



Dear Reader,

Welcome to the second issue of our Members' Activities Newsletter. Reaching December, one cannot but reflect on the year that's drawing to its end. Indeed it has been a year full of activities and events for the Arab-Hellenic Chamber of Commerce and Development, in which we saw active participation by most of our members, as well as many newcomers. 2015, the year of our 35th Anniversary since the establishment of our Chamber, will witness the convening of the 4th Arab-Hellenic Forum and other high-quality activities, all in the aim of serving our members in the best possible way.

In this issue, we have included a special insertion on **PIMA Group**, another Arab investment in Greece with potential for growth and expansion. This investment is adding up to the long and successful history of Arab investments in Greece, which is a clear reflection of the degree of excellence of relations between Arabs and Greeks. While we are witnessing that Arab investments are on the rise in Greece, one hopes that Greek businesses will also eye and take advantage of the abundance and the potentials of numerous investment opportunities in the whole of the Arab world as well.

We are very pleased with the encouraging response from our members for participation in this Newsletter. Equally we are pleased with the positive feedback and suggestions we have received so far. Last but not least, we thank all Arab Federations and Chambers of Commerce for their kind cooperation in circulating this Newsletter to all their members.

MIDEAST TRAVEL WORLDWIDE, one of the shiny names in the travel and tourism industry in Greece, is sponsoring this issue and we seize this opportunity to thank them for their continuous support.

✦✦✦ We wish you all Happy Holidays and ✦✦✦
a peaceful and prosperous 2015.

Harris Geronikolas
President

Rashad Mabger
Secretary General

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ARAB-HELLENIC CHAMBER
OF COMMERCE & DEVELOPMENT

NEW MEMBERS A.H.C.C.D.

- EL-TRANSLATIONS
 - GLOBO
- KAPLANIS FRUITS
- NIKOS ZOULAMOPOULOS
 - NOVADENTAL LTD
 - LAW FIRM
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35 years of Excellence in Partnership

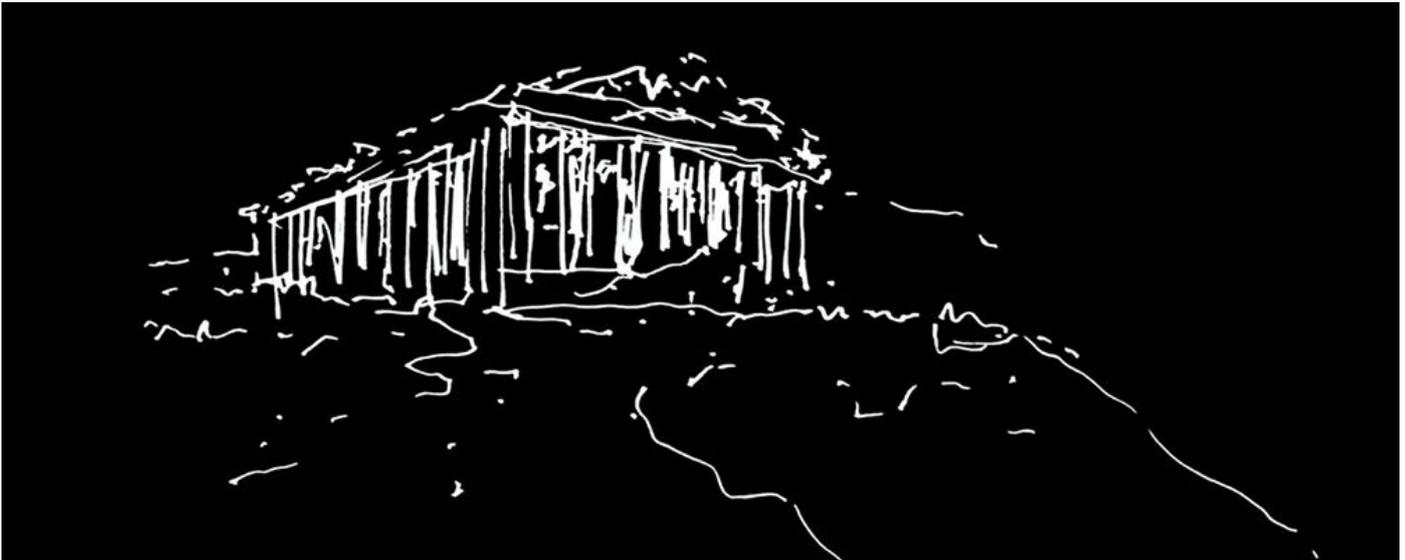
Arab investments in Greece: another success story

"Greek companies have successfully managed many infrastructures and other projects in the Arab world; equally, Arab companies operating in Greece have been some of the early pioneers in investing in Greece. Their success is a clear indication of how we can work side by side for our mutual benefit."

Adnan Kassar

Honorary President

General Union of Chambers of Commerce,
Industry & Agriculture for Arab Countries



PIMA GROUP

PIMA Group represents the recent Arab companies investing in Greece in various Greek locations and regions.

The Group is focusing on investments and development in Greece and other European Countries. As the owners of buildings, parts of lands and islands, their team and the most Professional services in the market guarantee the success of their projects. They undertake construction, renovation and fit-out projects for buildings, malls, com-

plexes and super markets.

They offer their clients a quality service that is both competitive and cost-effective. They cooperate closely with International Greek and Arab-based interior designers, architects, engineers and project managers. This close collaboration allows them to consistently deliver projects of exceptional standards and quality. They pride themselves on delivering the most professional service in the market and ensuring that our client's needs are satisfied

at all times. Their track record of successfully completed projects is testament to their dedication to respect their commitments and agreements, maintain their credibility in the market.

PIMA MAR S.A. and **PIMA S.A.**, two subsidiaries of PIMA Group, have undertaken property development projects in Corfu and Mykonos of the highest standards. They are currently interested in expanding in other areas of Greece.

PIMA GROUP

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¹: As cited in Arab Hellenic Chamber of Commerce and Development, 1st Export, Services & Investment Opportunities Directory 2014/15, Athens, April 2014.

CAPRICE S.A.

another subsidiary company of the Group, is the owner of a carpet mosaic construction factory in a property of 6,000 sq. meters. The factory, located in the area of Kalyvia, Markopoulo, has a dynamic, highly qualified personnel, for the construction of carpet mosaic products and marble products. So far, they have been working with special orders upon demand and they will be operating in full capacity by September 2015.





CAPRICE S.A., is also the owner and developer of several properties, most notably the new and already popular MANDALOUN Restaurant in the area of Chalandri, Athens and Offwhite, the new café-restaurant of Aioulou street, in the historical center of Athens. It is an evidence of the Group's success that the restaurant opened its doors at a time when the neighboring roads were only filled with company buildings and commercial shops. After Mandaloun's appearance in April 2014, the surrounding area has been bustling with life and witnessing a rise in the opening of similar eateries and cafeterias.

The restaurant's philosophy is simple: to take diners on a journey of the senses through exquisite flavors and smells, offering high quality food in a welcoming setting reminiscent of the eastern Mediterranean culture, where hospitality is the key.



The food – from the vegetables to the meat – is fresh and carefully prepared on the spot before being served in stylish copper cookware.

The range of spices and a rich tea collection on display are among its signature items.

With its tall ceiling and open kitchen, diners have a magnificent view of Mandaloun's large wooden oven as well as the chef and his team at work making use of their excellent cooking skills and imagination to produce traditional dishes – with a twist.

At the end of the day, Mandaloun is a place where Civilization meets through the love of good food.



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Off White

is the implementation of an original idea in historical mixing the Ancient Greek and eastern Mediterranean culture. It combined a cozy place, in front of the Ancient athenaeum of Andrianou, where tasteful falafel, snacks, sweets and a variety of unique teas and coffees can be enjoyed.

A journey of taste and history.



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EL-TRANSLATIONS

Your Language Expert

EL-TRANSLATIONS, based in Athens, aims to provide its clients with high quality specialised translation and conference interpretation services.

We issue certified translations of:

- Business, legal and financial documents
- Advertising and marketing material
- Websites
- User and operating manuals
- Product Information
- Other documents and files



All translations pass through a two-tier system of translation - initial translation, editing and proofreading - to ensure cultural accuracy. Where required we adopt additional quality controls in order to align with client-side process.



If you are doing business in our region, we also translate from Arabic, Greek, English, French and German into all Balkan and South Eastern Europe languages (Albanian, Bulgarian, Romanian, Serbian, Turkish etc.) and vice versa.

Interpretation

If you are looking for professional conference interpreters or need interpretation for a meeting or visit, choose from our various types of *interpretation*. Our interpreters work in Greece, Europe and anywhere else in the world upon agreement.

Other Linguistic Services:

- Websites and software localisation
- Subtitling and voice-over

Why us?

- Experienced professional linguists working into their mother tongue
- Competitive prices and quality work
- Sworn and certified translators
- Confidentiality: Your security and peace of mind is paramount to us. We will gladly sign a confidentiality agreement with you.
- Once a deadline is agreed, we never miss it.

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NEW MEMBERS A.H.C.C.D.



GLOBO

GLOBO is a global provider of complete enterprise mobility solutions and SaaS. Our GO!Enterprise (EMM) and GO!AppZone (MADP) offerings help businesses expand their engagement with employees and customers through the mobile channel via a secure and extensible environment that runs on all smart devices. The Group operates internationally through subsidiaries and offices in U.S., U.K., Europe, Middle East and South East Asia. Globo was recognized in the 2014 Gartner Enterprise Mobility Management Magic Quadrant report and in Ovum's 2014-15 Decision Matrix for EMM Solutions.

For more information please visit www.globopl.com



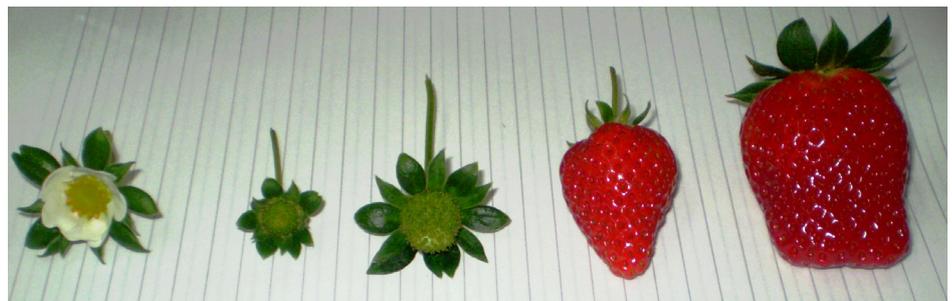
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KAPLANIS FRUITS

Kaplanis Fruits is a family business activated in the production, standardization, packaging and the marketing of rural products. With specialized staff, collects and packs top quality strawberries of certified seeds and distributes them on the international market.



Our experience is the best guarantee for high quality products, good service and cooperation.

Being familiar with market requirements, our goal is to provide top quality rural products which comply with the highest safety and quality standards, meeting the needs of the most demanding customers.



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NIKOS ZOULAMOPOULOS

The construction company of civil engineer Nikos Zoulamopoulos is based in Gialiskari of Kea (also known as Tzia) providing high quality construction services since 1990. In collaboration with specialized architects, the company is involved in the construction of independent holiday houses and residential complexes and provides ready-made constructions or custom constructions, according to your needs. Some of the constructions are also available for rent.



The design of houses follows the local architectural elements (stonework, fireplace, paving, pergolas), while the construction completely satisfies the modern demands, providing a wide range of options from simple retreat to a luxurious holiday home with pool.



The location chosen for the construction of houses are the most beautiful, with unlimited view, easy access to the beach and within a short distance from Kea 's port. Kea island is ideal for acquiring a holiday home. It is just one hour away from the port of Lavrion and one and a half hours in total from Athens International Airport.

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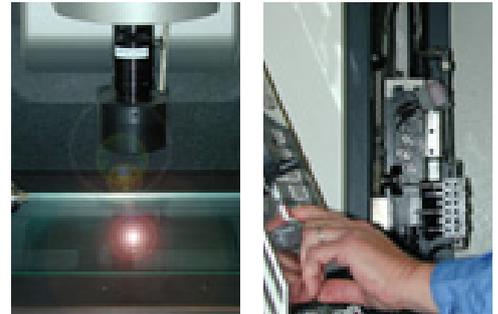
NOVADENTAL LTD



Novamind is a branch specialized in the production of components for dental implant restorations, created by Novadental Ltd that has been present and active in the dental market for decades.



Novadental has created a technologically evolved production station equipped with devices of latest technology. It is operated by highly trained specialists and is approved and certified with ISO from the Greek Center of Quality Control and Technology of Health.



Novamind can offer nowadays prosthetic components of high quality and precision compatible with most widely used dental implant systems in significantly lower prices in comparison to traditional dental implant systems. That contributes to a lower cost implant treatment, but with absolutely excellent quality. Our company not only manufactures high end implant prosthetic components, but also invents new solutions that open new horizons to dental implant field. We are constantly keeping updated, following the new evolvments in technology, we created beside the traditional prosthetic parts, a new generation of so called "interface abutments" which are used to design and manufacture through the software of the scanners, ceramic abutments.

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LAW FIRM EFTHYMIOS G. NAVRIDIS & ASSOCIATES

Our law firm has been successfully involved in litigation and the provision of legal advice for many years now, and constantly sets itself new targets within Greece and abroad, to provide more comprehensive, beneficial support to its clients.

The law office was established in 1984 by Efthymios G. Navridis who initially focused on civil law, and then with the aid of an experienced staff extended operations into other fields of law. Recently, Efthymios G. Navridis and Associates Law Firm was also established in October 2014. The firm proved itself to be an office capable of providing its clients with comprehensive legal support, a continuous improvement in the level of services offered and an ever-growing portfolio of new services. Since 2009 the firm in Athens has held ISO 9001/2008 certification provided by the international certification body TUV Hellas (a member of the TUV Nord Group) to ensure that its operations are in line with the specifications and requirements laid down by the international standard. This certification confirms the quality of the services we offer our clients.

We view the profession of lawyer not as some static profession but as an endless horizon, within which we are constantly re-examining objectives and potential, and preparing plans that could be implemented, utilising legal thinking and employing knowledge of the law. In this context, we are always seeking to develop mutually beneficial international partnerships. The result of this is that today along with our office in Athens, we have a dynamic presence in Bucharest where we have a fully-equipped office in the heart of the city staffed by a Greek-speaking team, as well as in Tirana and Pristina. On November 18th 2012 a Cooperation Memorandum was signed in Dubai between "ADAM Consulting" and our firm by the power of which we are already representing "ADAM Consulting" in Greece, Rumania, Albania and Kosovo. We also collaborate with some of the largest, most respected firms in Istanbul, Nicosia, Dubai and Erbil, having built up close relations with them so ensure prompt, responsible, appropriate service for our clients.

WORKING LANGUAGES

English, German, French, Spanish, Italian,
Russian, Romanian, Albanian and Arabic

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Diadilos Solutions is comprised of **Loss Adjusters, Mechanical / Civil / Electrical Engineers**, and other technical staff all with many years of experience in a multinational corporate environment. Our vast extent of experience includes but is not limited to all areas of **loss adjusting, construction projects, technical & equipment inspections, quality assurance, NDT testing.**



"Providing effective services while ensuring peace of mind for all its clients"

Diadilos Solutions is fully certified by **ISO 14001:2004 & ISO 9001:2008.**

Total Quality Assurance (TQA)

Integrated & systematic approach ensuring that customers and suppliers are provided with an effective quality system. TQA goes beyond just safety requirements to actually accelerate time-to-market, improve quality and reduce overall costs.

- Quality System Evaluation • TQA System Set Up
- Systematic Records of Production Information
- Process/Product Data Verification

Technical inspections

Concerning technical facilities we offer technical inspection services in the following fields:

Building inspections

- Building Energy Inspections (thermography)
- Mold and moisture problems detection (thermography)
- Non-destructive testing (NDT) buildings and facilities
- Dilapidation of all structures & buildings for major public projects (i.e. Metro & subway)

Electrical installations / Mechanical Equipment / Pipe installation inspections

Areas of inspection include all apparatus, construction machinery & cranes, machinery parts, amongst others, using the latest techniques such as:

- Visual inspections (robotic, endoscopes, etc.)
- Thermography • Ultrasonic

“ The perfect solution combined with extensive engineering background. ”

Visual inspection / Dimensional checks

- Verification of raw or semi-manufactured materials • Sampling & analysis
- Staged production inspection • Determination of quantity
- Labelling and documentation control • Witnessing in-house tests
- Finished product inspection • Packing and marking inspection
- Supervision of stuffing into containers • Photographic reporting
- Complete final reporting • Ensure the conformity of the equipment used

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ARAB-HELLENIC CHAMBER OF COMMERCE & DEVELOPMENT

MEMBERS' NEWS

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 - SPYRIDES S.A.

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SYCHEM S.A.

has delivered successfully the second fast track WTP project in Algeria.

The project concerns the engineering, procurement, installation and commissioning of a Water Treatment Plant for a major EPC project in Algeria, where the end client is the Algerian Company of Electricity Production SPE. Spa - a member of Sonelgaz Group.

The total Water Treatment Project consists of 10 double containerized units including two-pass RO and CEDI systems, supplying pure water of 7.800 m³/d total capacity for the operation of 20 FT8 Mobile Pac gas turbine generator units with a nominal rating of 25 MW each and of 1 double containerized unit including two-pass RO and CEDI systems, supplying pure water of 2.200 m³/d total capacity for the operation of 6 FT8 Mobile Pac gas turbine generator units with a nominal rating of 25 MW each.

WTP total pure water installed capacity exceeds 10.000 m³/day being the largest Desalination Project ever awarded to a Greek RO manufacturer.

WTP units were assembled at SYCHEM S.A. newly constructed manufacturing plant with highly modern equipment and design, in Heraklion (Crete).



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MIDEAST TRAVEL WORLDWIDE

Mideast supporting Greek initiatives that further boost our country's tourism product

Mideast Travel Worldwide participated as an exhibitor in the first **Greek Tourism Expo** that took place **from 5th to 7th of December at Metropolitan Expo**. The company participated in B2B meetings with selected foreign tourism factors from the Arabic countries and other markets, promoting the tourism product called Greece.



The exhibition was aiming to dynamically present all the kinds of classical and alternative tourism offered by Greece, and as such Mideast's presence was absolutely important.

Always setting as its priority the **promotion of the country and its modern infrastructure** through targeted actions and presence in exhibitions around the world, Mideast embraces and supports every remarkable Greek initiative. By actively participating, Mideast hopes for the **establishment of a world-famous tourism exhibition institution in Greece** for the years to come.



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MYKONOS TOP VILLAS



Mykonos Top Villas offers luxurious, comfortable and stylish holidays and getaways to families, friends and couples. Its collection includes some of the most beautiful villas with stunning views on the island of Mykonos. Mykonos Top Villas is one of the specialized Real Estate agents exclusively for Mykonos with a long experience in sales of Real Estate.

We are very proud of our new collection which includes some of the most beautiful and exclusive villas in Mykonos. All hand-picked properties, built with stylish and luxurious character for an unforgettable holiday, for a family, a group of friends or just a romantic interlude for two.

For so many years we live in Mykonos Island and we take pride in knowing the island well and have close working relationships direct with our owners, many of whom are also good friends and are only a phone call away. Our personal service and advice is based on past experience and with matching the

most suitable luxury villa in Mykonos for your requirements for a super holiday.

Our private villas list is even widening embracing some stunning properties in every part of Mykonos and we will be delighted to assist you, so if you want to find what you are looking for, just contact with us.

We are committed to offer you the kind of holiday that we would like to take ourselves.

Enjoy our website and we hope we have the pleasure of your company this year.

For us luxury is a total experience, not just a fine house in a stunning landscape. It is personal service, a high level of comfort, style and imagination. Above all it is the confidence in knowing that your holiday expectations will be met and you will be treated with the same level of care that you have come to expect in every important aspect of your life.



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MEMBERS' NEWS

ADELCO S.A.

is established in 1934 and is one of the oldest and most respectful Companies Manufacturers of Pharmaceutical and Cosmetic Toiletry products.

The History in cosmetic's industry started with OM-OR shampoo...

1960's ...



Adelco introduces OM-OR shampoo, the first shampoo to be produced and marketed in Greece.

Today ...

The first OM-OR shampoo and the new OM-OR NATURALS, are today the new generation of Adelco hair care products.

Adelco Cosmetic's that Adelco S.A. has created with advanced technological means, research and development dedicated to quality, offers new products for **body and hair care** specially for kids, women, and men.

The everyday care **FOR THE WHOLE FAMILY.**



Kids Care



Hair Care



Men's Care

80
YEARS

science in the service of quality



Contact Details:

Visit our new website: www.adelco.gr and contact us: info@adelco.gr

TH. C. SKAGIAS S.A.



SKAG LEVER ARCH FILES

2015 is just around the corner! Time to change our Lever Arch Files in our offices and SKAG has the complete solution. Who said filing has to be boring?

Globally recognized for excellent quality, SKAG has a wide range of 15 colours and sizes, perfect for the companies who want a different colour every year, free of toxic substances and made from PP, widely acceptable as a plastic that does not harm the environment.

All SKAG LAF are Made in Greece and in complete accordance with EU regulations for Health and Safety.

For more information, please contact us below.



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ANTAEA MEDICAL SERVICES LTD

"ANTAEA Medical Services Ltd. teams up with MedScinet AB in clinical trials expertise"

ANTAEA Medical Services in Greece set out to create a local CRO in 1998. Through diligent work our staff achieved exceptional reputation, increasing business and consequently growing client expectations. Nowadays, **ANTAEA** offices and local personnel cover **Balkans** and **MENA Region**. **ANTAEA** ensures with strategic partnerships not only **local presence** but services of the highest quality.



Recently, **ANTAEA Medical Services** Ltd has joined forces in **Strategic Alliance with MedSciNet AB** of Stockholm, Sweden, to address the ever increasing needs of Pharmaceutical and Biotechnology companies to outsource their clinical trials to highly skilled partners who offer expertise, experience and advanced management as well as technological solutions at cost effective rates.

While ANTAEA will support MedSciNet AB with its **market development strategies in Southeast**

Europe, North Africa, Middle East and the **Gulf Area**, MedSciNet AB will provide **world class IT solutions and technical expertise** to ANTAEA and its customers. Both companies agreed on co-development of models that will maximize effectiveness and efficacy of clinical trials as well as reduce the costs for clients. ANTAEA and MedSciNet AB strongly believe that the interests of both businesses are best served by their joint synergies and collaboration in the global market place.

Professor Magnus Westgren, Chairman of the Board of MedSciNet, comments the agreement: *"We are looking forward to this joint project with great potentials for the future of both companies."*

"As a CRO strongly believing in added value of advanced technologies in early decision-making as well as shortening time-to-market in drug development, we welcome this Strategic Alliance as a major step in service improvement for the clients of both our companies", says John Roussos, MSc MedPhys, CEO of ANTAEA Medical Services Ltd.

MAKING RESEARCH REALITY



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KLEEMANN HELLAS S.A.

KLEEMANN is a Greek company and one of the leaders in the European and international market in the vertical transportation sector. It started operating in 1983 with head offices based in Kilkis, Northern Greece. The company currently operates manufacturing units in Greece, China and Serbia and sales offices in 13 countries. It exports to more than 95 countries, and it holds the 2% of the global elevator market. The company has developed a highly important presence in the Arab world, exporting to almost all of the Arabic countries.



In 2010, expanding its already intense activity in the area, KLEEMANN opened its sales office in Dubai, followed, four years later, by one sales office in Saudi Arabia. With a series of very important projects during those last years, the company has managed to successfully penetrate the market and get established as one of the main players.

More recently, KLEEMANN provided 4 tractions MRL elevators Duplex of 8 stops and travel speed of 1,6 m/sec for the Fahad University Hospital in Riyadh, on the Kingdom of Saudi Arabia.

To view the wide range of our products and make your own designs, please visit our website, www.kleemannlifts.com, and to make your own designs try our www.designyourlift.com.



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NEOTEX S.A.

presents its best-selling product in export markets in 2014: **NEOPROOF PU W**



Description

Water-based polyurethane, waterproofing coating for roofs when mechanical durability and outstanding waterproofing properties are required. It forms a non-penetrating against moisture film with resistance to UV and mechanical stress.

Fields of application

- Roofs made of concrete, cement boards, mosaic, cement slurries
- Rooftops with resistance to stagnant water
- Metallic surfaces after the application of the proper primer (**Vinyfix® Primer** or **Silatex® Primer**)
- New or old acrylic or polyurethane waterproofing layers

Properties - Advantages

- Ideal solution for waterproofing walkable roofs
- High mechanical strength
- Applicability and on cloudy days as the final polymerization of the material is done by evaporation, and therefore under shading
- No appearance of holes in the surface during the curing of material
- Protection of polyurethane foam insulation
- Certified with CE
- Eco-friendly (Water-based)
- Resistant to temperatures from -15°C to +80°C (For extreme temperature changes it is available **Neoproof® PU W-40** for temperatures from -40°C to +80°C)
- Easy to apply



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SABO S.A.



SABO GROUP Premises



Project Sarl Edhaia,
Touggourt-Algeria



Sulaymaniyah-Kurdistan region,
Republic of Iraq

Rely on the best partner

A unique group of companies specialized on the brick and tile industry, automations (robotics), SCADA and packaging systems. Its success consists in adjusting the lines to the real needs of the customers. Certified quality procedures (ISO, CN) bring the company on the top European and International level.

Recent activities of the company are visible in Middle East, North and Central Africa, Malaysia, China, Russia and its vision on Latin America markets start giving the first positive results.

New build up horizons, like South Africa, are under investigation.

30 years of experience are the first qualification for its multi national presence. Great respect on customers value, enhance team work and efforts as well as quality and after sale service of high level are the key parameters for future success.

For more information please visit our web site www.sabo.gr

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Delivering energy to the world

Corinth Pipeworks is amongst the world leading steel pipe manufacturers for the Oil and Gas Industry and a major hollow sections supplier for the Construction Sector. Corinth Pipeworks S.A. has half a century experience, the technological superiority and a pursuing excellence philosophy to deliver to its customer's innovative solutions and an overall high performance.

We deliver one of the widest product ranges worldwide based on state-of-the-art investments and continuous improvement of our manufacturing processes.

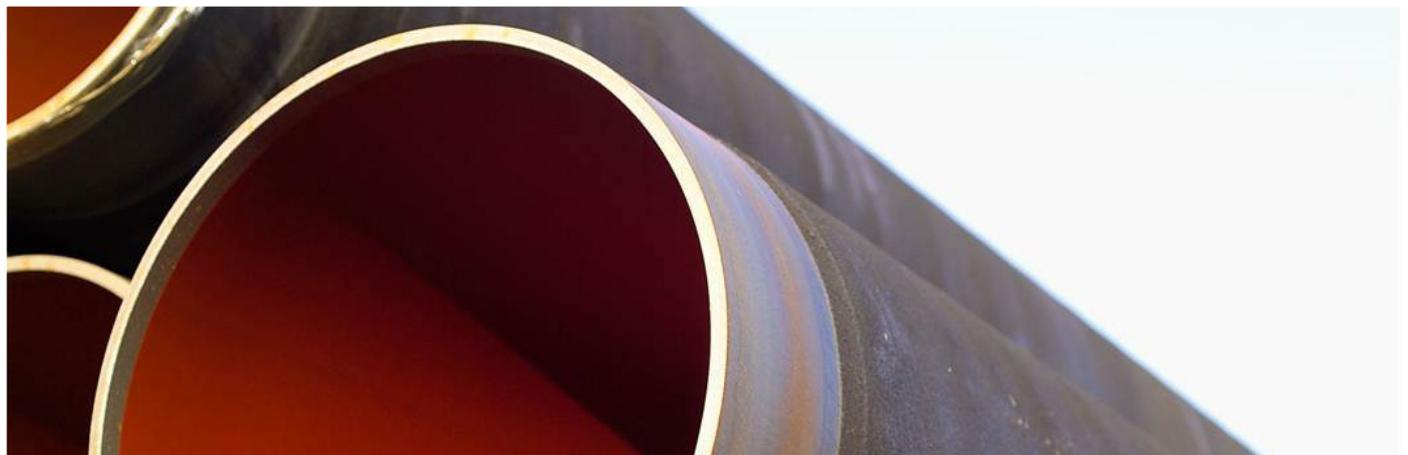
Corinth Pipeworks is a reliable supplier of all the major Oil & Gas companies and International contractors with a long track record of high end projects all over the world.



Part of an ongoing development strategy and aiming to continuous growth CPW announced the signing of a contract with the German Manufacturer of equipment SMS Meer, for the supply of a new pipe mill that will have the capability of producing energy pipes with external diameters ranging from 16" to 56", wall thicknesses of up to 40 mm, pipe lengths up to 18.3m, and Steel Grades up to X100, using the LSAW/JCOE production technique.

The 16"-56" LSAW mill will enhance CPW production range in welded pipes, 26" HFI/ERW and 100" HSAW already been available.

By this planned investment, CORINTH PIPEWORKS S.A. is aiming to capture the fast growing global demand for high strength offshore and onshore energy pipes, which meet very strict quality criteria and thus offering a unique product range, and excellent customer service.



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SPYRIDES S.A.

THANK YOU FOR YOUR TRUST

SPYRIDES S.A. continues its operations with success during the troubled economic circumstances within the last few years. In fact thanks to the trust of our customers, SPYRIDES S.A. managed to considerably expand its turnover within 2014.

This year we equipped with our Automation Systems 1600 Greek petrol stations, being part of a major project of petrol station's modernization.



At the same time we achieved to maintain all our long standing customers in Arab countries across Africa & Middle East and further expand our exports in new markets of Arab world.

SPYRIDES S.A. managed to become the major supplier of Fuel Dispensers at almost all Oil Companies in Libya and also exported a considerable number of Fuel Dispensers at major Oil Companies in Egypt.



To combine our sales with highest after sales support, **SPYRIDES S.A.** organized local training in our new Arab customers' facilities by sending experienced engineers, in order the technical personnel of the Oil Companies to get detailed knowledge of our Fuel Dispensers in terms of Installation, Operation and Maintenance.



Finally **SPYRIDES S.A.** welcomed in Greece executive officers of Arab Oil Companies in order to have the chance to evaluate themselves our production plant and facilities in generally and conclude about the high quality equipment and/or services we are able to provide.

SPYRIDES S.A. expands its activities continually in new fields and new distributors in Arab world and present itself as a reliable and healthy company.

Once again we wish to thank so much all our Arab customers for their trust.

SPYRIDES SA

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35 years of Excellence in Partnership



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