compensatory profits must be created in new segments. Energy suppliers are working intensively on new strategies and business models, which are intended to replace their old and increasingly eroded core business.

"The theme of digitalisation is evolving rapidly into a driver for growth for us consultants. We support our clients with the implementation of the necessary adjustments as well as recognising new opportunities and realising those," says Wurzel, the president of the BDU. For the consultants, their expertise and advice in their consultancy work is carried out at a higher intensity both strategically and organisationally. With regard to this, three quarters of the market are expecting an increase in the number of consultancies that develop their own digital labs or digital think tanks. Furthermore, 78 per cent of consultancy firms believe that cross-company cooperations will be increasingly created in the future for technologically orientated projects.



Experts in optimising sales processes

Located close to Düsseldorf, Business consultancy Eusera GmbH specialises in company optimisation and speeding up business success. Studies show that the success of a business is closely connected with the performance and the quality of the sales department. One of the biggest success drivers in Top Companies is the detailed definition of every step in the sales process. That includes checklists and training sequences. Offering top quality and confidential consulting for daily problems and challenges in a business context for over 20 years, Eusera GmbH has always emphasised three components for their consulting – knowledge, skill and mindset.

TEXT: NANE STEINHOFF | PHOTOS: EUSERA GMBH

“Sales and distribution are only profitable when all three success components interact,” Hans-Gerd Mazur, CEO and business coach of Eusera GmbH, explains. This notion goes hand-in-hand with the spe-

cialisation of the consulting firm. Having specialised in the optimisation of sales processes, Eusera GmbH seeks to significantly increase the turnover of their clients. “Our solutions are designed for client fo-

cus and durability. Thereby our concepts are theoretically grounded and successfully applicable practically for years. We give structure and therefore predictable successes to sales and distribution performance. Sales strategies and their implementation lead to new clients and new markets with unforeseen potentials. To find and enhance these is the main task of our consulting,” Hans-Gerd Mazur says. “We solve identified shortages with reasonableness. This means that we are educated in consulting (we are a member of the BDU – Bundesverband Deutscher Unternehmensberater BDU e.V.), in training as we are certified trainers and in coaching, so that we don’t focus on our perform-



ance, but always on the problem solving of our clients," he adds.

Offering more clients more profit and professional sales performance since 1992, Eusera GmbH has developed their own Five-Dimensions-Concept (USP) which helps them to examine the challenges and weak spots of a business to develop solutions applicable to the whole enterprise. The five dimensions of successful business management contain strategy advice, processes, organisation, performance and controlling. "We stand out because of our absolute willingness to achieve the goals. We stay until it works out, because we don't only conceptualise, but we also implement along-

side our clients," Hans-Gerd Mazur explains. The consultation professionals draw on a network of 80 experts for projects while also working with other academies, as well as the Dekra, the TÜV Süd and other certification bodies, institutes and various academies and universities. "Besides contributing our specialised expertise, we work together with experts from respective areas of various thematic focal points," Hans-Gerd Mazur says.

Further services offered by Eusera GmbH include the preparation and implementation of strategies, the optimisation of organisations, the improvement of processes, special leadership coachings for managers, interim management, various presentations, kickoff-meetings and workshops for the customers of their clients as a value-added service. Summarising their company's philosophy as "we grow when our clients grow", it becomes clear that Eusera GmbH pursues the same goal as their clients, so that they always see themselves as a 'department' of their clients during their projects. "This means that we work entrepreneurially and think in the interest of our client. In doing so, we are closely affiliated with the client so that he or she is always on top of things regarding the project," Hans-Gerd Mazur says. "Our trainings are field-tested and don't miss their effects and impacts," he adds. Client voices reveal that they regularly increase their sales and overall turnover often by 50 to 100 per cent as a result of Eusera GmbH's sales projects.



Putting a special emphasis on communicating their ideas through various new media channels, clients can even get tips on how to speed up their business's growth via Youtube tutorial. Or why not make use of a free online training for improving the sale conversion rate of your business? Clients can also learn about new selling techniques and sales psychology, about the best ways to achieve customer loyalty or how to win over new customers in these days. Owner and founder Hans-Gerd Mazur studied business sciences with a focus on marketing and sales. Being an author and co-author of numerous professional articles and book contributions, as well as a lecturer at different universities on the topics of management and leadership, his thematic priorities at Eusera GmbH are strategy development, as well as CEO coaching, and consultation. If your business needs some help with improving its sales processes or structures, simply "go on our website or please contact us for a free one hour strategy session to define a first action plan for more profit more quickly," he recommends.

www.eusera.de



Below: Hans-Gerd Mazur, CEO and business coach of Eusera GmbH (left)
Kerstin Mazur, manager of Eusera GmbH (right)





In a frenzy of change

Ambivalence management as a crucial factor for successful change management. “Change accompanies us throughout our entire life,” explains business consultant Tilman Peschke, founder of Peschke Consulting. The core question he asks is: “How can we reach the desired result?”

TEXT & PHOTO: PESCHKE CONSULTING | TRANSLATION: EMMIE COLLINGE

This applies equally to changes in our personal life too, such as the desire to quit smoking or to leave the office earlier to return home, as well as the wishes of the board to ensure that management and employees become more flexible and agile in

order to meet the demands of the market and future developments. In any case, understanding is the first step towards change. Nothing else. Many of us have experienced just how hard it is to alter our understanding and how easy it is to fail in the process. Often we begin by attempting to explain why success is yet to appear – or, as is the more common scenario, by blaming someone for this. Yourself, your boss or your colleagues. You search for the cause or the culprit. Be it the inner demon or the ever-present obstacle to change. Neither are helpful, doing little justice to our uniqueness as humans.

Instead, it's the insight and understanding that no matter what sort of change we're striving for, humans will naturally exhibit ambivalence with regard to the objectives of said change. For example, we're torn: one side really wants to leave work earlier in order to spend more quality time with family and friends, while the other values its work, boss or colleagues so much so that they endure conflicting loyalties if they do not stay in the office.

When it comes to developing an organisation, it's a similar scenario. Here, there are employees and management, who consider their current work invaluable and have worked doggedly with passion to get there. And naturally, there is another sort: those who thrive on the idea of obtaining more flexibility, and adopting more lively structures and processes. Typically this leads to a polarising 'either/or' style of thinking. And they don't immediately concur with each other. Or at least, that's how it appears to us initially. But this represents a deep misunderstanding. In both examples we can comprehend both sides' perspectives and experiences. The process of change brings with it such complexity within an organisation, as there are many varied aspects and needs which play important roles.

From a hypno-systematic point of view, change is about reaching a balance between these two alleged contradictions. A balance that signifies to all perspectives

that change is sensible, wise and that there's a necessary structuring process to be undertaken. It is only when the various needs of the relevant stakeholders can enter into this balance that the individual has the opportunity to see why advancement into the new is meaningful – rather than the belief that their earlier efforts are being devalued. However, this can only succeed in certain conditions, which first need to be sorted out with the other side in order to ensure a viable dynamic for change.

From the aforementioned reasons there's one decisive criteria for successful management of change: the consequent ambivalence – or rather multivalence – management, i.e., the ability of an organisation to organise and align the many varied needs and experiences of the affected parties so that a united process of change can be put into place.

According to Tilman Peschke, "alongside the multivalence management outlined above, many other aspects naturally play important roles in the process of change, such as the 'state' in which those conduct-

ing the change and those negotiating the change find themselves in while they're at work."

The founder of Peschke Consulting is 45 years old, married and lives in Fürth. He is a trainer at the Milton Erikson Institut Heidelberg and a DBVC coach. With his team of 10 consultants, each a specialist in management, change management and intercultural cooperation in the workplace in an international environment, he supports and accompanies managers with managerial and change questions. Alongside conventional management methods, they work primarily with the hypno-systematic concept of coaching and organisational development processes, as developed by Dr Gunther Schmidt. A balance of systematic consultation and the use of all available individual resources.

www.peschke-consulting.de

www.meihei.de

www.systemios.de

Portrait: Tilman Peschke





Portrait: Camelia Reinert-Buss

Advancing business values

Camelia Reinert-Buss' Management Coaching Muenster banks on a holistic approach when it comes to her management coaching and organisational development for German, Austrian and Romanian companies. Always seeking to activate resources and potential in the most effective way, her systemic coaching method aims to target new developments and changes of our time so that teams and leaders successfully master future challenges.

TEXT: NANE STEINHOFF | PHOTOS: CAMELIA REINERT-BUSS

"New tasks for managers mean that the nature of leadership must change," Camelia Reinert-Buss explains. According to her, the future will see more digitalisation, more diversity, internalisation and interculturality, more complexity and more people working from home. "Many companies, managers and HR departments often don't work on these challenges," Reiner-Buss says. Her coaching methods perfectly equip businesses and employees with the skills needed to master the future and the present. Coaching primarily small- and medium-size businesses, she helps to develop and motivate teams and individuals so that a collective goal is targeted. She also teaches how to make decisions, to find strategies, to man-

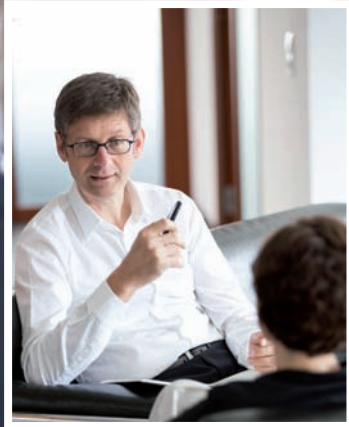
age conflicts or to strengthen communication.

Managers and teams can learn how to develop their organisation while implementing a leadership culture which is able to give structure, orientation and support. In a world filled with complexity, constant change and lots of stress, it becomes more important to focus. "This will only work out when you define who you are as a team or business, what you want to achieve and most of all, how you will achieve it," Reiner-Buss says. "Your success depends on the satisfaction of various groups such as customers, employees, or investors who communicate several expectations. Coaching teaches you to reflect on and analyse these

expectations so that you can develop strategies and act successfully," she adds. The training will teach managers to identify their leadership style, as well as to systematically reflect on the challenges and their own competencies, strengths, weaknesses, chances and risks in order to strategically deal with them.

As she is fluent in German and Romanian, her clients appreciate Camelia's friendly personality and her fast access to people. Her pragmatism and her result-orientated nature are exceptional and her own immigration background makes it easy for her to understand intercultural diversity. Extensive professional expertise in coaching and as a human resources manager is combined with working as a university lecturer and completing degrees in psychology, pedagogy and adult education. "Even as a little girl I wanted to detect what constitutes human beings and now I finally work with people, for people," Camelia Reinert-Buss concludes.

www.managementcoaching-muenster.de



Portrait: Hubert Hoelzl

Stronger managers - an individual and practical approach

Situated in Lindau am Bodensee, training and consulting company Hoelzl & Partner are your experts when it comes to international leadership development programmes in German or English, team trainings, conflict and organisational change consulting and highly individual and practical leadership coaching programmes.

TEXT: NANE STEINHOFF | PHOTOS: PATRICK WITTMANN

Putting a special emphasis on the maximum practical relevance of their training projects, Hoelzl & Partner seek to find an intelligent balance between the practical tools of the trade and personal development. "We exclusively work on topical questions from practice and not on constructed and artificial cases. Through a diverse range of exercises and group works, participants learn and internalise new tools and behaviour so that they already gain security and routine during the training. What is learned needs to be directly applicable in everyday life," explains Hubert Hoelzl, executive and management coach. Guided reflections, practical examples and coach input are also part of the learning experience.

Since 2003, a closely interconnected team of eight consultants, trainers and manage-

ment coaches, who all possess systemic consultant training and leadership or project heading experience of several years, realise high-quality training projects. "We can offer comprehensive qualification projects to our clients because of our professional project management and our well attuned team of trainers," Hubert Hoelzl says. What makes them stand out is their exceptionally entrepreneurial stance with its learning processes beyond the comfort zone. "We challenge managers in our coaching sessions to explicitly assume responsibility and leadership and we accompany them to explore their boundaries to make growth possible," he adds.

Putting a special emphasis on working in an international context, Hoelzl & Partner have established a new leadership pro-

gramme for high potentials in English to foster intercultural collaboration for employees and managers who are working in an international context. While always being direct, respectful and humorous, the trainers of Hoelzl & Partner produce tailor-made and lean learning processes for their clients, which are consequently orientated towards the individual training needs of the manager or the teams. "The personal learning success is of great substance when a person of high potential learns to fully exhaust their activity spectrum. This requires that these learning experiences are reflected straight to the point and get underpinned by field-tested management tools. We strengthen managers in their ability to guide employees communicatively and with a clear results orientation. We condense personal learning experience through individual and strengthening feedback," Hubert Hoelzl says.

www.fuehrungstrainer.net

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Portrait: Rainer Krumm, founder and CEO of 9 Levels Institute for Value Systems and author of 9 Levels of value Systems: A developmental model for personal growth and the evolution of teams and organisations



Success with a corporate culture – Live the values within your company

Everyone is talking about the concept of a corporate culture, and 94 per cent of managers consider it a crucial factor for success. But what does this term really mean? How does the culture differentiate between successful and less successful companies? How do we recognise opportunities and achieve change?

TEXT & PHOTO: 9LEVELS | TRANSLATION: EMMIE COLLINGE

Markets are changing. Customers' needs and requirements aren't what they were. The new generation is seeking a change in its working conditions. Advancements in technology and different political obligations mean that employees, departments and companies have to adjust and keep up. Often, people try to solve new problems with former solutions. And decision-makers frequently lack both a fundamental understanding of their own corporate culture, along with the knowledge of how to change it.

Common beliefs

Successful companies in particular only really begin to transform their corporate culture at the point where others have already stopped. It is insufficient for management to decide on values and strategies and to

simply pass these on to employees. Successful changes emerge from a strategically orientated agreement and operational implementation. Corporate cultures are composed of shared values, shared by both the part-time intern as well as the senior management team.

Based on Graves's model of human development and Rainer Krumm's years of experience in consulting and training, the '9 Levels for Value Systems' has been created. By consulting it, value systems held by individuals, groups and organisations can be measured, thereby calculating the extent to which the current values and attitudes suit that particular environment. An online survey determines the current state of the value system and where it should aim,

highlighting potential for changes that can be implemented.

What are the '9 Levels'?

The 9 Levels denote stages of development, and their corresponding value systems. With each level, the solution flutters between fitting in with the existing environment or altering the existing environment to suit you. The lowest level represents the classic fight for survival. The next level is characterised by patriarchal leadership structures and little division of labour – both are commonplace in tight family-run companies. The subsequent levels cover rules and processes right through to holistic principles – a concept that is still very rare in companies. The majority of companies within the German-speaking regions now have the task of raising themselves from level four to five, and from five to six. The 9 Levels provides an internationally-proven model that can overcome complex and new challenges.

www.9levels.com

Portrait: Helmut Martin

strives for personal development. Therefore it should come as no surprise that he started to attend seminars about personal growth at the age of twenty. Since those early days, Martin has come a long way and today he has comprehensive coaching training under his belt, including two full coaching courses. He says: "During my own process of personal development, I had the opportunity to gradually understand and integrate the layers of my personality. This process shaped the way I see humankind and its deeply rooted drive to fulfil its fullest potential so much that I simply had to coach. It has become my firm vision to support people and businesses in their process of unleashing their own potential."

Martin has specialised in leadership development at production level. He offers custom-made concepts for managers in medium-sized corporate structures. "This includes all levels of hierarchy and builds modularly on one another, with a long-term planning horizon," Martin explains further. Primary targets, which Martin helps to achieve, are to ensure a consistent comprehension of what leadership means, to support the client's personal growth and maturing as well as working on specific issues the participants outline from their work place. The success of Martin's work is proved by some simple statistics, which stand for themselves. One of Martin's ongoing projects with a company employing 1,100 people, resulted in a ten per cent increase of the employees' satisfaction with the leadership skills. "I am particularly happy for the managers, who integrated the impulses of the coaching sessions successfully," Martin enthuses. His passion and hard work is being rewarded this year, as he will be welcomed as a teaching coach at the biggest German coaching institute. At the age of only 39 Martin certainly has every reason to be very proud of it.

www.helmut-martin.com

Improving leadership culture through coaching

Würzburg-based leadership expert and coach Helmut Martin helps business executives to establish a coherent understanding of leadership and successfully guides their personal development and maturing process within their company.

TEXT: MARILENA STRACKE | PHOTO: PRESS IMAGE

A company's success is often directly dependent on the relationship between the leadership and the employees. In our fast paced world businesses have finally started

to take a closer look at how to nurture those relationships and hence improve their internal strategies to add value. Helmut Martin describes himself as someone who



Portrait: Brigitte Wolter

collected experience in change management and has become an expert in supervision and coaching in areas like visionary leadership and work-life-balance. Something that is important in her personal life as well: She lives in the countryside about 20 kilometres away from Wiesbaden and loves to combine coaching business with her private pleasures: gardening and taking long strolls – often enough with her partner and her two dogs.

Brigitte Wolter's clients are managers from all hierarchical levels working in rather different business fields like IT, the food sector or in marketing. She offers customized counselling according to the client's needs to guarantee a personal or professional development. Among the topics of brandinvest's coaching are self-management, communication training, job change or conflict management. Brigitte Wolter also helps others to find joy in work again.

"In our society we are on the brink of evolutionary developments, that will lead us from today's information society to a society based on interdisciplinary knowledge, awareness and wisdom," she says. Executive managers ought to be the architects of this new working world and have a special responsibility. Therefore, one focus of Brigitte Wolter's work lies in the development of leadership personalities. "The call for visionary leadership personalities becomes louder," says Wolter. Scientific studies have recently proved the importance of coaching, especially when it comes to the upper levels of management. This is why Brigitte Wolter educates others in coaching. Not only those who want to become coaches themselves, but also for managers who want to be prepared for the challenges of the new working world. A coach will be able to enhance others' performances and quality of life. Those training to become a coach will also improve their own skills and strengths.

www.brandinvest.com

Brandinvest Corporate Coaching

The growing importance of coaching

Brandinvest Corporate Coaching based in the Frankfurt area not only features a classic coaching approach, but also helps to find a work-life-balance for those busy in business. Above that brandinvest educates others on how to be a coach.

TEXT: JESSICA HOLZHAUSEN | PHOTO: PETER WOLF

"The importance of coaching competences is growing," says Brigitte Wolter, who founded the brand invest in 2003. Brigitte Wolter holds a PhD degree in agricultural science and has worked in management,

business and coaching for more than 25 years. She has a wide background reaching from work in the sales department to marketing and corporate communications – always in an international environment. She



Dr. Alexander Sasse (left) with the Concentro team.

Your specialist for managing crisis and transactions

Independent. Partner managed. Strong implementation skills: Primarily focussing on medium-sized companies from the industry, trade and service sectors, the consulting firm Concentro Management stands for reliable, customer-orientated and discreet consulting services and collectively developing solutions alongside their clients, especially when it comes to crisis prevention, crisis management, stabilisation and transactions.

TEXT: NANE STEINHOFF | PHOTOS: PETER DOERFEL

Located in Nuremberg, Munich, Leipzig and Stuttgart, Concentro has supervised over 500 projects in the areas of corporate finance, corporate development and restructuring. Extensively advising their clients on mergers & acquisitions issues while dealing with national and international financing partners and investors. Successful, distressed or insolvency, sell-side or buy-side – Concentro is your reliable partner when it comes to M&A transactions. In Concentro's second specialisation, restructuring, the consulting firm stands for high-quality liquidity management, restructuring concepts, restructuring realisation, stabilisation and – if necessary – interim-management. That they know how to manage a crisis is also useful for Concentro's customers in preventing a crisis. Whether a company needs a sustainable business model, help with

management control, organisational optimisation or accretion, Concentro is sure to help.

Concentro's close, confidential and transparent client orientation paid off. Since 2010, the consulting firm has been continuously found in the Top 10 M&A advisors for small- and medium-sized businesses; in 2013 and 2014, the company was in the Top 5 consultants in this field. Having gained the 'best executive consultant' seal in a survey of Statista and brand eins Wissen in 2014, Concentro relies on success through a broad network of investors and bankrollers. "We put a special emphasis on tailor-made consulting which is close to our clients," Dr. Alexander Sasse, partner at Concentro, explains. "Around 30 highly motivated employees and partners

are burning for the job and their clients," he adds. The foundation for Concentro was laid in 1990, and the company has a simple philosophy: "We always ask the relevant questions without leaving out taboo areas to correctly analyse every case. Only in that way do we find the best option for our customer and the necessary activities can be quickly and precisely implemented. What also makes us special is that a partner takes the responsibility for each project so that the boss is always by your side and that profound consultation expertise is combined with the partners' longstanding business experience," Dr. Alexander Sasse says. "Our consultancy services are solution-orientated and we want to accomplish more to exceed the expectations of our clients." Concentro seeks to be perceived for their core values – quality, professionalism, client orientation and strong implementation skills. "Our work is filled with passion. This plus leads to a distinct return and therefore to the long-term, economic success of our clients," Dr. Alexander Sasse concludes.

www.concentro.de

'Each transformation starts with ourselves'

Christine Moscho from Moscho Leadership Coaching impresses with a rare combination of management experience and excellent coaching skills. Commuting between England and Germany, her bilingual services in executive, team and consultant coaching offer leaders and their teams a platform for creating effective change processes.

TEXT: NANE STEINHOFF | PHOTO: ALIDA SCHARF

"Real leadership creates an environment in which people enthusiastically do their work and follow one goal as an entity. Each change starts with ourselves, only then can we lead others," Christine Moscho explains. After several years in strategic consulting the former industrial engineer increasingly struggled with some of the widely accepted economic paradigms. "It seemed that it was all about being faster and achieving more. This actually led to a lot of pressure and lower results," she says. That's why the coach founded Moscho Leadership Coaching in 2010. Since then she has been sup-

porting leaders and their teams in finding effective ways to lead through change and achieve sustainable results.

A recent poll suggests that German executives have improved their leadership abilities in the last years, yet indicating significant room for improvement. That's why Christine Moscho's offer is more important than ever. "The secret of a team's success is its team culture," Moscho adds. The coach enables leaders to create an atmosphere of security and inspiration for their employees to reach and exceed collective goals. "It's a special moment to see when

management teams, in which everyone individually worked for their own area, start to become a unit which follows one goal," Christine Moscho concludes.

www.moscho-coaching.com

Portrait: Christine Moscho



Bringing out the best

For over 20 years executive coach Gesa Weinand has been helping individuals to maximise their potential, adjust to leadership situations or embark on a completely new career path, while organisations rely on her expertise in the area of human resource consulting.

TEXT: TINA AWTONI | PHOTO: PRESS IMAGE

"People in professional contexts are always subject to constant development and change. My consulting and coaching is always about guiding development," Gesa Weinand explains. "I work with a systemic resource orientated approach that focusses on reflection and the capacity to act. The basis for reflection very often is to hold on, get out of the rat race and realise one's own needs, desires and ambivalence," she says and continues: "In the next step personal resources are analysed in order to realise one's possibilities and identify suitable options for action." Only after all possible impacts are carefully scrutinised and after an



intense reflection period, the first steps are implemented to turn a vision into reality and Gesa Weinand never leaves a client's side before he is fully at ease with his new professional situation. Beside an impressive career in top notch corporations plus a degree in psychology, the DBVC Professional Coach qualified in systemic coaching as well as hypno-systemic coaching. Fully trained as a new placement consultant (accredited by the German Chamber of Industry and Commerce), she also gained further education in the areas of systemic organisational development, team development and mediation. But Gesa Weinand's key skill is undoubtedly to do the best for her clients.

www.newperspectivecoaching.de

Portrait: Gesa Weinand, founder of New Perspective Coaching & Consulting GmbH



Special Theme

Top Coaches & Consultants

Austria

IT and consultancy

The Austrian's economy best recruiters and motors for growth

63,000 IT service providers, business consultancy and accounting professionals are responsible for seven per cent of Austria's GDP. Professional and legal representation through the Austrian Association of Management Consultants and Information Technology (UBIT), guarantees a united platform to represent the interests of these professions.

TEXT & PHOTOS: UBIT | TRANSLATION: EMMIE COLLINGE

The professional association of UBIT was founded exactly 30 years ago and this is testament to the relatively short history of these knowledge-based, service-providing professions in Austria. A lot has happened since its conception, and the consultancy branch with its annual turnover of around 22 billion euros, 7,000 employers and 73,000 employees is continually growing. Alfred Harl, speaker and representative of the professional association UBIT, can do little but confirm this: "Knowledge-based service providers are a prerequisite for the success of a modern economy and, as the figures show, they're a decisive driver for the growth of the Austrian economy."

As an employer, the consultancy branch is at the fore. For the fourth consecutive time BEST RECRUITERS, the largest recruitment survey within the DACH region, has once again selected business consulting as the

best branch in the 2014/2015 comparison. "This accolade is the reward for the persistent work in recruiting and establishing exciting job profiles. The employer branding works, and the branch stands out through its professionally-structured career sections on websites and in the world of social media," continues Harl.

The professional association UBIT aims to further the on-going development of the consultancy firms and highlight the beacons of this industry. The Constantinus Award is Austria's biggest consultancy and IT prize within UBIT and has been awarded since 2003. The winning projects bring both the entrant and the customer into the spotlight, delivering an impressive show of performance from the branch. Now joined by the Constantinus International Award and the Constantinus European Award, the prize has found two worthy spin-offs.

Legal framework conditions and current interest-driven topics appear on the agenda of the professional association of UBIT too. Whether this involves the Austrian-specific issue of the legal certainty of employment contracts, the expansion of broadband, or employment rights – the professional association of UBIT informs its members regularly through events. An annual highlight is the Austrian IT and Consultancy Day [Österreichische IT- und Beratertag], which is held at the end of November in the Hofburg Vienna and confronts current thorny issues.

As UBIT's chairman, Harl says: "The IT and Consultancy Day is the industry event held by the professional association of UBIT and it gives our knowledge-based companies the opportunity to swap experiences and knowledge as well as network. Our goal, as pioneers of the field, is to create more value added information and provide constructive impulses for the business models of our members."

www.ubit.at
www.beratertag.at

Main image:
Consultancy Day.
Photo: Strasnik

Portrait:
Alfred Harl, speaker and
chairman of the professional
association for IT, consul-
tancy and accountancy, part
of the Economic Chamber
Organisation [WKO].
Photo: Bartl





Making brands and brand retailing more successful

The expert team from retailandbrand consulting ensures that your brand and retail experience will stand out and be more effective by developing growth-driven strategies and results-oriented executions. Putting an emphasis on Neuromarketing, big data analytics, a holistic strategy and experienced employees in the areas of trade, brand management, consumer psychology, the company targets retailers and brand manufacturers with a retail vision.

TEXT: NANE STEINHOFF | PHOTOS: PRESS IMAGES

With offices in Austria's Linz and Munich in Germany, retailandbrand have a simple and effective philosophy according to Thom Barath, member of the executive board: "We make you more successful. Holistically. With a big passion for details."

"We find a solution faster, more efficiently and more emotionally activating for your brand and retail experience," he adds. "Today it is all about emotional and information intelligence," Tanja Achleitner adds, also a member of the executive board. "Both when looking at brand executions and when it comes to bringing retail environments alive."

That is why retailandbrand is using a Neuromarketing approach based on the knowledge of the importance of emotional trig-

gers and the subconscious decision making process of consumers and shoppers alike with Neuroversum. With this understanding it is far easier, for example, to predict which human motives are to be targeted, which archetypical story to be implemented by the brand itself or by the retail environment in regard to its look and feel or services.

"On the intelligence front most companies are overwhelmed by big data, yet they are



also too shortsighted in their potentials," Emmerich Danner, CEO of retailandbrand, remarks. The in-house development Dataversum is designed to be uniquely intelligent in the information inputs, yet pragmatic in its operational outputs. It moves big data closer to brand insight needs and directly to execution solutions on the POS level. "With Dataversum we are not only able to understand more about what drives your brand or what emotional links consumers currently have, but we can also start to begin with predictive games, making brand management more strategic," Thom Barath adds.

Dataversum is equally powerful for retail matters. "We are now far better able to adjust your POS to the new necessities than before. That leads to amazing effects and approaches in strengthening shopper activation," Emmerich Danner concludes.

The result, and this is true for all that retailandbrand does: More consumers feel empathy for the brand, more sales success in the retailer's cash tills.

www.retailandbrand.eu

Below:
Thom Barath, member of the executive board.
Photo: Marina Kloess (left)

Tanja Achleitner, member of the executive board.
Photo: Robert Gortana (middle)

Emmerich Danner, CEO of retailandbrand.
Photo: Robert Gortana (right)



Knauer Training

Learn how your customer feels!

Top-class sales agents need to be different from pitchmen: they need an insight into their customers' needs to be successful. Empathy is the key word. Innsbruck-based consultant Ulrike Knauer stands for value-centred coaching and an empathetic sales approach.

TEXT: JESSICA HOLZHAUSEN | PHOTO: WWW.GERDAEICHHOLZER.COM

"What makes my work as a consultant special is my practical experience in training and consulting," says Ulrike Knauer. As a specialist in international market solutions for Royal Mail she was responsible for seven countries. She worked as director with Berlitz and as key account manager with Sixt. As an expert in her field, she has published various books on sales strategies and communication. "My slogan 'Feel what your customer thinks' is something that can be learned. And I will help to do so." A top seller does not bargain in offering the low-

est price right at the beginning. Instead, promotion of a product's advantages and its importance for buyers come first. Knowing which questions to ask to learn everything needed about a customer's motivation is the key. "Empathy and understanding are very important when dealing with customers. We should never try to outshine them or argue them down," she says. "Instead, we should show real interest. Authenticity and understanding create trust and trust is what sells in the end." In her courses Ulrike Knauer shows what empa-

thy means: "Learning through experience is the main aspect." Personality and having a definite position are as important as selling a good product. A top-notch sales agent is always well prepared, has discipline, know-how and good communication skills.

www.knauertraining.com

Portrait: Ulrike Knauer



A claim to success

Petra Döcker and her consulting firm Döcker Consulting stand for highly individual and personal consultation, customer orientation, quality, professionalism and 20 years of experience. Offering 'mobile coaching', Petra Döcker is known for her personality and a distinctively emphatic approach.

TEXT: NANE STEINHOFF | PHOTOS: PETER HERMES FURIAN

"Individuality means that the client receives personal consultation that is geared to his or her needs. If you shop in a large shopping centre, you will rarely receive accurate advice. However, if you go to a small shop, you will feel welcome and receive individual help. Your investment will pay off," Petra Döcker explains. At Döcker Consulting, clients can expect a 'claim to success' – a personal and non-varying coach, as well as a non-uniform system. Petra Döcker creates individually designed strategies for her clients after an extensive analysis phase, as well as being locally and temporally flexible. Her dynamic and professional approach

leads companies and employees to their common goal and success.



Having worked in big corporations as coach and manager, having completed an international economics degree or being a trained systematic coach and certified project manager, her "high degree of empathy grew which now supports me to understand my clients and to accompany them on their road to success," the coach adds. Offering value-based, systemic coaching, Petra Döcker is an expert in career development, supporting personal and vocational transformations, processes of change and personality development for clients from all spheres of life. Her business coaching includes project management or leadership training, teambuilding exercises and change management.

www.doeckerconsulting.at



Portrait: Petra Döcker MIM, MBA, zPM



Main image: Vienna's historian office team



Austria's experts in international heir research

Primarily dealing with international heir tracing, family and genealogical research and obtaining historic documents, Vienna's historian office "Historikerkanzlei Genealogisch-Historische Recherchen GmbH" is the biggest of its kind in Austria. Founded by three historians and a university professor of modern and contemporary history in 2004, the office is sure to support you with a wide range of historical services.

TEXT: NANE STEINHOFF | PHOTOS: NICOLAS FORSTER

Comprising approximately 50 employees – mostly historians and lawyers – in the company's offices in Vienna, Graz, Linz, Innsbruck, Klagenfurt, Budapest, Zagreb and Istanbul, the firm of genealogists seeks to "help missing heirs to come into their inheritance," according to Dr. Nicolas Forster, specialist for heir research and the firm's founder. "We conduct worldwide heir tracing for curators of the estate, lawyers and notaries in the German-speaking world, as well as in other countries for research into the German-speaking countries and in the countries of the former Austro-Hungarian Dual Monarchy, such as Hungary, Ukraine or Serbia. Our employees speak many languages and in addition, we offer classical family research, such as genealogy," he adds.

Intestacy rules apply when the succession isn't regulated by a will. When no heir is found after publishing a public notice, the state collects the inheritance in its own favour. However, legitimate heirs often don't know about their inheritance rights due to war, emigration or displacement. In those cases, the search for an heir can be complicated and very time- and cost-intensive. "Due to our global network of genealogical offices, our highly specialised employees, our comprehensive in-house archive, as well as the use of the most modern, genealogical software programmes, we carry out a fast, effective and frictionless investigation of the legal heirs in virtually 80 per cent of cases," Dr. Nicolas Forster explains. Available for their customers around the clock, the office's clients also value the

distinctive rapidity of their working processes, as well as the special emphasis on accuracy. Commissioned by notaries, lawyers, State Trustees, curators and trustees of the estate, genealogical offices from all over the world or communities of heirs, the firm manages to remain true to its down-to-earth attitude: "Our biggest achievement is still that we have helped thousands of heirs to obtain their inheritances because otherwise the tax authorities would have confiscated them," Dr. Nicolas Forster concludes.

Other services provided include ancestor research, searching for missing relatives, the archiving of family documents, creation of family chronicles, grave searches or nobility confirmation. So, if you have an interest in creating your family tree, in the acquisition of historical documents or in finding notaries, estate attorneys or heirs and heiresses, then you're right at the Historikerkanzlei.

www.historiker.at
office@historiker.at

Great customer experiences create great business results

Gastspiel analyse, organise and optimise a company's service performance. Together with the client's input, they scrutinise service both on the 'stage' and behind it; resulting in enthusiastic customers, motivated staff members and an extraordinary experience.

TEXT & PHOTO: GASTSPIEL

When it comes to products, it can be tough for businesses to differentiate themselves from their global competitors. The decisive factor for success lies in providing the perfect service. This in turn improves the customer's experience and ultimately the business's profile with customers, rendering it yet more extraordinary and authentic than the rest of the market. The concept of 'Service Design' unites the needs of customers and the company's potential in an optimal manner. Every single point of contact – both in front of and behind the scenes – is crucial in order to guarantee a flawless experience for the customer. Brand promises

and the reality of the service have to be consistent – and this doesn't happen by chance. For both simple and complex business structures and from tiny changes with gigantic effects right through to extensive restructuring there will always be a tailor-made process leading to convincing results. As a customer, can you remember the last time a company really excited you? Are you as a company aware of the experience that customers take away from your business? Do you keep your promises?

"Customers may not remember exactly what you did, or what you said, but they

will always remember how you made them feel!" explains Gastspiel owner Mario Sepp and he adds: "It is a new style of business consultancy."

www.gastspiel.at



Mario Sepp
Gastspiel founder

Following the client

Recruiting, engineering, consulting – Vienna's family-run human resource management business Schultes & Partner combines their business coaching competency with a longstanding know-how in recruitment on their quest to find the best, suitable commercial talents and technical top employees for their national and international projects.

TEXT: NANE STEINHOFF | PHOTO: PRESS IMAGE

Known for their quality, reliability and strong personal identification with clients, the company is positioned in three countries and is active in the DACH and CEE regions. Being formed as a joint entity in 2003 to offer their longstanding clients a bigger surplus value in personnel recruitment, Schultes & Partner arose from Lucia Schultes's human resources consulting firm and Juergen Schultes's engineering office. With Juergen Schultes's over 25 years of expertise in engineering, the company puts a special emphasis on customer satisfaction while ensuring their clients the best em-

ployees in industry and engineering. "We are committed to doing our best on a daily basis so that our international clients feel like they are in good hands," Juergen Schultes says.

"Our reliability and personal commitment can be counted on and we do much more than is required or common in the market. We, with our expertise, are always by your side to consult as engineers and by specifically positioning our project managers and engineers, we ensure your projects are completed within your budget, time limits,

and at your standards of quality, while ensuring that they are sustainable. The key to success is special personalities at the right time. To find those for you is our strength," he concludes.

www.schultes-partner.com

Portrait: Juergen Schultes





The alpine guide amongst business coaches



Zurich's consultancy firm HRnet Development AG is committed to people, projects, organisations and their missions with a big portion of enthusiasm, heart and attentiveness. Established in 2003, HRnet seeks to expand the development potential of its clients through classic tools, as well as intuitive methods to efficiently foster strengths and effectively making energy available.

TEXT: NANE STEINHOFF | PHOTOS: KEVIN BLANC

"We support clients such as alpine or hiking guides during the hikes, trekking tours and expeditions of their working lives. We safeguard their routes on challenging paths, on impassable terrain or across deep ice crevices. Through this, we collaboratively crest mountain peaks which couldn't be reached alone. Every route is different and our systemic-systematic consultation process offers enough flexibility and safety through structure and a clear process," Romy Gerhard, founder of HRnet Development AG, explains. "Our versatile, com-

petent, storm-tested and glacier-fit HRnet advisors deploy themselves for the greatest possible benefit for each client," she adds.

HRnet is a consulting network, which accompanies the development of people and organisations with highly efficient methods. "Those who get involved with us normally are ready for real changes. We like to be commissioned by courageous decision makers, who seek to address meaningful changes and are ready to take responsibility," Romy Gerhard adds. The consulting

firm seeks to primarily work with people whose roles significantly shape an organisation. "If changes come into effect on this very level, the fundamentals for change for the whole workforce are created. After all, those who can make use of their skills, follow their purpose and act in accordance





with their visions, are happier and more successful," Romy Gerhard says.

The committed entrepreneur, leadership expert and organisation developer is doing everything to develop the potential of her clients alongside a constantly growing network of approximately 30 experienced senior consultants. "The goal is that each expert can emerge with their personal core competency. We succeed in consulting selected specialists for individual projects," Romy Gerhard says. Having worked in the management of the 'Coachingzentrum', a successful educational institution that trains coaches and advisors, Romy Gerhard now accompanies organisations, teams, groups and individuals with their change and development processes. She also holds workshops, leads seminars for executives,

teaches coaches or advisors and is accredited as master trainer by the international system constellations association Infosyon. She has been an organisation advisor, has completed a Master of Advanced Studies in Human Resources Management and has participated in numerous advanced training opportunities, such as conflict management or systemic coaching.

Clients can expect the most efficient and effective consultation tools which are available on the market. "Clients determine how much consultation they need. Our principle is: As much as needed, as little as possible," Romy Gerhard says. HRnet consultants primarily use established tools of classic organisational consulting, as well as scientifically profound, intuitive methods such as Systemic Constellation, Logosynthesis and Spiral Dynamics. "We build effective and sustainable solutions for the professional practice," Romy Gerhard explains. HRnet's understanding of consultancy is based on trust and is characterised by respect, reliability and equal relationships. "We are passionate consultants, coaches and trainers. Our calling is to support people and organisations in finding their true purpose and in developing their full potential," Romy Gerhard says.

Johannes Schneebacher, General Director at Volksbank, can confirm the good customer orientation after HRnet helped with the bank's strategic development: "HRnet is a very effective and efficient consulting company. It precisely deploys its intuitive tools and helps to provide quick, profound and clear action and decision impulses. We were able to deploy these in the bank's important moments, such as the bank acquisition or with the future brand strategy development. HRnet supported us with uncovering complex decision situations on all levels of the human perception. We were impressed with the professionalism during the application of the methods and HRnet proved itself as an attentive advisor." And Johannes Schneebacher adds: "Mindful, clear, fully orientated towards the client's concern. All in all – simply professional." Offering active human resource and or-

ganisation development training, Romy Gerhard and her expert team can show off a broad portfolio of services. Helping with a wide range of self-management procedures, HRnet Development fosters self-responsibility or helps with stress and burnout symptoms. Moderations and workshops to solve conflicts and to support innovation or teamwork help to bring a team together. Developing a company's leadership or helping with communication, performance reviews or presentation power through training and seminars are different tasks of HRnet Development. Romy Gerhard and her team also take responsibility for change management and cultural development, such as strategy development, decision-making processes and helping with reorganisation.

www.hrnet.ch

Infosyon 2015

HRnet will hold a workshop alongside Volksbank's General Director at this year's International Congress for Organisation Constellation in Vienna. Guests can expect to learn about systemic constellations in strategic and operational issues.

*Sigmund Freud University, Vienna
(24-26 July 2015)*

Main image: Photo: Alexandru Sava

Opposite page, bottom: Romy Gerhard. Photo: Kevin Blanc

Left:

Romy on her way to Dufour Peak. Photo: Romy Gerhard (top)
Romy on her way to the Clariden. Photo: Romy Gerhard (middle)

Below: Johannes Schneebacher. Photo: Kevin Blanc





Portrait: Irene Lucas



Lucas Coaching and Consulting

Professional advice for police and judiciary

“One day I am working with security police, the other with criminal investigators, the next I am at a penal institution,” says Irene Lucas, supervisor, coach and organizational developer. Her everyday work brings her into contact with blue-light organizations such as police and prison officers – always close to those doing their duty.

TEXT: JESSICA HOLZHAUSEN | PHOTOS: PRESS IMAGES

Irene Lucas had worked as an executive in PR and marketing for many years before in 2006 she educated herself to become a supervisor and coach. Today she works with various partners in Lucerne, Zurich, Chur and St. Gall. It is a relatively new development in police organizations to engage external consultants when it comes to organizational development and supervision: Modernizing structures and processes have recently called into question bureaucratically and hierarchically shaped decision structures. Management tools and business related questions have become more and more important. At the same time the roles and self-images of police officers are chang-

ing. One example is the increasing number of women working in the police. These changes may cause feelings of insecurity or threat, which can lead to a defensive attitude or even resistance. This is why it is so important that policemen and policewomen feel they can trust a trainer or supervisor – as they do with Irene Lucas. Weakness and fear of failure for example, are still a taboo no one likes to talk about. Above that most police officers do not like to give out personal information since collecting and evaluating data is part of their everyday work. Not the same but related problems can be found with those working in prisons and of course in regular business companies.

Trust is the base for a deeper insight. This has to be taken into consideration: “It is very important for my success that I do not only know the structures of police organizations, but also have a deep knowledge of police culture and an understanding for their special needs,” says Irene Lucas.

For Irene Lucas coaching, supervision and organizational consulting are the ideal consulting formats for the business world – no matter if dealing with individuals, groups, teams or organisations: “These tools can positively and sustainably influence behaviours and relationships in working environments. Professional support ensures learning, development and change processes. It is an investment in every corporation’s and organisation’s most important resource: In people.”

www.lucas-irene.ch

Transparency creates trust

Emphasising transparency, independence and neutrality, SCOREDEX seeks to evaluate the reliability of businesses in the most accurate, fast and significant way.

TEXT: NANE STEINHOFF | PHOTO: SCOREDEX GMBH

Before one entrusts money to unfamiliar companies, the Zurich- and Berlin-based firm analyses and ranks their integrity and searches for signs of poor management or fraud to prevent total loss of capital. "For many years, we have observed and described the immense damage of investment fraud and we want to contribute a substantial part to its prevention. We have analysed the overall situation and have developed a system, which offers maximum transparency and security for the investor," Mark Vornkahl, CEO, explains.

Primarily reviewing companies from the areas of financial investments, real estate and construction, the start-up company was brought to life to "put the capital mar-

ket to the acid test," according to Johann Sternberg, project manager. The company seeks to analyse businesses and responsible employees to create dossiers with relevant data of over 20,000 companies. Analysing and investigating public and non-public factors, such as a company's past, information about consumer protection companies or media responses with an exclusive algorithm, SCOREDEX offers a more holistic alternative than the classical credit check while also being a cheaper option for

private persons than usual compliance databanks. SCOREDEX can also be used as a marketing tool for companies which received a high score. Simply enter a company name or person into the search tab and look at activated profiles for free or review locked profiles or assign new research requests for 99 Euros.

www.scoredex.com



Calis Coaching

Challenges can be difficult to master alone. Martin Frei confidently guides his clients from rocky roads to a successful path.

TEXT: MARILENA STRACKE | PHOTOS: CALIS COACHING

Zurich-based Martin Frei offers custom-made coaching for a variety of purposes. Due to his diverse background his client base ranges from single mums to CEOs.

"Coaching is not a job, which you learn when you are young. It is a calling, that you eventually choose to follow. I started after years of working in HR, retail and management. Today I am happy that I gained broad experience in different areas and positions. It enables me to understand my coachees much better," explains Frei. He knows how crucial mental strength is and incorporates techniques borrowed from long-distance triathlon. Many business professionals are hesitant when it comes to mental training as a serious option to improve their own abil-

ities. Using methods rooted in sports makes for an easier gateway and stays far away from lighting any incense sticks. Most of his clients occupy leading positions and consult Frei for various matters, personal or professional. Frei also prepares clients for

transitioning into high-profile jobs, as this is usually a turning point that dictates the client's future and career. The coach offers seminars on resilience, goal-oriented action and burn-out. He adds: "With teams I prefer working outdoors, where it is easier to make complex relations visible and transfer them together into the daily routine." Successfully supporting clients, whilst also having a family and maintaining his passion for sports, demonstrates how Frei not only teaches a healthy work-life balance, but also lives it.

www.calis-coaching.ch

Below: Martin Frei (left); Team Development (middle); Burn Out Seminar (right)



Odos Coaching and Consulting

Building bridges between German speaking countries

Even though the so-called DACH region (Germany, Austria and Switzerland) has the same native language, there are significant differences in culture and society. This has an impact on companies establishing themselves in one of the partner countries. Consultant Hildegard Haas is a specialist in intercultural competence and helps to adjust.

TEXT: JESSICA HOLZHAUSEN | PHOTOS: PRESS IMAGES

“Often enough I have seen very successful German companies struggling when they tried to expand to Switzerland, there is a lot of pressure especially on executives”, says Hildegard Haas. Haas has her roots in Austria but grew up in Switzerland; for many years she worked together with decision-makers from Germany. That makes her an expert in inter-cultural mediation. “Many times I have met managers who were eager to go back to their home country, because they struggled with their new surroundings.” The same goes for Swiss companies

establishing themselves in Austria. “My job as a consultant is to build bridges between cultures.”

Another of Hildegard Haas’s work priorities lies on working with management: Managers are frequently in need of a neutral sparring partner to think through recent projects, which is not possible in their own work environment since pressure and rivalries hinder an open discussion. In working with consultant Hildegard Haas, managers will find solutions far more easily. Speaking of pressure in

companies: Getting help in time will also prevent executive burnout and other stress related illnesses. “Only healthy, motivated and clear thinking employees can guarantee a company’s success and generate significant revenues and new jobs.”

www.odos-coaching.ch

Portrait: Haas Hildi



A facilitator, coach and counsellor who flies in

If you look for high-quality executive and team coaching, organisational consulting and facilitation, look no further. Tibor Koromzay intelligently combines these specialisations with putting a special emphasis on maximum openness, a big foundation of trust between the client and himself and highly custom-made process approaches.

TEXT: NANE STEINHOFF | PHOTOS: PALMA FIACCO / KURT BACHMANN

The coach has a background which is unusually rare in this combination: former manager, psychologist, psychotherapist and Aikido master with a second Dan ranking. Working as a self-employed facilitator, coach and counsellor, he connects the topics of change processes, leadership, collaboration and personal growth. “These themes are practically always interconnected. This is why it is of advantage to cover all of these perspectives,” Tibor Koromzay explains. A special service offered is the “coaching on the road” – coaching during business trips. The advantages are obvious: “One is far away from the everyday surroundings and

one has time: at the airport, in the hotel, during the evenings. These are actually ideal prerequisites for reflection work,” Tibor Koromzay says. “Of course, this is rather an ex-

clusive service, but there are actually situations in which time is much more of a problem than money. And because I am available with a wide range of services during the entire time – coaching, preparation or post-processing of sessions and so on – the client obtains appropriate value during a trip, which he or she has to go on anyway,” the coach adds. So, maybe you will find your coach on one of your business trips soon...

www.tiborkoromzay.ch/en

Below: Coach Tibor Koromzay is called positive, open, intelligent, pragmatic and humorous by his clients.



Flame up, don't burn out

Having gone through a severe burnout experience himself, Roger Frei from Flame-Up Coaching decided to become a life and leadership coach to support others. Putting a special emphasis on teaching 'healthy thinking' to his clients, Flame-Up Coaching offers professional consulting in life and personal coaching, special leadership coaching and coaching during vocational changes.

TEXT: NANE STEINHOFF | PHOTO: NATALIA FREI

"I have substantially more advisory capacity in regard to burnout thanks to my own experience than coaches with purely theoretical knowledge," Roger Frei explains. Having worked as a self-employed entrepreneur, as managing director and company CEO and being a skilled coach, Roger Frei has significant life experience and the skills needed to advise. Supporting clients with personal development, he solves private problems, finds answers for meta-physical questions and advises with decision-making processes. The Swiss coach from Winterthur also helps with burnout

and stress management or resilience reinforcement, analyses leadership behaviour and clients' personalities or targets new personal goals.

With his main clients being private advice seekers, executives, politicians or actors, the coach is known for constant further training and improvement, his pragmatic, efficient and transparent operating principles, as well as his empathy, personal authenticity, humour, openness and loyalty, his down-to-earth character and his subject-specific consulting. Following a clear solution- and future-orientated

consulting concept, the coach emphasises the development of new, individual thinking, evaluation and action options to solve problems. "First, the human is at the centre of the attention; only then his or her function or role," Roger Frei concludes.

www.flame-up.ch

www.swiss-business.coach

www.burnout-beratung.help

Portrait: Roger Frei



Supporting forward thinking

Vujàdé – an unusual name for an uncommon consultancy. The Swiss company is committed to supporting entrepreneurs, startups and established companies of any size and industry in bringing their innovations successfully to the market. Established in 2008, Vujàdé Ltd. has an extensive track record of supporting companies in addressing their innovation and strategy challenges.

TEXT: NANE STEINHOFF | IMAGE: VUJADÉ LTD.

"We have a holistic view on innovation. Together with our customers, we develop business models around products and services and assure that we target the right customer segments with the appropriate go-to market," Jasper Bouwsma, founder and CEO, explains. The deliberate combination of design thinking and traditional innovation processes makes the experts at Vujàdé stand out. "We like to combine the best of both worlds and integrate this into what we call 'Shaken not Stirred'," Bouwsma says.

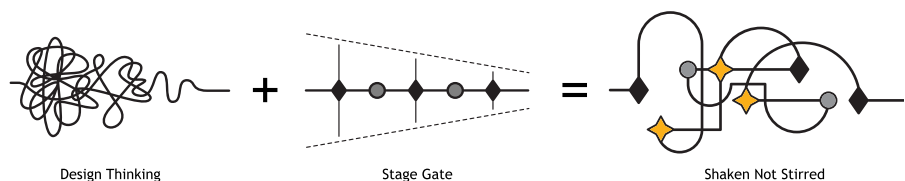
The Vujàdé team consults and trains, "but what we like to do most is co-cre-

ation, rolling up our sleeves and getting our hands dirty together with you and your team." Bouwsma explains further: "We are

proud that our customers say that we are not typical consultants." Customers appreciate Vujàdé for being blunt and honest, asking critical questions while focussing on finding pragmatic solutions." The company's unusual name is the opposite of déjà-vu and refers to something that has not yet existed. In other words: Vujàdé stands for innovation.

www.vujade.com

Below: Vujàdé's approach to innovation.





Culture Calendar

Save the date as there are great events scheduled for the weeks to come. From music festivals and exciting exhibitions to fantastic sport events and social highlights, Discover Germany's Culture Calendar is your perfect guide to what not to miss in April.

Snowbombing, Mayrhofen (6-11 April)

A festival filled with fresh air, blue skies, black runs and white-hot parties, Snowbombing will bring you a week full of world class DJs and bands, such as Rudimental, Fat Boy Slim or Skrillex. The days are spent skiing, snowboarding, relaxing in the spa or enjoying music, while the nights deliver awesome performances in unique venues.

www.snowbombing.com

Wachau Gourmet Festival (9-23 April)

At one of the most important international culinary art festivals, regionally rooted top restaurants serve as venues, international top-class chefs are invited and premium wine tasting events are scheduled. If you want to taste and smell the real Austria, you shouldn't miss out on this event.

www.wachau-gourmet-festival.at

43rd International Exhibition of Inventions Geneva (15-19 April)

The largest event of its kind, Geneva's International Exhibition of Inventions features over one thousand new innovations and inventions

from around the world. This is where the public and commercial investors alike come to discover the future with inventions from computer science to plumbing to toys and games.

www.inventions-geneva.ch/en

Ballet Weeks, Munich (18 April-1 May)

Every spring, the Bavarian State Opera holds an extraordinary dance festival, which includes modern and classical dance shows for every ballet fan. Performed by the Bavarian State Ballet



Opposite page:
It's an annual tradition to melt the snowman.
Photo: Zürich Tourismus / Bruno Macor (main image)
Expect to try some fantastic food at Wachau Gourmet Festival. Photo: Luzia Ellert (bottom)

Right:
Blickfang Basel design fair (top)
The Bavarian State Ballet. Photo: Charles Tandy (middle)
Participants of The White Thrill.
Photo: TVB St. Anton am Arlberg / Josef Mallaun (bottom)



and international guest ensembles, the Ballet Weeks have a long and glamorous history.

www.staatsoper.de

'The White Thrill', St. Anton (18 April)

The legendary cult ski race in St. Anton am Arlberg drives participants to their absolute physical limits every year. Attracting thousands of winter sports enthusiasts, the event is open to anyone willing to participate – even though the unprepared slopes demand high levels of skiing skills. Spectators can look forward to the flamboyantly attired participants which makes it clear that fun is also very important in this race.

www.stantonamarlberg.com/en/events/the-white-thrill

Blickfang, Basel (24-26 April)

The international design fair named for furniture, fashion and jewellery brings visitors up, close and personal with some of the best designers and eye-catching products.

www.blickfang.com

BEA/PFERD, Bern (24 April-3 May)

A meeting place for all generations, the BEA exhibition for trade, agriculture and industry is the largest public trade show in Switzerland. Putting together a fascinating display of products, animals and traditions, BEA also offers a large shopping paradise and even an amusement park with many rides. View livestock or munch on an apple fritter – the BEA/PFERD is the perfect event for everyone.

www.beapferd.ch

Dippemess, Frankfurt (27 March-19 April)

Frankfurt celebrates its annual spring 'Dippemess' – one of the largest and oldest funfairs in the Rhine region. Well-known for its





rides, roller coasters, market stalls, delicious food and fireworks today, the fair used to be a medieval pottery market as far back as the 14th century.

www.frankfurt-tourismus.de/en/Discover-Experience/Festivals-in-Frankfurt/Spring-Dippemess

Burning of the Böögg, Zürich (27-28 April)

A traditional spring custom in Zurich, the burning of the Böögg – a giant snowman, who sits on a huge stack of wood – seeks to chase away the winter. The quicker his symbolic end occurs, the sooner the long awaited spring comes. The procession of the guilds (Zug der Zuenfte) sets off the festivities at 6pm with a big parade.

www.sechselaeuten.ch

Crossing Europe Filmfestival, Linz (23-28 April)

Comprising around 140 selected feature films, documentaries and shorts, this festival focuses on auteur films from Europe. They include numerous productions by Upper Austrian film and video artists.

www.crossingeurope.at

Walpurgis Night, Mount Brocken in the Harz region (30 April)

The last night of April is known as the witches' night or Walpurgis night. According to German folk tales, this is the night when witches fly to Mount Brocken to hold a celebration to welcome the spring. Dress up as a witch and flock to Mount Brocken to gaze at lit bonfires, fireworks and "witches" dancing around the flames.



Donau Festival, Krems (24 April-2 May)

Redefining arts, the Donau Festival stands for an avant-garde pop festival amidst Austria's wine country. Look forward to unusual music, performances and installations at this platform for new artistic disciplines beyond all genre borders.

www.donaufestival.at

Top:
Dippemess funfair is well-known for its rides.
Photo: ©Frankfurt Tourist+Congress Board

Bottom:
People dress up as witches on Walpurgis night.
Photo: HTV/ Matthias Bein

Crossing Europe opening ceremony 2014.
Photo: Dimitrios Vellis / subtext.at (top)

Donaufestival 2014.
Photo: David Visnjic/ donaufestival (bottom)



The #nomakeup league

It's official. I'm trendy. For the first time in my life. Because there's apparently a "no makeup" trend out there with celeb proponents such as Beyoncé, Jennifer Lopez or Gwyneth Paltrow posting selfies sans the helping hand of beauty products. The hashtag #nomakeup is trending.

TEXT: BARBARA GEIER

Being one of those German ladies who is no good at all when it comes to painting a face on, I'm inclined to shrug my shoulders and say: "So what. Don't see what the big deal is here. No makeup is normal. No need for hashtagging." German women have a reputation for liking to go au naturel and being a bit challenged on the makeup and grooming side in comparison to – well, other nationalities. The French always look chic and seem to have perfected the art of naturally looking good. However, I have a suspicion that they're still making quite an effort in order to convey that easy beauty by applying a little bit of this and some of that on their faces in the morning. Anglo-Saxon womanhood, Americans and British alike, seems to be striving for perfection, using a lot of makeup and displaying what I sometimes feel is a certain dependence on always being made up.

And Germans, well, yes, I think it's fair to say that, while there are certainly many who'd never leave the house without caking their faces, we still tend to have a more natural outlook. You could also say that we're simply not bothered enough to make an effort which is certainly true in my case. Not, I need to stress, because I'm thinking so highly of my own "natural beauty", rather the opposite. It's just that I never really mastered the art of expertly putting on makeup, hence feel a bit insecure about it (don't want to look like a

clown, after all) and admittedly I'm also too lazy to spend an extra 15 minutes, or however long it takes, in front of the mirror each morning.

According to brand new figures I'm not alone with the feeling of not being up to the task: A popular German women's magazine conducted a survey and found out that about 23% (so almost every fourth German woman) doesn't put any makeup on. Reasons given: I don't know how to do it. I think it doesn't suit me. I feel painted and look weird. Some also pointed out the drawbacks of makeup saying that it highlights your wrinkles. Again, I'm very much in agreement here. At least from a certain age, it does. I have stood opposite many women beyond, let's say, 45/50, wondering why they had put stuff on their faces that gathered in the wrinkles while they would have looked much better and fresher without (without drawing any attention to the wrinkles).

The aforementioned survey also discovered that all-in-all German women are pleasantly comfortable in their skin, without feeling the need for artificial add-ons. 63% of 20 to 50 year-olds were happy with how they look. A resounding no to Botox and beauty surgery there. One other figure that I liked is that 73% actually believe that they look younger than others in their age group. Ha, a bit of self-confidence (or self-deception?) goes a long way. So, while

I'm in no way opposed to learning more about makeup, concealer, mascara and powder in order to, let's say, improve things, I'm still very much in the #no-makeup league. And I don't think that will ever really change. However, if there's a nice French lady out there willing to teach me the art of subtly looking as if made up, I'll promise to be a good student. Please note, though, that whatever needs to be done, must be accomplished in less than 15 minutes.



Barbara Geier is a London-based freelance writer, translator and communications consultant. She is also the face behind www.germanyiswunderbar.com, a German travel and tourism guide and blog that was set up together with UK travel writer Andrew Eames in 2010.



CERVO
ZERMATT



Into the trees and a little above. Dinner in the corner seat, le Chef knows how.
In the family for years and years. Lumber has settled down. Private spa
and a cosy chalet. Where the slope ends, you are home. Roomservice knocks
with a picnic box. Terrine with brioche and local wine. A last glance of red
covers the Matterhorn. www.cervo.ch