

## AUSTRIAN TRADE BULLETIN

# ΕΜΠΟΡΙΚΑ ΝΕΑ



Αγαπητοί αναγνώστες,

Θα ήθελα να ευχηθώ, το 2015 να είναι μια χρονιά γεμάτη με υγεία και επιτυχίες!

Όπως σας ενημερώσαμε και στο προηγούμενό μας τεύχος, ανέλαβα το Σεπτέμβριο του 2014 τη διεύθυνση του Εμπορικού Τμήματος της Αυστριακής Πρεσβείας στην Αθήνα (Advantage Austria).

Μαζί με την ομάδα μου λοιπόν ετοιμαζόμαστε για ένα δημιουργικό νέο έτος.

Το 2014 ήταν μια χρονιά γεμάτη προκλήσεις, μεταξύ άλλων και στον εμπορικό τομέα. Είμαστε όμως περήφανοι για το γεγονός ότι το 2014 παρουσιάστηκε αύξηση των εξαγωγών ανάμεσα στην Ελλάδα και την Αυστρία. Είναι πιθανόν βέβαια η παρούσα πολιτική αστάθεια να ανακόψει αυτήν την εξέλιξη. Παρόλα αυτά έχουμε την πεποίθηση ότι οι οικονομικές σχέσεις των δύο κρατών θα καλυτερεύσουν ακόμα περισσότερο το 2015.

Κάνοντας μία σύντομη ανασκόπηση των δραστηριοτήτων του γραφείου μας το περασμένο έτος, θα θέλαμε να σας γνωρίσουμε ότι τον Μάρτιο πραγματοποιήσαμε με επιτυχία μια πολύ ενδιαφέρουσα επιχειρηματική αποστολή αυστριακών εταιριών στην Κύπρο με θέμα τις Ανανεώσιμες Πηγές Ενέργειας ενώ το Νοέμβρη συμμετείχαμε σε δύο σημαντικές εκθέσεις στην Ελλάδα.

Η πρώτη έκθεση ήταν η MEATDAYS, DAIRY EXPO και FROZEN FOOD, η οποία πραγματοποιήθηκε από την 1<sup>η</sup> έως την 3<sup>η</sup> Νοεμβρίου 2014, στο εκθεσιακό κέντρο Metropolitan Expo Centre. Advantage Austria παρουσίασε 5 αυστριακές εταιρίες, οι οποίες προκάλεσαν το έντονο ενδιαφέρον ελληνικών εταιριών που δραστηριοποιούνται στον τομέα της βιομηχανίας τροφίμων.

Η δεύτερη έκθεση ήταν η „30<sup>η</sup> ΔΙΕΘΝΗΣ ΕΚΘΕΣΗ ΤΟΥΡΙΣΜΟΥ - PHILOXENIA” που έλαβε χώρα στο Διεθνές Εκθεσιακό Κέντρο Θεσσαλονίκης και διήρκεσε από τις 13 έως τις 16 Νοεμβρίου 2014. Πάλι εκπροσωπήθηκαν μέσω του γραφείου μας (Advantage Austria) αυστριακές εταιρίες καθώς και Οργανισμοί Τουρισμού Αυστριακών Κρατιδίων με μεγάλη ανταπόκριση από μέρους των ελλήνων επισκεπτών, αλλά και των εκθετών.

Σε αυτές τις εκθέσεις και εκδηλώσεις συναντήθηκαν επαγγελματίες των κλάδων, αγοραστές, προμηθευτές προϊόντων και υπηρεσιών, οι οποίοι είχαν την ευκαιρία να ανταλλάξουν ιδέες, να συνάψουν συνεργασίες και να ανακαλύψουν νέα προϊόντα και τάσεις.

Ο στόχος μας για το 2015 είναι η περαιτέρω διεύρυνση και εμβάθυνση των συνεργασιών μεταξύ ελληνικών και αυστριακών επιχειρήσεων και οργανισμών στον τομέα της πληροφορικής.

Στα πλαίσια αυτά σχεδιάζουμε αφενός μεν μία αποστολή ελληνικών εταιριών στη Βιέννη για τη συμμετοχή τους στην εκδήλωση „International B2B Software Days” τον Απρίλιο του 2015 και αφετέρου μία συνάντηση των εγχώριων εταιριών με αυστριακές τον Οκτώβριο του 2015 στην Ελλάδα.

Το 2015, το γραφείο μας (Advantage Austria) κλείνει 60 χρόνια παρουσίας του στην Ελλάδα. Την επέτειο αυτή σκοπεύουμε να τη γιορτάσουμε με μία μεγάλη εκδήλωση, λεπτομέρειες για την οποία θα λάβετε κατά τη διάρκεια της χρονιάς.

Θα ήθελα να σας ευχαριστήσω και πάλι θερμά για την εμπιστοσύνη σας στα αυστριακά προϊόντα και τις υπηρεσίες και τη συνεχή υποστήριξή σας, ειδικά σε αυτούς τους δύσκολους καιρούς.

Είμαι πεπεισμένος, ότι το 2015 θα είναι μια καλύτερη χρονιά και οι οικονομικές σχέσεις της Αυστρίας με την Ελλάδα και την Κύπρο θα ενισχυθούν ακόμα πιο πολύ.

Τις καλύτερες ευχές μου για μία επιτυχημένη χρονιά!

Gerd Dückelmann Dublany  
Εμπορικός Σύμβουλος της Αυστριακής Πρεσβείας



## **AUSTRIAN COMPANIES ARE LOOKING FOR BUSINESS PARTNERS:**

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- [SCREWS](#)
  - [WINE FROM AUSTRIA](#)
  - [LEGAL CONSULTING](#)
  - [SECURITY AND IT INFRASTRUCTUR](#)
  - [LIFTS FOR WINTER SPORTS, TOURISM, AND PASSENGER TRANSPORTS](#)
  - [BIODIESEL AND BIOGAS PLANTS](#)
  - [UV-C-STERILISATION FOR AIR, WATER AND SURFACES](#)
  - [AUSTRIAN SPECIALITIES](#)
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## **USEFUL INFORMATION**

- [USEFUL INFORMATION AND AUSTRIAN PROJECTS IN GREECE](#)
- [TRADE FAIRS IN AUSTRIA JANUARY - MAY 2015](#)

## Austrian companies looking for partners

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



Schmid Schrauben Hainfeld GmbH  
Landstal 10  
3170 Hainfeld  
Austria

+43/2764/2652  
+43/2764/3148  
[info@schrauben.at](mailto:info@schrauben.at)  
[www.schrauben.at](http://www.schrauben.at)

## Schmid Schrauben Hainfeld GmbH

### Wanted: Direct Customers

#### Screws

We are also seeking distributors for:

- Our own brands, Rapid® and Stardrive GPR® with patented screw geometry.
- CE/ETA compliant screws for timber construction projects
- Special screws made from alloyed, unalloyed and corrosion-resistant steels
- Connecting bolts and screws that have been subsequently machined
- Hot-dip galvanized screws
- Hot-pressed connector products
- CNC turned parts and milled parts



#### Industry sectors:

Agriculture and forestry, Energy and natural resources, Metals and metal processing, Machinery and plant construction, Electrical and electronic technologies, Construction and infrastructure, Interior design, Environmental technologies, Health and medical technologies, New technologies, Renewable energies



Schmid Schrauben is the only screw producer in Austria to have specialised in manufacturing timber construction screws / special parts for more than 170 years.

With 160 employees the company produces timber construction screws and special screws from Ø3 - 30 mm and up to 1500 mm in length. The timber construction screws have every type of building regulation approval and are CE/ETA-compliant.



Schmid Schrauben specifically supplies wholesalers and industry in Central Europe with high quality screws.

## Österreich Wein Marketing GmbH

Offered: Services and Know-how

### Wine marketing

**Wine from Austria - a precious culture, a special pleasure**

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



Activities:

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

### Industry sectors:

Food and drink, Creative industries



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

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

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

Further links:

[www.austrianwine.com/facebook](http://www.austrianwine.com/facebook), [www.twitter.com/austrianwine](https://twitter.com/austrianwine)





## Ortner Rechtsanwaltskanzlei

Offered: Services and Know-how

### Legal consulting

Our firm is able to give legal advice especially for the FOUNDATION of companies and REAL ESTATE PURCHASE CONTRACTS. Further we are specialized on SHIPPING LAW and SHIP PURCHASING CONTRACTS. We represent and counsel international companies in all matters of the LAW OF TRANSPORTATION, especially in connection with Greece.

For more information <http://www.ortner-ortner.at/index.php?inh=35&Spr=ENG>



### Industry sectors:

Consulting and engineering



We are an Austrian law firm since 1850 and counsel and represent business enterprises in all questions of commercial law, especially in foundation of Austrian Companies. For private clients we are engaged in all legal matters of every day life, especially in real estate transactions and have good connections to local real estate brokers.

With Austrian attorney at law Mag. Philipp Ortner (LL.M University of Athens) we have an expert in legal affairs concerning Greece. We can offer our counsel in German, English and Greek language. For further details please visit us at our homepage <http://www.ortner-ortner.at>







Ryan Solutions e.U.  
Schönbrunner Schloßstraße 44/3  
1120 Wien  
Austria

+43/ 69917207569  
[katerina@ryansolutions.eu](mailto:katerina@ryansolutions.eu)  
[www.ryansolutions.eu/](http://www.ryansolutions.eu/)



## Offered: Services and Know-how

### Security and IT infrastructure

We have a team of specialists who will advise on specific equipment, help with the design of security projects of any size and complexity and provide installation and training services worldwide.

We believe in building long-term relationships with our customers by offering high-quality security and IT products and regularly exceeding our customers' expectations.

### Industry sectors:

Safety and security, Information and communication technologies (ICT)

A team of specialists of Ryan Solutions has been supporting leading companies and state organisations worldwide in the field of security and IT infrastructure for more than 20 years.

We offer:

- Individual equipment for the best results with the best price quality ratio and total management cost
- Integrated solutions based on various equipment
- Equipment adaptation to country specific climatic conditions
- Software adjustment and integration based on customer needs
- Professional training on implemented systems for customer's personnel
- Technical support and service



Leitner GmbH  
 Michael-Seeber-Straße 1  
 6410 Telfs  
 Austria  
 ☎ +43/5262/621 21  
 📠 +43/5262/621 21 3180  
 ✉ [export@leitner-ropeways.com](mailto:export@leitner-ropeways.com)  
 🌐 <http://www.leitner-ropeways.com/>



## Leitner GmbH

### Wanted: Direct Customers

#### Lifts for winter sports, tourism, and urban passenger transport



Each LEITNER lift is uniquely tailor-made to meet the customer's individual requirements. Contact us - we will be pleased to assist you.

You want to create an entire ski resort? -Our group of companies is the ideal partner and the only complete provider for lifts, snowmaking and piste grooming

#### Industry sectors:

Machinery and plant construction, Transportation and logistics, Construction and infrastructure, Environmental technologies, Tourism, sports and leisure

Innovation since 1888. Ropeway system produced by LEITNER ropeways are in operation worldwide and perform a variety of roles with long-term success. In the tradition of the company they bring skiers and snowboarders comfortably, safely and quickly to the slopes. Lifts by LEITNER are increasingly used for alternative purposes; they transport people to tourist attractions and also help to solve traffic problems in cities.



#### Products:

Highly technical, detachable cabin lifts and chair lifts, reversible aerial tramways, funiculars, inclined elevators, fixed clamped ski lifts, goods ropeways

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BDI - BioEnergy International AG  
Parking 18  
8074 Grambach/Graz  
Österreich

+43/316/ 4009-100  
+43/316/ 4009-110  
[bdi@bdi-bioenergy.com](mailto:bdi@bdi-bioenergy.com)  
<http://www.bdi-bioenergy.com/>



## BDI Austria Akademie GmbH

### Offered: Services and Know-How



#### **Biodiesel and biogas plants, also plant optimisation (retrofit service)**

BDI - BioEnergy International AG is a market and technology leader for the construction of biodiesel plants based on its in-house Multi-Feedstock process that can produce biodiesel from different raw materials such as vegetable oils, used cooking oils and animal fats. The specialist plant construction company also supplies the waste-to-value industry with plant concepts for producing high quality Omega-3 fatty acids and for generating biogas from industrial waste.

BDI can also carry out plant optimisation projects via its BDI retrofit service to optimise and refurbish existing biodiesel plants.

#### **Industry sectors:**

Energy and natural resources, Renewable energies, Environmental technologies, Chemicals, Machinery and plant construction, Construction and infrastructure

Since its establishment in 1996 BDI - BioEnergy International AG has been a market and technology leader for the construction of tailor-made biodiesel plants based on the patented Multi-Feedstock process that it developed in-house. This technology enables biodiesel to be produced from different raw materials - such as vegetable oils, used cooking oils and animal fats - with very high efficiency.

By implementing the retrofit programme developed by BDI in existing major plants raw materials flexibility is increased and the quality of the biodiesel improved by the professional plant optimisation service.

BDI also offers efficient "waste-to-value" plant concepts for the production of high quality biogas from industrial and municipal waste.





## STERILSYSTEMS GmbH

### Wanted: Sales partners

#### UV-C sterilisation for air, water and surfaces

We develop, produce and distribute UV-C sterilization equipment for f air, water and surfaces.

UV-C rays are part of natural sunlight. If micro-organisms are exposed to sunlight, the UV-C rays prevent their proliferation and "kills" them.

If you would be interested to work in this sector, please contact us - we are seeking distribution partners or agents!

#### Industry sectors:

Food and drink, New technologies, Machinery and plant construction, Life sciences and pharmaceuticals, Chemicals, Construction and infrastructure



STERILSYSTEMS GmbH has been a pioneer in the development and production of systems for UV-C air sterilisation, UV-C water purification, UV-C surface sterilisation, odour neutralizing and room air drying.

© STERILSYSTEMS GmbH



Over a period of more than 25 years in this sector, the company has grown from being a regional supplier into a concern supplying systems for UV-C sterilisation Europewide and a valued partner of the foodstuffs industry, the traditional food trade and the water supply sector, for climate and ventilation technology as well as for laboratory and pharmaceutical technology.

© STERILSYSTEMS GmbH



Meisterfrost Tiefkühlkostherzeugungs GmbH  
Sinnersdorf 107  
7423 Pinkafeld  
Österreich

+43/3357/43 770 -0  
+43/3357/43 770 - 110  
[info@meisterfrost.at](mailto:info@meisterfrost.at)  
<http://www.meisterfrost.at>



## Meisterfrost Tiefkühlkostherzeugungs GmbH

### Wanted: Importers

#### Austrian specialties Frozen convenience for all markets

We are seeking an importer for our high-quality frozen food products. Our range extends from all vegetarian and vegan products to organic foods and convenience items.

“Marke Meisterfrost” branded products or own label products are available for wholesalers or retailers.

#### Industry sectors:

Food and drink



© Meisterfrost Tiefkühlkostherzeugungs GmbH



© Meisterfrost Tiefkühlkostherzeugungs GmbH

Meisterfrost Tiefkühlkostherzeugung is a Styrian family-owned firm, which specializes in the production and marketing of traditional Austrian specialties such as Kaiserschmarrn, spicy and sweet dumplings, Strudel and a variety of cakes.

We have been in business for over 25 years and our 180 employees or so, produce several tons of high-quality comestibles every day.



© Meisterfrost Tiefkühlkostherzeugungs GmbH

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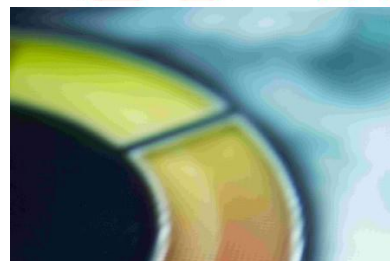
## Useful information and Austrian projects in Greece

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### Finding a commercial agent in Austria made simple

**Independent commercial representatives (commercial agents) are the ideal distribution channel for breaking into new markets. The online platform of the Austrian Commercial Agents makes it easy to find the right sales partner.**



Companies looking for a suitable distribution partner in Austria can now find the ideal match using the online platform of the Austrian Commercial Agents. [register.handelsagenten.at](http://register.handelsagenten.at) is fast, simple and covers all industry sectors. Users are just a few steps away from [placing an advert](#) or [searching the database](#).

The Austrian Commercial Agents are reliable, essential partners for breaking into new markets. Not only are they the best qualified professionals for marketing and distribution, what's more they have valuable contacts within the industry.

[register.handelsagenten.at](http://register.handelsagenten.at) is part of an international distribution platform supported by the Austrian Association of Commercial Agents and the international representation of national agents IUCAB. The platform currently covers [14 countries](#).

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## SANTORINI'S CABLE CAR



**Santorini's Cable Car** serves 1200 persons per hour totally and is constructed by the company **Doppelmayr®** in accordance with the **Austrian Regulations**. At the same time, it gives value to Fira port, which has been devaluated by the difficulty of the access to Fira. The incomes from the tickets are given to the island's Communities for the execution of development work.

It would be a pity to miss the opportunity of traveling with **Santorini's Cable Car** during your stay at Santorini and of admiring the beauty and multicoloured rocks.

The Cable Car belongs to the 14 communities of Santorini and is a successful example of self-management.

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## Useful information and Austrian projects in Greece

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### PARNASSOS SKI LIFT



F.l.t.r.:

Mr. Gerd Dückelmann Dublany (Commercial Counsellor at the Austrian Embassy in Greece), Mrs. Melitta Schubert (Austrian Ambassador in Greece), Mrs. Olga Kefalogianni (Greek Tourism Minister), Mr. Alexander Klimmer (Doppelmayr, Austria)

On December 19<sup>th</sup>, 2014 I had the pleasure to take part, in presence of the Greek Tourism Minister, Mrs. Olga Kefalogianni, the Austrian Ambassador in Greece, Mrs. Melitta Schubert and Mr. Alexander Klimmer (**Doppelmayr Austria**) at the official **opening of the new ski lift in Parnassos**.

The ski lift was established by the **Austrian company Doppelmayr**.

In less than 10 minutes, the ski lift, which was built in the state of the art, carries passengers from 1750 at 2250 meters above sea level. For this reason, the Tourism Managers of Parnassos are confident that many avid skiers will come and thus to revive this Greek ski tourism with the Austrian high technology.

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**AUSTRIA IS  
BUSINESS AT  
ITS BEST**

Have a look and enjoy our internet portal [www.advantageaustria.org/gr](http://www.advantageaustria.org/gr) for the Austrian economy.

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#### OUR WORLDWIDE NETWORK, YOUR ADVANTAGE

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





## Trade Fairs in Austria January – May 2015 (Selection)

<b>Name/Further Information</b>	<b>Type of Fair</b>	<b>Venue &amp; Date</b>
AutoZum Salzburg: Messezentrum Salzburg <a href="http://www.autozum.at/en/">http://www.autozum.at/en/</a>	AutoZum International trade fair for car workshop- and petrolstation equipment, motor vehicle spare parts and accessories, chemical products, environmental technology	Salzburg, 21.-24.01.2015
Ferienmesse Linz: <a href="http://www.ferien-linz.at/en/">http://www.ferien-linz.at/en/</a>	Ferien Messe Linz with Senior Aktiv The event for holidays, travel & leisure	Linz, 22.-24.01.2015
Bele étage Salzburg Kongress <a href="http://www.beletage-salzburg.at/">http://www.beletage-salzburg.at/</a>	belétage Event for fabrics & design	Salzburg, 01.-02.02.2015
Bauen+Wohnen Salzburg: Messezentrum Salzburg <a href="http://www.bauen-wohnen.co.at/en/">http://www.bauen-wohnen.co.at/en/</a>	Bauen+Wohnen Salzburg International fair for building, interior design and energy saving	Salzburg, 05.-08.02.2015
Bauen und Energie Wien Messe Wien <a href="http://www.bauen-energie.at/en/">http://www.bauen-energie.at/en/</a>	BAUEN & ENERGIE WIEN THE fair for healthy building, renovating, security, spa facilities, financing and energy saving. In cooperation with IBO - Austrian Institute for Healthy and Ecological Building.	Wien, 12.-15.02.2015
Die Hohe Jagd & Fischerei: Reed Exhibition Salzburg <a href="http://www.hohejagd.at/en/">http://www.hohejagd.at/en/</a>	Die Hohe Jagd & Fischerei International fair for hunting, fishing, adventure in nature & travel	Salzburg, 19.-22.02.2015
Creative Salzburg: Messezentrum Salzburg <a href="http://www.fj.creativsalzburg.at/en/">http://www.fj.creativsalzburg.at/en/</a>	creativ salzburg spring Intern. trade fair for gifts, home accessories, design- and lifestyle articles, paper, stationery goods, floristry, handicraft supplies, art products, souvenirs, glass, porcelain and ceramics, trendy products, plush articles, toys, fashion accessories	Salzburg, 27.02.- 01.03.2015
Tracht & Country Messe für Alpenen Lifestyle <a href="http://www.hb.trachtsalzburg.at/en/">http://www.hb.trachtsalzburg.at/en/</a>	Tracht & Country Frühjahr Die Messe für alpinen Lifestyle	Salzburg, 27.02.- 01.03.2015
Wohnen und Interieur: Messe Wien <a href="http://www.wohnen-interieur.at/en/">http://www.wohnen-interieur.at/en/</a>	Wohnen & Interieur-Messe Austria's largest fair for dream interiors, design, accessories, home entertainment and garden. Featuring international interior design and garden trends.	Wien, 07.-15.03.2015
Power Days <a href="http://www.power-days.at/">http://www.power-days.at/</a>	Power-Days Die Fachmesse für Elektrotechnik	Salzburg, 11.03.- 13.03.2015
Wiener Immobilienmesse Messe Wien <a href="http://www.wiener-immobilienmesse.at/">http://www.wiener-immobilienmesse.at/</a>	Wiener Immobilienmesse Focused on metropolitan area of Vienna	Wien, 14.-15.03.2015
Jaspowa & fishing: Messe Wien <a href="http://www.jaspowa.at/en/">http://www.jaspowa.at/en/</a>	Jaspowa & Fishing International fair for hunting and fishing plus special theme section 'absolut allrad'	Wien, 20.-22.03.2015
Interalpin CongressMesse Innsbruck <a href="http://www.interalpin.eu">www.interalpin.eu</a>	International trade fair for alpine technologies	Innsbruck, 15.- 17.04.2015
Alles für den Gast Messezentrum Salzburg <a href="http://www.hotel-investment-days.at/gast-messe">http://www.hotel-investment-days.at/gast-messe</a>	Alles für den Gast Spring Information and order fair for the restaurant and catering industry	Salzburg, 26.-28.04.2015





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**The Austrian Trade Commission for Greece and Cyprus**

8 Vas. Sofias, GR-106 74 Athens

**Phone:** +30 210 8843711, **Fax:** +30 210 8827913 **E-mail:** [athen@advantageaustria.org](mailto:athen@advantageaustria.org)

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

Οι ίδιες πληροφορίες στα γερμανικά θα τις βρείτε στην ιστοσελίδα μας [www.advantageaustria.org/gr](http://www.advantageaustria.org/gr) στο **Geschäftschancen**

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Wiedner Hauptstrasse 63, A-1045 Vienna/Austria

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