

## Beckhoff presence in Greece

Ioannis Skourgialos, managing director of IAS, makes the point that: "Amongst the most important of the firm's aims is providing the best possible support and advice for customers concerning the project business and customized automation solutions, as well as the provision of training and servicing."



→ Greece, better known as a sunny holiday destination with magnificent beaches and famous tourist attractions, is acquiring ever greater importance as a serious economic force in South Eastern Europe with strategic importance for the Balkans. Above all the country's entry into the European Union and the forthcoming staging of the Olympic Games in 2004 have provided decisive impulses for the country's economic growth.

## New challenges and perspectives using PC-Control

Beckhoff has found a partner for the distribution of its complete product range in the technological and commercial firm of Industrial Automation Systems (IAS). IAS has been active in the different spectra of automation technology since 1992. IAS is a high technology specialist in automation systems and extremely well acquainted with the latest developments in this field. At the present time the company has 11 employees. The company headquarters are located in the Greek capital, Athens. Athens is the center of the most important technological developments, in the immediate vicinity of the country's main industrial centers. In addition IAS has access to a network of sales- and integration partners throughout Greece, thereby also covering all the important industrial regions outside Athens.

IAS has been successful with Beckhoff technologies in several markets including: injection molding machines, palletizing, packaging, welding and cutting systems as well as transportation and storage systems. The first projects, among a whole number of usages and solutions together with Beckhoff, were applications in the field of drive technology and bus terminals.

Beckhoff's technological market share is growing at a faster rate than the overall Greek market share because the benefits of Beckhoff are very obvious to the customer. The innovative force of the Beckhoff "New Automation Technology" has been able to prove persuasive.



Leonardos Skourgialos, sales manager of IAS, spotlights the fact that: "Through co-operation with Beckhoff and its wide range of products we are presented with new challenges and perspectives in the field of PC-based control, whereby we profit from the Beckhoff technical support and unsurpassed know-how."

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