

AUSTRIAN TRADE BULLETIN

ΕΜΠΟΡΙΚΑ ΝΕΑ



Dear Reader,

As expected, the first half of 2012 has been very challenging.

After Greece has completed the largest sovereign debt swap in history successfully in March the economy came to a near standstill in the pre election period. Now after the formation of a new government business sentiment seems to have improved and business people appear to be more optimistic. So far Austrian exporters are supporting their Greek partners and will continue to do so as long as possible. The good news is that Austrian credit insurance companies are still covering deliveries to Greece although on a limited basis. To maintain creditworthiness it is adamant to stick to terms of payment otherwise credit limits are withdrawn immediately.

So far...

On March 23rd the Helios Project was presented in Vienna. This large-scale project aims at the generation of power via solar PV energy in Greece and the export of clean energy to Northern Europe. Main guest speaker was Dr. Alex Papalexopoulos, President and CEO of ECCO International San Francisco at this successful event, which was marked by a remarkably large attendance.

On March 27th - 29th we have organized in our headquarter in Vienna a forum on "energy efficient construction and infrastructure in Greece and Israel" during which thorough and expert case studies were presented.

On April 4th, our office has organized a lunch in honor of Ms Melitta Schubert, the new Austrian Ambassador in Athens, in order for all directors and managers of Austrian branches and establishments in Greece to personally meet her.

On April 26th took place the ceremony for the Energy Globe Awards 2012, the most significant environmental prize. This year's winner for Greece was the development agency Pieriki Anaptixiaki (Katerini, Pieria) and Mr. Costas Zapounidis' project: Rural...Green Energy Efficiency for Rural Development Programs.



On May 21st and 22nd, on the occasion of the official visit to Vienna by the Cypriot President Demetris Christofias and in the presence of Austrian President Heinz Fischer, the Austrian Federal Commercial Chamber held a Cypriot-Austrian business forum. Key topics were the well-rooted economic and commercial relations between the two countries, which show immense potential for further development as well as new business opportunities that primarily derive from the energy sector, especially since recent natural gas findings in Cyprus.

Picture: From Left to right: Mr. Pilides (President of the Cyprus Chamber of Commerce), Mr. Dimitris Christofias (President of Cyprus), Mr. Heinz Fischer (President of Austria), Dr. Christoph Leidl (President of the Austrian Federal Economic Chamber)

June 18th – 22nd: The Austrian Export week during which 70 commercial counselors from all over the world and 2.5000 visitors meet in Vienna. An exhibition (one-stop-shops for export activities), workshops, B2B meetings as well as podium discussions, altogether comprise the most prominent export events of Austria.

As a closing comment, let me reiterate my appreciation and gratitude for your commercial devotion that has become a constant value.

Bruno Freytag
Austrian Commercial Counsellor for Greece and Cyprus

AUSTRIAN COMPANIES ARE LOOKING FOR BUSINESS PARTNERS:

- [MUNICIPAL SEWAGE TREATMENT PLANTS](#)
 - [VACUUM-ASSISTED ABSORPTION TIMBER DRYING PLANTS](#)
 - [ELASTOMER INJECTION MOULDING MACHINES](#)
 - [WINE MARKETING](#)
 - [IMPLEMENTATION OF DISTRICT HEATING SYSTEMS](#)
 - [SELF-SUSTAINABLE SOLAR LIGHTING](#)
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 - [PHOTOVOLTAIC SOLAR ROOF TILES](#)
 - [THE EUROPEAN TRANSPORT ORGANISATION](#)
 - [HOT-DIP GALVANIZING PLANTS STEEL CONSTRUCTION](#)
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-

USEFUL INFORMATION

- [USEFUL](#)
- [Trade Fairs in Austria July – December 2012](#)

Austrian companies looking for partners

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



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<http://www.hafi.cc>



HAFI PROJECT & TECHNOLOGY GmbH

Wanted: Sales Partners

Municipal sewage treatment plants

HAFI supplies turnkey plant for use in municipal sewage treatment plants.

We supply a complete range of technological equipment based on the BIOCOS system including aeration panels and blowers.



HAFI is active in the following lines of business

- Sale of machines and plant ready to be installed
- After sales service and repair with an appropriate program of sales
- Engineering with comprehensive problem and system solutions

HAFI's performance relies on high-quality products and services of the following application technologies and product groups:

- Compressed air technology • Vacuum technology • Process gas technology • Driving technology • Environmental technology • Refrigeration technology • Conveying technology • Service



Scope of supply (for) wastewater treatment plants:

- BIOCOS® waste water treatment process based on activated sludge technology
- HAFI ABU Blowers
- HAFI AEROSTRIP and other aeration systems
- HAFI COMPACT SYSTEM – compact mechanical pre treatment system
- HAFI SREW DRAIN – sludge dewatering system
- Turnkey biological stages
- Turnkey E+M equipment for waste water treatment plants



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CONTAIN DRY AG

Wanted: Sales Partners

Vacuum-assisted absorption timber drying plants

CONTAIN-DRY is a high quality drying system that dries timber in a careful and energy-efficient way. The plants essentially consist of an equipment container and a drying chamber of modular construction.

We are seeking:

- End customers for our drying plants (sawmills, woodworking firms and major joinery firms) and
- Importers and wholesalers of woodworking machines to act as distributors for our products



Contain Dry AG was established as a research & development company with the goal of developing and marketing drying technology for timber and other goods. The contain dry® technology reduces energy costs and improves cost-effectiveness. This drying process also offers better environmental compatibility.



The patented contain dry® technology uses a vacuum-assisted drying process that requires significantly lower drying temperatures (absorption drying). In addition to significantly lower acquisition and running costs the contain dry® system impresses users by being simple to install and operate.



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MAPLAN GMBH

Wanted: Direct Customers

Elastomer injection moulding machines Plants, machines and accessories for the rubber and plastics industries

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

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



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



MAPLAN elastomer injection moulding machines are used to make technical moulded elastomer parts, from small O-rings and rubber/metal parts and liquid silicone rubber parts for use in medical technology to large silicone insulators for the electrical engineering industry and ultra heavy duty rubber/metal gaskets for the oil industry. The "MAPLAN Edition" and "MAPLAN Edition S" machine ranges offer European quality at a sensational price/performance ratio!



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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



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.



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NAHTEC Nahwärmetechnologie und Anlagen- technik GmbH

Wanted: Direct Customers

Implementation (general contractor) of district heating systems, biomass and biogas plants (eco electricity generation)

We support our customers at every stage, from the initial idea to planning, financing, planning approval, construction, operation and plant servicing.



Our company works in the environmental technology sector and specialises in the erection of eco electricity and district heating plants that exclusively utilise renewable energy sources such as wood, straw, renewable resources, liquid manure, solar etc.

Biomass:

Complete district heating pipe networks, district heating transfer stations, control technology, transmission system, boiler house and pipe network control technology, electrical engineering, biomass combustion plants, solar power systems.



Biogas

Cogeneration plants 100 kW – 2 MW, underground and above-ground gas pipes, fermenter heating installations and heating engineering, stirring mechanisms, measurement and control technology, gas storage, transformers, lightning protection, financing.



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ecoliGhts Solare Beleuchtung GmbH

Wanted: Sales Partners

Self-sustainable solar lighting Solar and LED lighting for local authorities

We are seeking distribution partners who can realise projects in the local authority sector! There should be a distribution structure in existence which can provide optimum service for municipalities! In addition there should be the possibility to install our products and to provide the service and maintenance function!



We wish to contact the following target groups:

- Firms operating in the public and communal lighting sector
- Electrical firms and wholesalers
- Municipal utility undertakings
- Technical planning firms
- Architects
- The end-customers are towns and municipalities!



ecoliGhts develops, plans and installs solar lighting systems, primarily for the local authority sector.

The solutions offered by ecoliGhts are aimed at the public sector and range from the use of individually pinpointed solar lights to improve road safety to complete lighting systems for illuminating roads, pedestrian paths, cycle paths, parks, water front promenades, camping sites, playgrounds, sports facilities and residential developments.

Safe and effective illumination of information signs and company signs, bus stops, monuments and bridges by means of solar track lighting and power LED spotlights complete the product range.



In addition ecoliGhts can on request plan and install classic solar power solutions for private, local authority and commercial applications.



GE imagination at work

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GE Jenbacher GmbH & Co OG

Wanted: Sales Partners

Expansion of local sales of our gas engines
Encouraging growth of the customer base and contacts with local businesses and politicians.

- Acquiring new potential customer contacts
- Strengthening existing customer contacts, encouraging the implementation of additional projects
- Obtaining information about current regulations for emission limits and state/EU grants for Greece
- Tendering by our local sales & service partner



GE's Jenbacher gas engine division is a manufacturer of gas-fueled reciprocating engines, packaged generator sets, and cogeneration units for power generation.

GE's Jenbacher gas engines range in power from 0,25 to 9.5 MW, and run on either natural gas or a variety of other gases (e.g., biogas, landfill gas, coal mine gas, sewage gas, combustible industrial waste gases)..



GE's Jenbacher gas engine division also focuses on technical excellence in waste-heat-to-electricity generation in small-scale applications. The Heat Recovery Solutions business developed an innovative 125 KW heat recovery generator, which recovers the waste heat from various types of engines and biomass boilers and uses it as fuel to produce electricity with zero environmental emissions.

A broad range of commercial, industrial, and municipal customers use Jenbacher products for on-site generation of power, heat, and cooling.



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SED ProduktionsgesmbH

Wanted: Sales Partners

Photovoltaic solar roof tiles - Clean energy - clean environment

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

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



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



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

LKW WALTER

LKW WALTER INTERNATIONALE
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LKW WALTER Internationale Transportorganisation AG

THE EUROPEAN TRANSPORT ORGANISATION

Offered: Services and Know How

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

Your advantages:

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

Truck loads all over Europe - Your full TRUCK loads in ONE hand



Loading capacity all over Europe - always and everywhere
For more than 50 years we have developed a powerful network of selected transport partners. The large truck-fleet of our transport partners as well as more than 5,000 crenable trailers and over 800 swap bodies for combined rail/road transport and short-sea shipping ensure that loading space is available, always and everywhere all over Europe.

Trucks 'R' us... LKW WALTER

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

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



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Koerner Chemieanlagenbau Gesellschaft m.b.H.

Wanted: Direct Customer



Hot-dip galvanizing plants Steel construction with a long lifespan

Koerner has many years of experience in planning and implementing galvanizing projects as a general contractor.

Our customers are based worldwide and include companies that offer contract galvanizing services and those that galvanize their own products such as pylons, lighting.

installations, crash barriers, grating products and other types of steel construction product. Special concepts and individual solutions are available for each of these segments

Koerner is known worldwide for its "KVK" brand of durable pickling tanks for the metal industry.

Koerner is a technology leader for hot-dip galvanizing plants with more than 25 years of experience. Over the last 10 years it has built more than 30 plants based on the groundbreaking new concept of the "KVK pickling system".

Koerner engineers plan every plant according to the individual requirements of each customer and build and deliver the plant worldwide as a turnkey project.

Koerner has recently focussed on after-sales service for the galvanizing industry. With new solutions for pickling bath management, temperature control etc.





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SBR JUCONOMY Consulting AG

Offered: Services and Know-how

Consulting Services:

For projects concerning ICT, regulation, telecommunications, Internet and broadband.

SBR Juconomy Consulting AG provides regulated network industries and the IT and media industries with regulatory, economic and technical consulting services, both nationally and internationally.

Our lawyers, economists and engineers have many years of experience. They collaborate closely on projects and can evaluate all relevant interdisciplinary questions from a variety of perspectives for our clients.

[fields of business activity English](#)



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UniCredit Bank Austria AG

Offered: Services and Know-how

Banking Services

As part of UniCredit, Bank Austria is the leading bank in cross-border business and can draw on years of experience and extensive know-how in the area of export finance. As number one banking partner for Austrian companies, the bank offers internationally proven financing concepts such as trade-, export- and investment financing in addition to the complete product range of a universal bank.

Since 2005, Bank Austria is part of UniCredit, the leading European group of banks, and is the best-capitalised major bank in Austria. Sustained economic growth and customer satisfaction are at the top of its agenda. Nine of ten companies maintain an account with Bank Austria, and six of ten companies have selected it as their principal bank. Bank Austria is Austria's leading bank for corporate customers yet for years, present in Austria with about 370 offices. Through its vast international network, Bank Austria gives its customers access to international financial markets throughout the world





ANDREAS VÖGL, HOTEL- UND TOURISMUS-
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Andreas Vögl, Hotel- und Tourismusmanagement Consulting

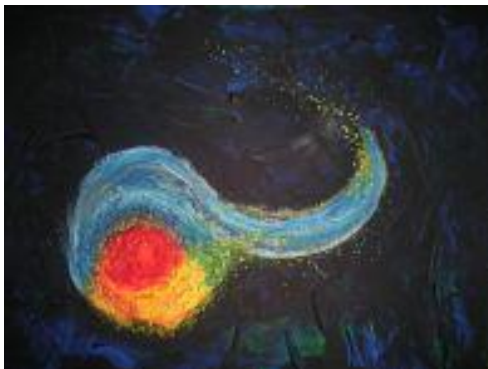
Offered: Services and Know-how

DIAMONDFEVER – Your Hotel is the Diamond!
“Diamondfever” @andreas vögl – Austria’s first and only hotel
quality improvement and assurance workshop play

Amazing findings of quality assurance and assurance and
development ideas (for hard- and software) within your hotel.

Quality is not expensive – it’s priceless...” (Mahatma Gandhi)

All information: <http://www.voegl.at> or <http://www.youtube.com/voegl1>



Welcome!
Congratulations - you are on the right way!

The result of professional consulting in hotel- and tourism
management is the contractual achievement of well
coordinated cooperation between you—the client—and
Andreas Vögl, your consultant.

Thus consulting is not a ready made product. Each cause for
consulting will be treated totally individually through myself;
suiting your personal needs and practicability.
All informationen on unique competences and products as
well as references: <http://www.voegl.at>



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Spirit Design Consulting & Services GmbH

Wanted: Co-operation Partners

Interest in collaboration partners

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

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

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

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

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

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



Ortner Rechtsanwalts KG

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>



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>






Useful information

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



OUR WORLDWIDE NETWORK, YOUR ADVANTAGE

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



Trade Fairs in Austria July – December 2012 (Selection)

<i>Name/Further Information</i>	<i>Type of Fair</i>	<i>Venue & Date</i>
INTERNATIONAL WOOD FAIR & WOOD ENERGY CONGRESS http://www.kaerntnermessen.at/messe/downloads/Einzels_Holzmenglistinternet.pdf	International trade fair for forestry, sawmill technology, timber construction and timber products, joinery machines equipment, transport and logistics, bio-energy	Klagenfurt, 30.8.-2.9.
CREATIVE SALZBURG AUTUMN http://www.fj.creativsalzburg.at	Intern. trade fair for gifts, home accessories, design- and lifestyle articles, paper, stationery goods, floristry, handicraft supplies, art products, souvenirs, glass, porcelain and ceramics, trendy products, plush articles, toys, fashion accessories	Salzburg, 31.8.-2.9.
ERS Annual Congress http://www.erscongress2012.org/	European Respiratory Society	Vienna, 1.-5.9.
FUTURA http://www.futuramesse.at	Trade fair for consumer electronics, household technology and telecommunication	Salzburg, 13.-16.9.
PRETIOSA DIAMONDS http://www.cmw.at/index.php?id=158&sprache=en	International Trade Fair for Watches and Jewellery	Vienna, 14.-16.9.
PRETIOSA DIAMONADS http://www.pretiosa-diamonds.at	International Trade Fair for Watches and Jewellery	Salzburg, 16.-18.9.



VIENNAFAIR http://www.viennafair.at/en/index.html	The International Contemporary Art Fair focused on CEE	Vienna, 20.-23.9.
VERPACKUNG AUSTRIA http://www.easyfairs.com/events_216/verpackung-logistik-service-wien-2011_10336/verpackung-wien-2011_10367/visitors_10368/welcome_10380/	International fair for packaging solutions	Vienna, 21.-22.9.
LOGISTIK AUSTRIA http://www.easyfairs.com/events_216/verpackung-logistik-service-wien-2011_10336/logistik-service-wien-2011_10337/	International fair for logistics-related solutions, ranging from transport and logistics services to warehousing and storage to IT solutions and marking/tracking systems, as well as consulting, contracting and outsourcing	Vienna, 21.-22.9.
BEST OF BIKE 2012 http://www.bestofbike.at/	fair for bikes and supplies	Salzburg, 23.-25.9.
ESCP 2012/ 7th SCIENTIFIC AND ANNUAL MEETING OF THE EUROPEAN SOCIETY OF COLOPROCTOLOGY http://www.escp.eu.com/	European Society of Coloproctology	Vienna, 26.-29.9.
CLASSIC EXPO SALZBURG http://www.classic-expo.at	International classic car trade fair	Salzburg, 30.9.-2.10.
AUTOMATION AUSTRIA - VIENNA-TEC http://www.vienna-tec.at/en/index.html	International Fair for Industry and Trade - six well-known trade fairs under one roof 1) Industrial automation drive and motion control 2) Energy distribution and switching technology 3) Manufacturing technology 4) Industrial electronics 5) Measuring, test equipment and quality assurance 6) Welding, joining, cutting, testing and protecting	Vienna, 9.-12.10.
MUSIK SALZBURG http://www.musik-salzburg.at	International music trade fair	Salzburg, 14.-16.10.
GEWINN-MESSE http://www.gewinnmesse.at	International fair for investment	Vienna, 18.-19.10.
ERTICO VIENNA http://2012.itsworldcongress.com/content/exhibition	ITS-related topic, Traffic Information, E-freight and logistics, Emergency and incident management , Vehicle- Infrastructure communication, Tolling and road charging, Road safety, etc.	Vienna, 22.-26.10.
MODELLBAU/IDEENMESSE 2012 http://www.modell-bau.at/ http://www.ideen-welt.at/	trade fair for and shows for plays, toys, paints, handicrafts, decorates etc.	Wien, 25.-28.10.
ALLES FÜR DEN GAST – HERBST http://www.gastmesse.at/	International trade fair for the entire catering, restaurant and hotel trade	Salzburg, 10.-14.11.



INTERPÄDAGOGICA http://www.interpaedagogica.at/en/index.html	Specialist educational trade fair for teaching aids, equipment, culture and sport - from infant pedagogics to creative learning and supplementary adult education MiniWorld - trade fair for kindergartens, sport and sports equipment, exercise and nutri	Salzburg, 22.-24.11.
RENEXPO http://www.renexpo-austria.at	International Energy Trade Fair	Salzburg, 24.-26.11.

The Austrian Trade Commission for Greece and Cyprus

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

Οι ίδιες πληροφορίες στα γερμανικά θα τις βρείτε στην ιστοσελίδα μας
www.advantageaustria.org/gr στο Geschäftschancen

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