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PARTENARIAT 92
THESSALONIKI **GREECE**

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22-23 JUNE 1992



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WHAT IS EUROPARTENARIAT?

The Europartenariat is an initiative of great significance taken by the Commission of the European Community, and is aimed at promoting certain regions of the Community, by providing business cooperation opportunities for small and medium sized companies.

After Dublin in Ireland, Torremolinos in Andalusia, Cardiff in Wales, Porto in Portugal and Leipzig in Germany, the sixth Europartenariat will take place in Greece, in the city of Thessaloniki on the 22nd and the 23rd of June 1992.

The body responsible for the organisation of this event in Greece is the Exporters' Association of Northern Greece in collaboration with HELEXPO which is the official Greek Organisation of International Trade fairs, Exhibitions Festivals and Conventions.

The implementation of every Europartenariat follows four main stages: the selection of local companies; the production of a catalogue presenting those companies and their cooperation profiles in six European languages; the widespread distribution of the catalogue throughout Europe; and finally the organisation of two days of prearranged business meetings.

THE AIM OF EUROPARTENARIAT

The main objective is the stimulation of collaboration between companies throughout the whole of the European Community as well as the development of certain regions.

The cooperation meeting in Thessaloniki on the 22nd and 23rd of June 1992, provides a valuable opportunity to international companies to conduct talks with representatives of the 303 Greek companies in this catalogue.

Language problems will be largely eliminated through the availability of translation and interpretation services.

HOW TO PARTICIPATE

To apply for participation in the Europartenariat, you are requested to fill in the application form on page 203 and send it to the consultant in charge of your country (see page 205)

To book a room in a hotel, you are requested to fill in the application form on page 200 and send it to the address mentioned there.

All interested European companies are welcome to participate in Europartenariat '92.

THE EUROPARTENARIAT

EUROPARTENARIAT '88

DUBLIN · 23-24 JUNE 1988

IRELAND

89
EUROPARTENARIAT

ANDALUCIA



Europartariat Wales 1990

WALES

PORTUGAL

PORTO 91·06·17/18

EUR*PARTENARIAT 91

PORTUGAL



EAST GERMANY



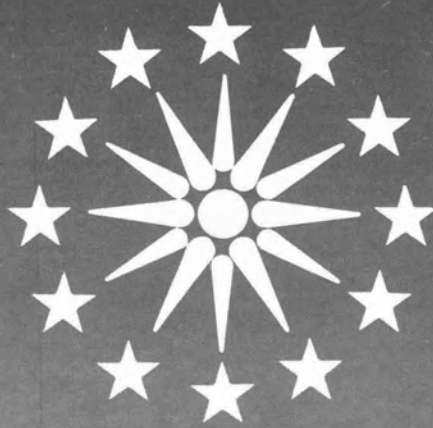
EURO
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THESSALONIKI GREECE

GREECE

STATISTICAL DATA OF THE EUROPARTENARIAT EVENTS

	'88	'89	'90	'91	'91B'
COMPANIES	117	220	165	210	344
VISITORS	300	550	600	830	1.019
CONTACTS	600	2.000	2.100	2.375	4.200
DEALS	20	80	80	n.y.a.	n.y.a.

n.y.a. = not yet available



WELCOME MESSAGES

MESSAGE FROM

Mr. STEFANOS MANOS

Minister of Greek National Economy



The organisation of Europartenariat '92 in the city of Thessaloniki marks an extremely important event for Greece to host for the first time, this well established European Community initiative.

Europartenariat '92 will offer the opportunity to the Greek enterprises taking part, to exchange experience, to develop common activities and cooperation programmes with other European SME's and expand their activities within the wider European Area.

Modern competition conditions and the progressive introduction of a market economy in Eastern and Central Europe mean that there is a need for small and medium size enterprises in the European Community to improve productivity and increase competitiveness based on an ability to innovate and adjust in an open market.

The Ministry of National Economy is very happy to see that Greek enterprises, characterised by dynamism and openness, are now looking outside our frontiers and seeking the cooperation with other similar enterprises in other member states at all levels, for mutual benefit. Furthermore the invitation of businessmen from the EFTA countries, the Balkans, and other countries of Eastern Europe and Cyprus confers to Europartenariat '92 of Thessaloniki, a new dimension which goes beyond the limits of the European Community and expands the cooperation prospects.

I am convinced that this event, which is taking place in an area of strategic importance not only in the Balkans, but also in the wider European area, will encourage substantial business initiatives and profitable financial deals.

I hope that this event will be fully successful.

Stefanos Manos
Minister of Greek National Economy

MESSAGE FROM

Mr. MILLAN and Mr. CARDOSO E CUNHA Members of the European Commission



Some ten years have now passed since Greece joined the European Communities. On the eve of completion of the Single Market, the Commission of the European Communities has decided - in association with the Greek national authorities - both to mark the distance already travelled since Greek accession, and to draw attention to the industrial and economic change taking place in the country as well as the many business opportunities it offers today.

«Europartenariat» in Greece will provide a unique occasion for several hundred Community businesses to see for themselves, on the ground, the changes under way and to enter into direct discussions about trade links and financial and technical cooperation with the three hundred Greek companies selected for this event and listed in this catalogue.

Apart from these contacts between individual businesses, «Europartenariat» will this time be including several new dimensions above and beyond its basic purpose of promoting regional development.

In fact for the last two years businesses from EFTA countries have already been participating regularly in these events, reflecting the opening of the Community towards the European Economic Area. But Thessaloniki will also be welcoming firms from Central Europe, especially the Balkan countries that border Greece and are its natural partners.

The «Europartenariat» event, offering as it does more opportunities for business contacts, hopes to become a unique and effective forum for cooperation and partnership between European businesses, therefore providing the greatest possible benefit to the host region.

In taking on this task, «Europartenariat» in Greece can rely on five years of experience in the running of these events and on the growing awareness of them in the business world, as attested to by the latest «Europartenariat» held in eastern Germany, which brought together more than a thousand potential partners for a selection of 340 east German businesses.

We are confident that the quality of the organization, and the calibre of the businesses selected will guarantee a fruitful «Europartenariat» in Thessaloniki, and we send our best wishes to all those participating.

Bruce Millan

Antonio Cardoso e Cunha

THE EXPORTERS' ASSOCIATION OF NORTHERN GREECE - S.E.V.E.



Founded in 1975 S.E.V.E. is now the largest Exporters' Association in Greece.

S.E.V.E. seeks to set and raise the standards of practice and management of business through constant training and education. It provides information and opportunities for the exchange of ideas, to those who deal with export trade and international business relationships.

Moreover, it provides the representation of its members' business interests, to the Government and other official bodies.

In addition, the services provided by S.E.V.E. to its members include: standardisation of export policy, simplification of procedures, and solutions to export problems. S.E.V.E. also acts as a link with businessmen abroad, creating international contacts.

Furthermore, S.E.V.E. has established the Exports' Research and Studies Institute (I.E.E.S.) with the purpose of helping small and medium sized companies to succeed in their internationalisation efforts. I.E.E.S. relies on trained professionals, who combine scientific and analytical thought with practical experience in international business relations.

The systematic contact of I.E.E.S. with an organised international network of collaborators and its on-line link with the most important international databanks, establishes I.E.E.S. as capable of offering totally effective business solutions. I.E.E.S. acts as a source for foreign businessmen who want to contact Greek businesses and to find out about Greek exports, economy, etc.

It has a powerful desk research office which offers the following services: specialised information, training in export matters, international market research, counselling on international marketing, seminars and conventions.

HELEXPO - Δ.Ε.Θ.

NATIONAL ORGANISATION OF FAIRS - CONVENTIONS - CULTURAL EVENTS



HELEXPO - International Fair of Thessaloniki is the national organizer of fairs, conventions and cultural events. It has Thessaloniki as its headquarters and develops activity in the fields of trade, business activity, tourism and culture. These activities have a panhellenic as well as international range and function.

Organisation of fairs

The field of organisation of fairs, aims at the development of trade and business activity and especially in the promotion of Greek products and exports.

The installations of HELEXPO in the International Centre of Fairs and Conventions in Thessaloniki, every year host the General international Fair of Thessaloniki and other twenty international branch fairs such as AGROTICA, INTERKID, FURNIDEC, MARMIN, INFOSYSTEM, KOSMIMA, PHILOXENIA, HOTELIA, DETROP, TYROPACK, TEXTILIA, Maritime Show, etc.

The fair organisations cover almost the whole spectrum of business activities concerning products as well as rendered services.

Conventions

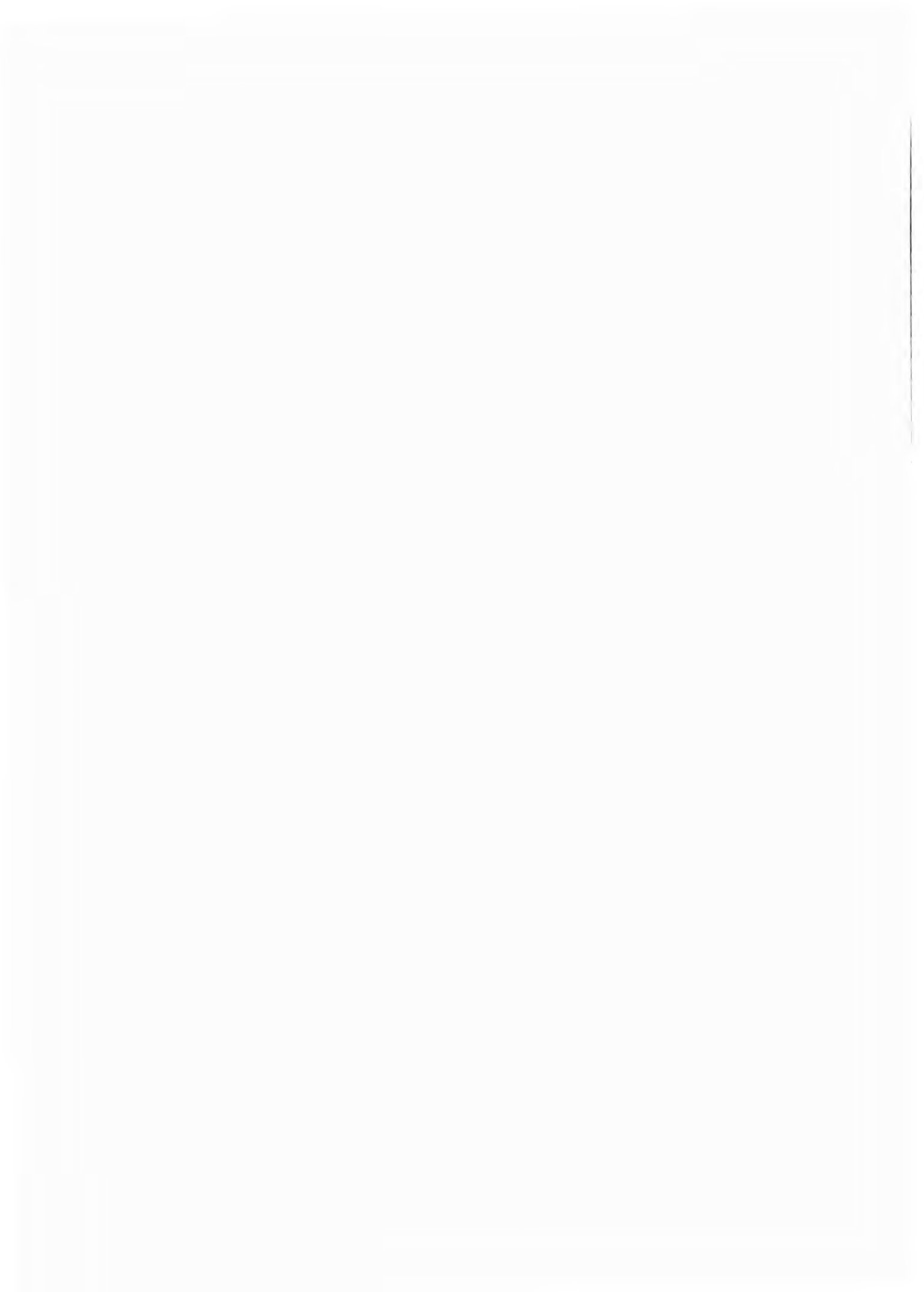
In HELEXPO's Convention Centre hundreds of international and local conventions take place. HELEXPO is a member of: the Union of International Fairs (U.F.I.), the European Federacy of Convention Towns (E.F.C.T.), the International Association of Conventions and Congresses (I.A.C.C.), the International Federation of Festival Organisations (F.I.D.O.F.), the National Association of Executive's Meetings (N.A.E.M.), the International Association of Conventions, Visitors and Bureaus (I.A.C.V.B.).

Cultural Events

HELEXPO organizes important cultural events such as: the International Music Days, the Greek Song Festival, the Greek Film Festival (which is becoming international) the Greek Folklore Dance Festival, Art exhibitions etc.

Tourism

HELEXPO contributes to the development of the tourism, of the geographical area and of the whole country. The International Fair of Tourism, PHILOXENIA, which it organizes, is developing into an international Stock Exchange of tourism, and more particularly, into a great centre of development for tourism in the Mediterranean.



CONSULTATIVE COMMITTEE MEMBERS

The following Greek organisations have kindly participated in the consultative committee for the joint preparation and implementation of the programme - Europartenariat '92 - Thessaloniki - Greece.

1. Chamber of Commerce of Athens

Akadimias 7, 106 71 Athens
tel. 01-36.07.944
fax 001-36.16.464

2. SME Chamber of Athens

Akadimias 18, 106 71 Athens
tel. 01-36.38.036
36.35.313-19
fax 01-36.14.726

3. Chamber of Commerce of Piraeus

Loudovikou 1, Rousvelt Sq., 185 31 Piraeus
tel. 01-41.77.241
41.79.480
fax 01-41.78.680

4. Greek Industries Association

Xenofontos 5, 105 57 Athens
tel. 01-32.37.325-9
fax 01-32.22.929

5. EL.KE.PA.

Kapodistriou 28, 106 82 Athens
tel. 01-36.00.411
fax 01-36.40.709

Dodekanissou 10B, 546 26 Thessaloniki

tel. 031-532.820
fax 031-542.826

6. Hellenic Export Promotion Organisation

Mitropoleos 1, 105 57 Athens
tel. 01-32.46.402
fax 01-32.47.017

I. Dragoumi 20, 546 24 Thessaloniki

tel. 031-262-120
fax 031-236.570

7. Industrial Development Bank

Panepistimiou 18, 106 72 Athens
tel. 01-32.37.981
fax 01-36.21.023

8. Exporters Association of Northern Greece

Morihovou Sq. 1, 546 24 Thessaloniki
tel. 031-535.333/540.022
031-547.312/546.103
fax 031-543.232
031-546.102

9. Chamber of Commerce of Thessaloniki

Tsimiski 29, 546 24 Thessaloniki
tel. 031-275.341
031-532.542
fax 031-230.237

10. SME Chamber of Thessaloniki

Aristotelous Sq. 27, 546 24 Thessaloniki
tel. 031-271.327
fax 031-232.667

11. Association of Industries of N. Greece

Morihovou Sq 1, 546 24 Thessaloniki
tel. 031-539.817
031-539.682
fax 031-541.491

12. Commercial Association of Thessaloniki

Morihovou Sq. 1, 546 24 Thessaloniki
tel. 031-538.790
fax 031-538.263

13. Hotel Association of Thessaloniki

Aristotelous Sq. 3, 5424 Thessaloniki
tel. 031-273.993

14. HELEXPO

Egnatia 154, 546 36 Thessaloniki
tel. 031-239.221
031-225.379
fax 031-226.516

15. Panhellenic Exporters Association

Kratinou 11, 105 52 Athens
tel. 01-52.29.403
01-52.29.540
fax 01-52.42.568

16. Chamber of Commerce of Dodekanissos

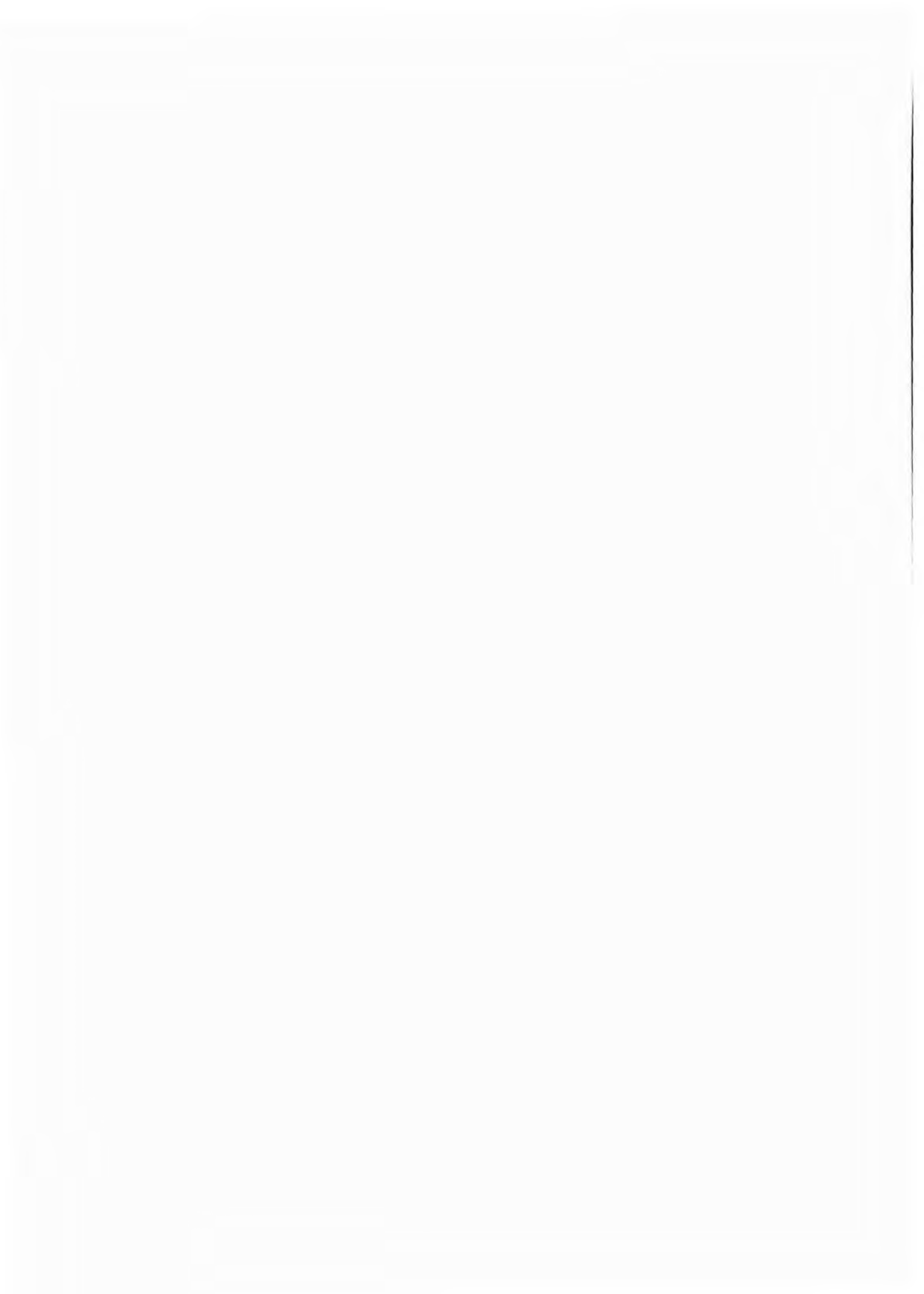
Gr. Lambraki 8, 851000 Dodekanissos
tel. 0241-222.81
fax 0241-222.83

17. Macedonian - Thrace Bank

I. Dragoumi 5, 546 25 Thessaloniki
tel. 031-542.213, 031-542.313
fax 031-547.323

18. Hellenic Organisation of S&M sized Industries & Handicrafts (EOMMEX)

16 Xenias Str. GR 115 28 Athens
tel. 01-770.2636
fax 01-777 8694





WELCOME TO GREECE

WELCOME TO GREECE



Greece is the country of the sun and the sea and its inhabitants are one of the most hospitable people in the world.

Its history goes back many centuries. It is the birthplace of the western European Civilization, since democracy, philosophy, theatre and athletics were born here, and great figures such as Homer, Hippocrates, Aeschylus, Aristotle, Plato and Pericles flourished here. The Greece of today, in accordance with its cultural heritage, proceeds on a course of development, contributing with its productive manpower to the realisation of a unified Europe. It is located in the south eastern part of Europe. To the north it borders Albania, Yugoslavia and Bulgaria and towards the east it borders Turkey.

Area: 131.957 sq. km.

Length of border: 1.081 km.

Length of coastlines: 15.021 km.

Number of islands and of islets: over 10.000

Population: 10.264.150

Capital: Athens

Regime: Parliamentary Republic

ECONOMY

Industry

20% of the active population is occupied in industrial production. 40% of the industrial units are located in Athens and 13% in the area of Thessaloniki. The following sectors contribute to the gross national income:

Food and tobacco	21%
Spinning-mills	15%
Chemicals and petroleum Industry	15%
Metallurgy	11%
Wood and paper products	11%
Metall products	8.8%
Non-ferrous minerals	8%
Transport	8%
Clothing-footwear	6.6%

Energy

59.8% of the country's energy needs are covered by hydrocarbons, 36.9% by lignite and 3.3% by hydroelectric energy. 72,6% of all electricity is produced by lignite, 19,8% by petroleum and the rest by hydroelectric energy. Of the total energy consumed, 32.8% is by industry, 36.6% by household needs, and 30.6% by transport. Concerning electricity 57% is consumed by homes, 42.7% by industry and 0.3% by transport.

Minerals

Apart from 16.000 barrels of petroleum produced daily in Thassos, Greece produces 52.000.000 tons of lignite per year. It also has bauxite, from which significant quantities of alumina and aluminium magnesium nickel and uranium (Northern Greece) are produced. It also produces marbles, such as the famous ones of

Penteli and Paros, as well as kaolin, betonite and perlite. Greece is the most important exporter of cement in the world.

Employment

The country's working population is 3.965.266 people about 7% of which are unemployed. The working week is 5 days and corresponds to 40 working hours. Law prohibits employment of children under 14 years of age. Working personnel are entitled to 4 weeks paid vacation per year and parents are entitled to additional leave.

Commerce

During 1990 imports to Greece totalled 18.693 billion U.S. dollars and Greek exports totaled 6.365 billion U.S. dollars. 78% of imports come from E.C. countries, while 72% of the exports are directed to E.C. countries.



The breakdown of Greek foreign trade appears in the following table:

Country	Imports	Exports
Germany	29%	25.6%
Italy	17%	18.2%
France	7.29%	8.8%
Netherlands	6.7%	3%
Great Britain	5.6%	8.4%
Eastern countries	2.5%	2.5%

The main products which are being exported are spinning- mill products, fruits and vegetables, tobacco and cement.

Transport

Length of highways: national highway 9.990 km.
 provincial road 29.212 km.
 Vehicles: 1 per 4 inhabitants
 Vehicles for mass transport: 776.429
 Vehicles for international transport: 7.539 trucks
 Railway network: 2.612 km.
 Airports: 36 International flights are being carried out in 25 of them.

Shipping

Greece is universally known for its merchant fleet. Certainly, it holds the first place in this field, since 2.500 ships of over 1.000 registered tons are of Greek ownership, with total tonnage of 50 million registered tons.

Ports

The country's most important ports are those of Pireaus, Thessaloniki and Volos. During 1990 34.723.914 tons of merchandise were shipped through these ports.

Tourism

The archaeological sites, museums, 15.000 km of beautiful coastlines, the wonderful climate and the good service attract approximately 10.000.000 tourists per year to Greece. Most of the tourists come from Britain, Germany, U.S.A.,

France, Italy and Scandinavian countries etc.

Hotels: 6.713

Beds in hotels: 438.355

Rented rooms: 322.764

Camp sites: 326

Ski centres: 4

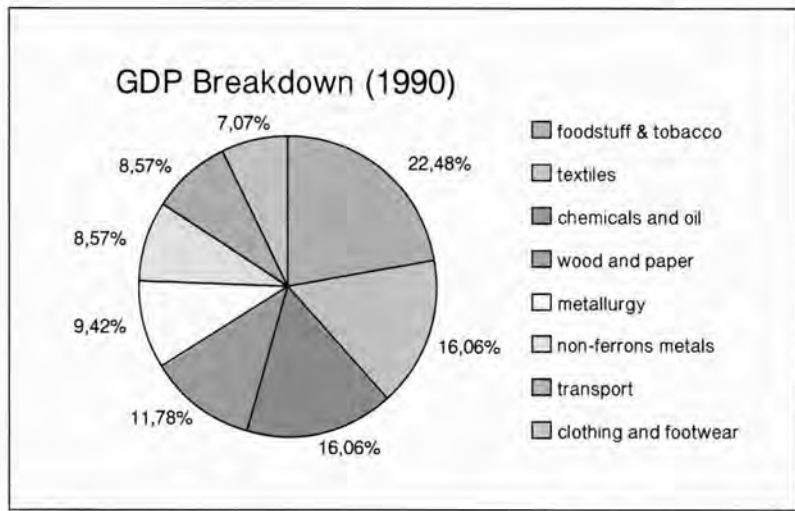
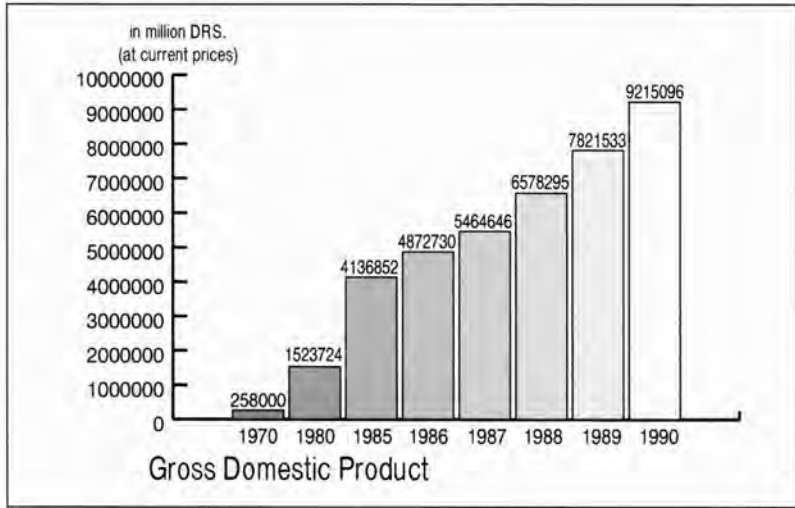
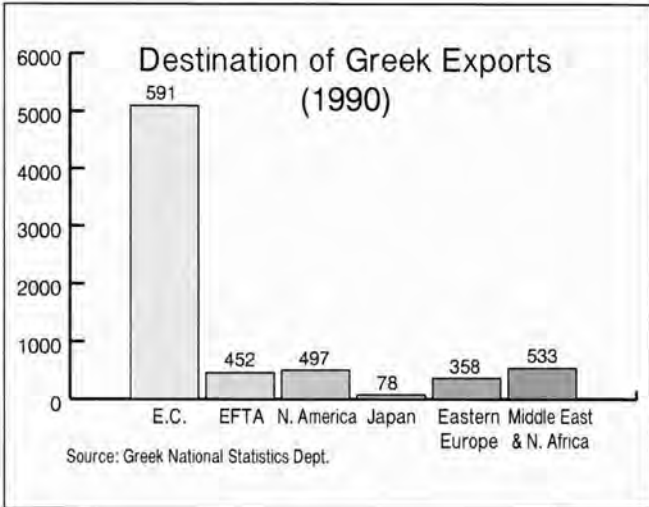
During 1990, about 450.000 tourists visited the Greek islands by cruiseliners.

Attraction of investments

Investors from E.C countries and from other parts of the world come to Greece for various reasons.

The country, an E.C. member, has access to the European markets, and its geographical location makes it a crossroads which connects Europe, the Balkans and the Middle East. The country's working population is excellently trained whereas the cost in the wages is extremely low in comparison with the rest of Europe.

Apart from the many incentives for investments, there are also plenty of raw materials and products for processing, packaging etc. on offer.





played an important role in all the events which marked the history of Greece up to the present. It was built in 315 B.C. by King Kassandros, who named it after his wife who was sister of Alexander the Great. Its geographical position had and has the utmost economic and strategic importance, not only to the Balkans, but also the whole region of the Eastern Mediterranean. During the Byzantine Empire, Thessaloniki was the second largest and most significant city of the Byzantium and was a significant communication junction, linking the interior of the empire with the Aegean and the Orient. The tracing of Egnatia street, a road axis which connected the Adriatic with Constandinople, played an important part in the economic

MACEDONIA

Macedonia is the largest administrative region of Greece, with an area of 34.177 sq. km. and an approximate population of 2.500.000 inhabitants, 43.7% of whom live in the area of Thessaloniki. It is located in the northern part of the country, which consists of three regions, Epirus to the west, Thrace to the east and Macedonia in the centre. It includes 13 prefectures and the distinguished community of Mount Athos. The largest cities are Thessaloniki, Kavala, Serres, Katerini, Veria, Drama and Kozani. Macedonia is a strong financial area, second in business activities to the capital of Athens. It possesses energy sources, minerals and remarkable archaeological sites and museums.

THESSALONIKI

Thessaloniki, capital of Macedonia, is called by its inhabitants the «Bride of Thermaikos». It has an ancient history of over 2.300 years and



development of the City.

The historic course of Thessaloniki can be established by the ancient monuments, the Byzantine churches and its museums which are scattered throughout the city and its wider region.

The most important museums are: the Archaeological Museum, where the treasures of the Palace of Vergina and of the Macedonian King Philippos are exhibited, the Folklore and Ethnological Museum and the Museum of the Macedonian Struggle.

Also in various places, hundreds of findings of the pre-classic era, the classical ancient times and the Byzantine period are exhibited.

Nowadays, Thessaloniki has gained distinction

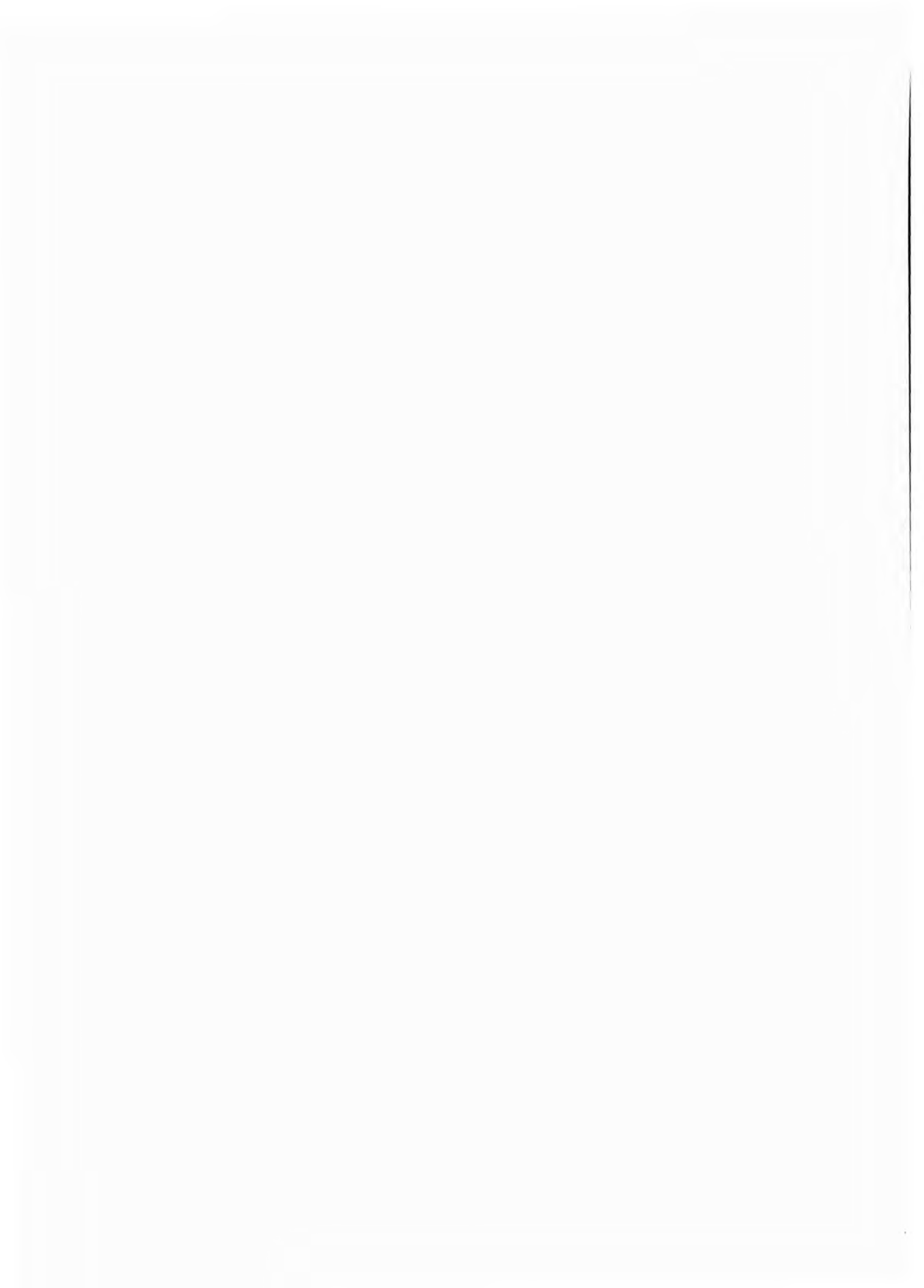
as Greece's second largest city.

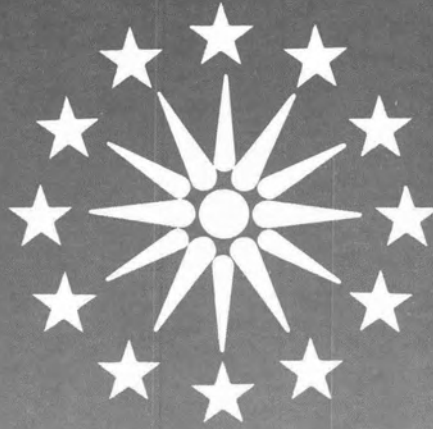
It is a major modern city, having the country's largest university, largest industrial zone and the second in size commercial port with a free trade zone. These advantages guarantee the rising financial and industrial development of the area.

Thessaloniki provides the focal attraction for a large number of tourists yearly, because of its historical monuments and of its proximity to the Halkidiki peninsula, which is a favourite holiday area due to its beautiful coastlines and very clean sea.

The fully-equipped tourist facilities which exist in the area guarantee a wonderful stay to every visitor.







PARTICIPANTS

BRANCHES

	Company No.
 FOOD - BEVERAGES	1 - 56
 TEXTILE INDUSTRY	57 - 68
 CLOTHING - JEWELLERY	69 - 112
 LEATHER - FURS - FOOTWEAR	113 - 123
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FOOD - BEVERAGES

1

FOOD - BEVERAGES



A.V.E.Z. S.A.

NACE - Code 1585

1

An enterprise with a long tradition in pasta production and distribution. It has been operating in Thessaloniki since 1926. Today it manufactures 50 types of pasta. With 6 modern production lines in operation, the firm achieves an overall capacity of 12,000 tons per year. It exports to many countries including England, Denmark, Nigeria, Belgium, Saudi Arabia etc.

Given its high productive capacity, the company seeks cooperation with firms distributing food in E.E.C. countries with a view to promoting its products. It is also interested in sub-contracts and is seeking cooperation in the field of technology.

<i>Sales (m. drhs):</i>	2 054
<i>Exports:</i>	217
<i>Imports:</i>	99
<i>Employees:</i>	107
<i>Contact:</i>	PATRIKALAKI M.

AGROTIKI KOLINDROU S.A.

NACE - Code 1533 1582 0110

2

This is a vertically organized enterprise producing, processing and marketing fruit and vegetables. The finished produce is distributed in cans or other appropriate packaging. The products include canned stewed fruit, broth cubes, mashed potatoes, fruit jams. They modernize and update their machine equipment annually. The current processing capacity of 20,000 tons fresh fruit per year is to be increased to 30,000 tons in 1993 due to new investments. The largest part of production is currently exported to 50 countries: (Japan, USA, Canada, Northern and Western Europe etc.)

The company wishes to co-operate with similar enterprises (within the commerce and production sectors) aiming at expansion of their distribution network of canned products within the international market, conclusion of commercial agreements, acquisition/exchange of technology and development of new products. The company also welcomes the establishment of joint venture and seeks an associate/financer.

<i>Sales (m. drhs):</i>	2 330
<i>Exports:</i>	1 910
<i>Imports:</i>	97
<i>Employees:</i>	161
<i>Contact:</i>	KANOURAS A.

FOOD - BEVERAGES



ALIKO RIVER S.A.

NACE - Code 0502 1520

3

The operations of this enterprise consist of eel culture and production of smoked eel, trout and mussels, which are packed for retail sale. The eel culture is monitored under a closed circuit system with up-to-date installations. It promotes exports to Germany, the Netherlands and Denmark.

The company seeks an associate for the smoke-curing unit, as well as the relevant know-how. It also seeks distribution networks, supermarkets and wholesalers for the distribution of its products to markets of Western Europe.

<i>Sales (m. drhs):</i>	5
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	11
<i>Contact:</i>	MAVROS S.

ANTZOULATOS P. S.A.

NACE- Code 1551 5133

4

For thirty years the company has been intensely active in preserving, storing and trading cheese products and in Greek feta cheese production. It possesses cooling facilities with an overall volume of 20,000 m³ and a cheese-dairy with an annual productive capacity of 400 tons of Greek feta cheese. It imports from Austria, the Netherlands, Germany, Denmark, Finland and Bulgaria.

It pursues mutual cooperation with enterprises in the cooling and packaging industries, the production and trade of cheese products, as well as with chain-stores. The cooperation objectives in which the company is most interested are distribution networks, commerce, technology/know-how transfer, research and development and use of patents.

<i>Sales (m. drhs):</i>	928
<i>Exports:</i>	-
<i>Imports:</i>	407
<i>Employees:</i>	70
<i>Contact:</i>	ZAFIROPOULOS G.

FOOD - BEVERAGES



ARCON LTD

NACE - Code 1533

5

The company cans fruit and vegetables in metal and glass containers. The products it processes are collected from farms located close to the factory. Its machinery and equipment include two modern canning lines with an overall capacity of 40 tons of fresh produce per 8 hours. The majority of its production is distributed to Germany, Hungary, Turkey and Bulgaria.

The company's immediate targets include the modernization and expansion of its premises and research into new products. The company is interested in joint venture or other forms of cooperation in production or distribution. Joint products promotion in markets outside Europe is desirable.

<i>Sales (m. drhs):</i>	480
<i>Exports:</i>	476
<i>Imports:</i>	60
<i>Employees:</i>	137
<i>Contact:</i>	LEPIDAS J.

ASTRON MESSINIAS S.A.

NACE - Code 1542 1533 1598

6

The company's operations include the production of olive, oil olives, bottled sauces and mineral water. It possesses modern automated machine equipment. It exports to Germany, England and Italy.

The company is exclusively interested in cooperation concerning distribution networks. It seeks partners from the food industry in order to conclude mutual agreements for product distribution. Its distribution network covers many regions in Greece.

<i>Sales (m. drhs):</i>	2 051
<i>Exports:</i>	72
<i>Imports:</i>	-
<i>Employees:</i>	56
<i>Contact:</i>	KIKIS C.

FOOD - BEVERAGES



BARBA STATHIS S.A.

NACE - Code 1533 1531

7

One of the largest Greek enterprises in the field of freezing and processing of fresh vegetables. Formed in 1990, the present S.A. evolved from the frozen products branch of a well-established company in operation since 1936. It possesses an extended distribution network with 1241 outlets throughout Greece. Four independent production lines with a capacity of 10 MT per hour each, 50,000 m³ warehousing space for frozen products, and a significant number of refrigerated vehicles illustrate the up-to-date organisation of the enterprise. It currently exports to France and Germany.

The company seeks new investments in order to expand further and develop its current distribution network. It aims to increase its export trade and expand its operations in bakery products and ready-cooked meals. It is also interested in obtaining rights and would consider joint venture proposals.

<i>Sales (m. drhs):</i>	2 531
<i>Exports:</i>	31
<i>Imports:</i>	607
<i>Employees:</i>	235
<i>Contact:</i>	RAPTOPOULOS G.

BEST FOODS S.A.

NACE - Code 1531 1589

8

The company produces a variety of snacks (crisps etc.) and it is one of the best known companies of its kind in Greece. It has been operating as an S.A. since 1981. It possesses modern and highly automated equipment for the production and packaging of its products. Its exports are mainly directed to Poland, Romania and Bulgaria. It imports from France, the Netherlands, Germany and Denmark.

The company seeks new distribution networks from European partners in the line of food and offers its own networks in return. It is also interested in obtaining technology/know-how and developing new products. It is willing to participate in joint venture and wishes to conclude commercial agreements.

<i>Sales (m. drhs):</i>	1 396
<i>Exports:</i>	13
<i>Imports:</i>	367
<i>Employees:</i>	149
<i>Contact:</i>	OCHONOS E.

FOOD - BEVERAGES



BRENNEREI - WEIN BEREITUNG THRAKI S.A

NACE - Code 1591 1593

9

The company produces and bottles distilled alcoholic beverages. Its main products are ouzo and liqueurs. It possesses modern machinery and equipment with a productive capacity of 2,500 bottles of 0.7 L/hour. Its premises contain stainless steel tanks with a capacity of 150,000 L. The company exports to Germany and Bulgaria. The registration of ouzo as an exclusively Greek product and the European consumers' favourable response to it, has increased the demand, as is already reflected in the increase in sales over the past three years.

The company is interested in cooperation for the establishment of new distribution networks and contracting commercial agreements with importers of alcoholic beverages, enterprises for distribution of food/beverages and with suppliers of food/beverages to chain stores.

<i>Sales (m. drhs):</i>	701
<i>Exports:</i>	79
<i>Imports:</i>	-
<i>Employees:</i>	49
<i>Contact:</i>	KASSAPIS P.

COOPERATIVES' ASSOCIATION OF THEBES VINE GROWERS LTD

NACE - Code 1593

10

This joint venture produces and trades a large variety of bottled wine, white, red and rosé, as well as retsina. Its equipment includes all the machinery required for grape collection, must-making, wine-making and bottling. Its wine-producing capacity amounts to 12,000 tons of grapes per year. A significant part of its produce is distributed to E.E.C. markets, Austria, the U.S.A. and Canada. Its products have won prizes in the VINEXPO (France) and INTERVIN (Spain) exhibitions.

It seeks partners in order to exchange distribution networks and jointly promote/advertise similar products in European countries. It wishes to cooperate with enterprises in the food and beverages field, with educational institutes and enterprise consultants in order to take joint-action in the context of programs co-financed by the E.E.C.

<i>Sales (m. drhs):</i>	686
<i>Exports:</i>	140
<i>Imports:</i>	34
<i>Employees:</i>	41
<i>Contact:</i>	BOUKAS G.

FOOD - BEVERAGES



CORFU CATERERS S.A.

NACE - Code 1510 1520 1530

11

The company produces and distributes ready-to-use frozen food and is considered to be a pioneer in its field in Greece. With ultra-modern equipment for the production, quick freezing and standardization of frozen food, it has a daily productive capacity of 10,500 packages. The firm is currently exporting its products for airline catering to France, England and Scandinavia.

It seeks partners from the frozen food production and marketing industry and is particularly interested in exchanging distribution networks, undertaking representations, acquiring new technology/know-how, participating in joint research and development programs and concluding utilization contracts. It is also willing to undertake sub-contracts in order to manufacture products on behalf of its partners, which will be distributed in Greece, or re-exported. Joint venture would be favourably considered.

<i>Sales (m. drhs):</i>	295
<i>Exports:</i>	8
<i>Imports:</i>	-
<i>Employees:</i>	52
<i>Contact:</i>	PAPACHARALABOUS S.&G.

CREDIN HELLAS LTD.

NACE - Code 1561 1584 1588

12

It is an industry producing raw materials and materials ancillary to confectionery and bakery. It possesses a modern, technologically well-equipped factory producing chocolate and mixtures in the form of powder, paste and syrup. It also operates a fully-equipped canning and packaging factory. It exports its products to Cyprus, Spain, England and Egypt.

The industry seeks new distribution networks in order to further promote its products outside Greece. It seeks cooperation in order to obtain technology/know-how, carry out joint research and promote patented products. It is particularly interested in joint ventures, commercial agreements and agreements for mutual undertaking/granting of rights. The company addresses its cooperation proposals to enterprises within the food, bakery and catering industries.

<i>Sales (m. drhs):</i>	2 250
<i>Exports:</i>	180
<i>Imports:</i>	900
<i>Employees:</i>	125
<i>Contact:</i>	BERTZELETOU A.

FOOD - BEVERAGES



E.V.E.E. MELISSARIS S.A.

NACE - Code 1561

13

The company produces flour, semolina and their by-products. The industry's premises include a flour-mill and semolina-mill with a daily capacity of 300 and 100 tons respectively. It also possesses wheat silos with a capacity of 50,000 tons. The company's share in the Greek market of flour and semolina amounts to 15% and 10% respectively.

The company seeks an association within the food industry for joint venture purposes. It is willing to consider proposals for establishment of joint enterprise, consolidation, or participation in its capital stock. It aims at an expansion of operations in the production of new, flour-based products (such as dough, bakery products etc.).

<i>Sales (m. drhs):</i>	4 474
<i>Exports:</i>	85
<i>Imports:</i>	702
<i>Employees:</i>	113
<i>Contact:</i>	MELISSARIS E.

EBEK S.A.

NACE - Code 1541 1542

14

The company produces seed-oil, standardized olive oil and sunflower oil. It possesses modern machinery and equipment and the capacity of its seed-oil and packing units amounts to 400 T/24 hrs and 47 T/8 hrs respectively. The enterprise exports its products to England, Switzerland, Denmark, Austria, Germany, Cyprus and the U.S.A.

The company seeks partners from among industrial processors of seed oil, olive oil and sun-flower oil. It also wishes to come into contact with firms trading in olive oil and food in general. The main cooperation objectives concern securing new distribution networks, acquisition of technology/know-how, joint research and development, the contracting of new commercial agreements and use of rights for production. Joint venture is in perspective.

<i>Sales (m. drhs):</i>	2 058
<i>Exports:</i>	297
<i>Imports:</i>	-
<i>Employees:</i>	45
<i>Contact:</i>	BAGERIS A.

FOOD - BEVERAGES



ELEOURGIA MESSINIAS S.A.

NACE - Code 1542

15

The company standardizes and trades olive oil and sun-flower oil. Its ultra-modern machine equipment includes five fully-automated production lines for the production and standardization of olive oil and sun-flower oil, two self-purifying filters, a well-equipped chemical laboratory and tanks with an overall capacity of 4,000 tons. The company exports to E.E.C. countries.

It seeks cooperation with partners in the food industry. Priority is given to finding new distribution networks and promoting joint research and development. Aiming at expanding its operations and increasing its share in the local and foreign markets, it is willing to consider an eventual joint venture.

<i>Sales (m. drhs):</i>	3 292
<i>Exports:</i>	578
<i>Imports:</i>	1 990
<i>Employees:</i>	52
<i>Contact:</i>	EFTAXOPOULOS N.

FLORA S.A.

NACE - Code 1533 1582

16

The company processes fresh agricultural products in order to make sugar-coated and dehydrated fruit, dehydrated vegetables, jam and other similar products. Its modern machinery and equipment include lines for sugar processing of fruit, production of jam and dehydration of vegetables. It exports to England, Germany, the Netherlands and Cyprus, and imports from E.E.C. countries.

It seeks partners within the food industry in order to cooperate in the production and distribution of similar products. Joint venture proposals will be considered. The company is interested in expanding its operations by producing new products. The enterprise plans to supplement its existing machinery and equipment in the immediate future.

<i>Sales (m. drhs):</i>	337
<i>Exports:</i>	36
<i>Imports:</i>	3
<i>Employees:</i>	36
<i>Contact:</i>	SOUMELIS N.

FOOD - BEVERAGES



FLORINA-HONEOS A. S.A.

NACE - Code 1532 1598

17

Producers and distributors of packaged juices, soft-drinks and bottled water. It is one of the best-known firms in Greece and has been operating since 1933. In 1989 it was transformed into an S.A. It was the first enterprise to introduce TETRA-PAK packaging in Greece. It has developed technology and an excellent distribution network. Its machine equipment is highly automated, and includes a line producing PET plastic bottles. The enterprise exports to Italy, Switzerland, Germany, Czechoslovakia and England.

The company is interested in increasing its exports in countries of Western Europe and the Middle East. It seeks new distribution networks for immediate sale of its products, while offering its own distribution network in Greece. It also own considers proposals for joint venture. Its targets include expansion of production to new, similar products. The enterprise is interested in cooperation with importers and producers/distributors within the field of food, beverages and especially those interested in products in aseptic packing.

<i>Sales (m. drhs):</i>	3 000
<i>Exports:</i>	35
<i>Imports:</i>	1 463
<i>Employees:</i>	165
<i>Contact:</i>	SARITZA M.

FROZA S.A.

NACE - Code 1533 1531

18

One of the largest and best known industries in Greece in the field of freezing and processing of fresh vegetables, the company has modern machinery and equipment for the production and standardization of its products. It exports to E.E.C. countries.

The company seeks new distribution networks and use of rights from similar companies in Greece. It also seeks commercial cooperation regarding imports and exports of products for retail sale and catering. Furthermore proposals for joint venture would be considered with interest. The company addresses all parties within the field of frozen produce, excluding meat products.

<i>Sales (m. drhs):</i>	1 701
<i>Exports:</i>	36
<i>Imports:</i>	294
<i>Employees:</i>	113
<i>Contact:</i>	KIRLIS CH.

FOOD - BEVERAGES



GEORGIADIS V-P LTD.

NACE - Code 1531

19

The company specializes in the production of quick-frozen pre-fried potatoes (I.Q.F.). The maximum productive capacity of its equipment amounts to 3 tons per hour. It possesses cold storage facilities with a capacity of 3,000 m³. One of the company's prime objectives is the development of new products based on improved varieties of the industrial potato.

The company seeks cooperation in the exchange of distribution networks, the exchange of technology and know-how and the joint development of new frozen foods (I.Q.F.). Furthermore, it is interested in acquiring and granting of rights by establishing joint enterprises or by amalgamation. It seeks partners within the fields of research, production and trade of frozen food, as well as within the development/trade of varieties of the industrial potato.

<i>Sales (m. drhs):</i>	269
<i>Exports:</i>	-
<i>Imports:</i>	14
<i>Employees:</i>	36
<i>Contact:</i>	GEORGIADIS P.

GIANNOULIS CH.V.I. S.A.

NACE - Code 1540 1593 5510

20

The company produces olive oil, seed-oil, wine and sulphurated or condensed must. It is also involved in the hotel business. Its technological equipment includes a refinery (capacity 50 tons per 24 hours), olive oil bottling department, winery, distillery and raisin processing factory. It imports from Italy and Spain and exports to Italy, Spain and England.

The company is interested in exchanging distribution networks, joint venture and joint development of new products. It also desires the use of commercial and production rights. It would like to cooperate with companies in the food industry, the tourist industry (Tour Operators & Hotel Chains), as well as with wholesalers of consumer goods.

<i>Sales (m. drhs):</i>	1 376
<i>Exports:</i>	71
<i>Imports:</i>	-
<i>Employees:</i>	160
<i>Contact:</i>	GIANNOULIS M.

FOOD - BEVERAGES



IMPERIAL FRUIT S.A.

NACE - Code 1530 5131

21

The company standardizes and markets fresh agricultural products. It exports to Germany, the Netherlands, France, Austria, Poland and Czechoslovakia. It imports from the Netherlands, Colombia and Ecuador. It possesses three sorting lines with an overall capacity of 300 tons per 8 hours and 15 cooling chambers with an overall capacity of 4,500 m³.

The company seeks partners in the field of agricultural products standardization and trade. It is particularly interested in cooperation aiming at the joint exchange/use of distribution networks and concluding commercial agreements. In the immediate future it plans to expand its operations to include similar agricultural products.

<i>Sales (m. drhs):</i>	3 040
<i>Exports:</i>	2 206
<i>Imports:</i>	834
<i>Employees:</i>	126
<i>Contact:</i>	DIMITRIADIS E.

INTRACO S.A.

NACE - Code 1542 1711 5121

22

This is a large-scale enterprise exporting agricultural and industrial products, mainly dealing in cotton, seed oil, cereals and flour. Its premises include a cotton gin with a daily capacity of 200 MT, sunflower oil factory and storage facilities with a capacity of 20,000 MT. It exports to E.E.C. countries.

The company seeks new distribution networks in order to expand its exports within and outside the E.E.C. It is also interested in investments in technological development, acquisition of know-how, use of commercial rights, as well as research into new production methods. Joint venture proposals will be considered.

<i>Sales (m. drhs):</i>	8 057
<i>Exports:</i>	7 614
<i>Imports:</i>	-
<i>Employees:</i>	16
<i>Contact:</i>	TERZIS A.

FOOD - BEVERAGES



IOANNOU S.A.

NACE - Code 1531 1533

23

The company produces pre-fried potatoes and frozen vegetables. Its equipment includes cooling chambers and modern production lines for pre-fried potatoes and for vegetables with a daily production capacity of 30 tons. It exports to Germany and imports from the Netherlands, Denmark, Turkey, Hungary, Yugoslavia and Belgium.

The company seeks cooperation in order to exchange distribution networks, obtain new technology and conclude commercial agreements. It is interested in exports and imports of frozen products. It seeks partners who produce / trade pre-fried potatoes, frozen vegetables and chicken.

<i>Sales (m. drhs):</i>	1 010
<i>Exports:</i>	-
<i>Imports:</i>	200
<i>Employees:</i>	80
<i>Contact:</i>	IOANNOU S.

CAIR S.A.

NACE - Code 1593

24

A well-known household name, "CAIR RHODES" produces and markets fine wines made from fresh grapes. The company has machinery and equipment capable of processing 45 tons of grapes per hour and the bottling of 5,000 bottles per hour. Its distribution network extends throughout Greece. The company has a sales department in Athens, and intends to establish a sales department in Thessaloniki in the immediate future. The company exports to Belgium, Denmark, France, Germany, Canada and the Netherlands.

Cooperation is sought for the mutual use of distribution networks, joint venture, contracting of commercial agreements and acquisition of new technology and know-how. The company seeks partners from the food and beverages industry. One of the company's immediate objectives is to build a modern factory to produce new products.

<i>Sales (m. drhs):</i>	1 297
<i>Exports:</i>	118
<i>Imports:</i>	136
<i>Employees:</i>	140
<i>Contact:</i>	PSARAS G.

FOOD - BEVERAGES



KALAMARAKIS C.E.-KALAS S.A.

NACE - Code 1440

25

This company occupies a leading position in the Greek salt industry, controlling 60% of the market. Founded more than 90 years ago, its experience and history accounts for much of its success. Its two factories in Messologgi and Athens have ultra-modern equipment with an overall productive capacity of 160,000 tons per year. It exports to Bulgaria, Germany, Cyprus, Canada, the U.S.A. and imports from Germany, Italy, Israel and Spain.

Industrial research in salt is of particular interest, as well as biotechnical research related to sea and salt environments. It seeks cooperation with companies possessing large scale distribution networks, supermarket chains and companies which actively participate in industrial research and biotechnology. Its business prospects include further vertical expansion to primary salt production and salt marshes. It also plans to apply biotechnological methods in order to utilize small seaweed growing in salt environments.

The company seeks new commercial networks promoting salt products in European markets and desires cooperation in research and development.

<i>Sales (m. drhs):</i>	1 544
<i>Exports:</i>	5
<i>Imports:</i>	63
<i>Employees:</i>	106
<i>Contact:</i>	MALLIAROS CH.

KARAGEORGIADIS G.S. S.A.

NACE - Code 1533 1587 5131

26

The company processes fruit for the production of canned, stewed fruit. It also markets fresh fruit. Exports constitute the main bulk of its sales. It exports to Germany, the Netherlands, France, Austria, Denmark, Sweden and Argentina. It possesses modern machinery (of Italian, German and American origin) with an overall power of 1,350 H.P. for the canning of fresh fruit.

It seeks cooperation with businessmen in its own field and also in other lines of business. It is interested in reciprocal cooperation with distribution networks, product research and development, commerce and joint venture. It also seeks the use of rights and technology/know-how which will enable it to further improve its present equipment.

<i>Sales (m. drhs):</i>	1 812
<i>Exports:</i>	1 764
<i>Imports:</i>	82
<i>Employees:</i>	74
<i>Contact:</i>	KARAGEORGIADIS G.

FOOD - BEVERAGES



KON-VERI S.A.

NACE - Code 1533

27

This is a large fresh fruit processing and canning enterprise, chiefly export-oriented. The majority of its products are distributed to E.E.C. countries, Eastern Europe, North and South America, Japan and Finland. Its facilities are capable of processing 250 tons of fresh fruit per day.

The company is interested in cooperation relating to production know-how and the exchange of information concerning new processing methods for fresh agricultural products. The firm is eager to contract commercial agreements in order to enter into new markets. Manufacturers and dealers in canned products would be ideal associates.

<i>Sales (m. drhs):</i>	1 520
<i>Exports:</i>	1 350
<i>Imports:</i>	30
<i>Employees:</i>	54
<i>Contact:</i>	KASSAPIS K.

KORONA PASTA S.A.

NACE - Code 1585

28

One of the best know pasta manufacturers, this company has an important share in the Greek market, manufacturing and marketing 72 kinds of pasta. It possesses modern machinery and equipment with 5 automatic, electronically controlled production and packaging lines. Its monthly productive capacity amounts to 1,800 tons. The company exports its products to Africa, England, Poland and Saudi Arabia.

The company offers the future partner its extensive distribution network covering all of Greece. It seeks assistance in promoting its exports to European countries. It is also interested in cooperation regarding technology development and exchange of know-how concerning production methods.

<i>Sales (m. drhs):</i>	1 518
<i>Exports:</i>	162
<i>Imports:</i>	-
<i>Employees:</i>	125
<i>Contact:</i>	VLISSIDIS A.

FOOD - BEVERAGES



KOZAT S.A.

NACE - Code 1533

29

The company processes vegetables in order to produce packaged pickles (peppers etc). It is mainly export-oriented, as more than 90% of its sales are effected outside Greece. It exports its products mainly to France, the U.S.A., Saudi Arabia, Australia and Italy. With a 70-year old tradition, the company offers quality products and effective cooperation.

The company desires the expansion of its exports on a regular basis. In particular, it is interested in partners in the food industry who will undertake the representation and distribution of its products in E.E.C. countries. Correspondingly, it offers its own distribution networks to promote the products of potential partners.

<i>Sales (m. drhs):</i>	607
<i>Exports:</i>	583
<i>Imports:</i>	1
<i>Employees:</i>	67
<i>Contact:</i>	KOSTOPOULOS D.

KYDEP

NACE - Code 1530 5121

30

It is a third degree cooperative organization involved in the collection and marketing of cereals and cotton. It imports from and exports to countries within the E.E.C. and third countries and is equipped with modern machinery and equipment. Due to the size of the organization, it has recently attracted the interest of foreign companies with a view to purchase or amalgamation.

It seeks cooperation in the processing and marketing of agricultural products. Investors are sought to further research new markets and contract commercial agreements. Serious proposals for joint ventures will be considered.

<i>Sales (m. drhs):</i>	194 000
<i>Exports:</i>	4 133
<i>Imports:</i>	13 560
<i>Employees:</i>	906
<i>Contact:</i>	VIZIOTIS K.

FOOD - BEVERAGES



MEVGAL S.A.

NACE - Code 1551 1588 5133

31

This is one of the most important producers of dairy and cheese products. It is particularly active in northern Greece. The company possesses modern machinery and equipment, the second shift capacity being superfluous. The company's 40-year experience, the continual improvement of product quality, its strong position in the market and the constant expansion of its exports constitute fundamental advantages for the consolidation of mutually profitable cooperations.

The company seeks association in the production and marketing of foodstuffs, and in particular dairy products, in order to cooperate on a distribution networks level, with a view to the dynamic penetration of both parties' products into new markets. If such cooperation proves profitable, the enterprise would like to proceed with the establishment of a joint commercial company.

<i>Sales (m. drhs):</i>	10 732
<i>Exports:</i>	1 097
<i>Imports:</i>	1 185
<i>Employees:</i>	488
<i>Contact:</i>	SIMEONIDIS D.

ODETTE-N.PETRIDES CO S.A.

NACE - Code 1600 5135

32

The company is involved with the buying, processing and exportation of local tobacco. Its installations include tobacco warehouses for the maintenance and maturing of the leaves as well as processing units. It transacts with the U.S.A., Japan, E.E.C. countries etc.

It seeks new distribution networks and commercial contacts for the buying and selling of tobacco and cigarettes. The establishing of a joint venture is a desirable prospective. It addresses traders and cigarette industries for cooperation.

<i>Sales (m. drhs):</i>	6 080
<i>Exports:</i>	15
<i>Imports:</i>	-
<i>Employees:</i>	10
<i>Contact:</i>	IOANNIDIS N.

FOOD - BEVERAGES



PAMI S.A.

NACE - Code 1533 1588

33

Produces a wide range of dried fruit in metal and plastic packaging, as well as fruit and nut-derived products (such as dried fruit paste, hazelnut spread, almond spread, peanut butter etc.). It possesses modern machinery and equipment with ten production lines. Exports to Balkan and E.E.C. countries, the ex-Soviet Union and Israel represent a considerable part of its sales.

It seeks cooperation with companies in the confectionery, ice-cream, chocolate and bakery industries and companies in the food industry in general which distribute their products through supermarkets. It is specifically interested in commercial agreements and agreements relevant to the distribution of products through the exchange or creation of new distribution networks. The company's export trade targets are the markets of the E.E.C. countries, the Balkans and the Arab states. The company intends to consider proposals for joint ventures.

<i>Sales (m. drhs):</i>	800
<i>Exports:</i>	460
<i>Imports:</i>	180
<i>Employees:</i>	48
<i>Contact:</i>	MITAKAKIS L.

PAROS - SIFNEOS LTD.

NACE - Code 1595

34

The company produces and bottles vinegar in plastic bottles. It is a well known firm in its field in the Greek market. Its main machine equipment consists of three vinegar production units with a capacity of 500 tons per month and three bottling lines with a capacity of 9,000 bottles per hour.

The sought-for cooperation would include exchanging distribution networks, obtaining technology and know-how, joint venture and cooperation on product research and development. The company also seeks contact with vinegar distilleries and companies dealing with food and beverages in general.

<i>Sales (m. drhs):</i>	127
<i>Exports:</i>	-
<i>Imports:</i>	2
<i>Employees:</i>	13
<i>Contact:</i>	KOUFIANAKIS J.

FOOD - BEVERAGES



PEZA AGRICULTURAL COOPERATIVES' ASSOCIATION LTD.

NACE - Code 1593 1542 1533

35

The Association has 58 years experience in producing/trading wine and olive oil, as well as in processing/marketing fresh agricultural products. Its facilities include two wineries, a bottling factory and wine-tanks with an overall capacity of 22,000 m³, as well as five oil-mills, olive oil bottling factories and oil-tanks with a capacity of 6,000 m³. The Union's branded wines are widely known in the Greek market. A significant part of the production is exported to Italy and Germany.

The Association seeks cooperation with manufacturers and traders of similar products, and is interested in securing new distribution networks, the acquisition of new technology/know-how and the development of its exports. It is also willing to establish joint venture.

<i>Sales (m. drhs):</i>	5 618
<i>Exports:</i>	1 427
<i>Imports:</i>	19
<i>Employees:</i>	168
<i>Contact:</i>	STASINOPOULOU N.

PITTAS AL. S.A.

NACE - Code 1589

36

The company standardizes, packs and markets honey. It has modern machinery and equipment with an annual output of 2,500 tons of finished product. Sales have seen a steady increase over the past three years. A part of its production is exported to E.E.C. countries, countries of the Middle East, the U.S.A., Canada and Australia.

The company seeks partners within the foodstuff sector. The sought-for cooperation aims at the expansion of distribution networks, research and development and securing of joint financing.

<i>Sales (m. drhs):</i>	1 301
<i>Exports:</i>	54
<i>Imports:</i>	14
<i>Employees:</i>	51
<i>Contact:</i>	PITTAS G.

FOOD - BEVERAGES



SAKKALI A. BROS S.A.

NACE - Code 1585 5130

37

The company produces and trades pasta and other kinds of foodstuff. Its machinery and equipment includes 5 pasta production lines with an annual capacity of 15,000 tons. Its sales have been growing steadily for the past three years. The company exports its products to England, the U.S.A., Canada and Lebanon.

It seeks cooperation with enterprises in the field of foodstuffs, as well as with all enterprises distributing their products through supermarkets. The sought-for cooperation aims at securing new distribution networks and expanding the trade of the company's products, but it also aims at the acquisition of technology/know-how and rights. The company wishes to expand the range of the products it manufactures and markets, and is interested in proposals for joint ventures.

<i>Sales (m. drhs):</i>	2 146
<i>Exports:</i>	31
<i>Imports:</i>	89
<i>Employees:</i>	189
<i>Contact:</i>	SAKKALIS A.

SARELAKOS D.N. S.A.

NACE - Code 1542 5140

38

An industry producing and refining sunflower oil. It is also involved in importing and distributing packaged food. Operating in Athens since 1975, its modern machine equipment can reach a daily output of 100 tons at the sunflower oil factory, 50 tons at the refinery and 80 tons at the standardization. The average annual sales rate increase, has surpassed 40% for the past three years.

The company plans expansion and further modernization of its installations aiming at an increase in production. For this purpose, it seeks partners from the food industry, preferably from the oil industry, who wish to participate in the increase of its capital stock. It also seeks commercial cooperation and agreements for undertaking/exchanging distribution networks.

<i>Sales (m. drhs):</i>	2 163
<i>Exports:</i>	-
<i>Imports:</i>	226
<i>Employees:</i>	35
<i>Contact:</i>	SARELAKOS N.

FOOD - BEVERAGES



SEAFOOD S.A.

NACE - Code 1520

39

The company belongs to the branch of fish processing and preserving. It produces smoked fish in airtight packaging, canned fish and frozen fish fillets. It possesses highly-automated, computer-controlled machinery and equipment. Its productive capacity amounts to 20 tons of fish every 8 hours. The enterprise promotes exports to England, Italy and Saudi Arabia. Apart from its own products it trades other fish products throughout Greece.

The sought-for cooperation refers exclusively to distribution networks. In particular, the company seeks a partner producing or trading products complementary to its own, in order to conclude agreements for joint use of the sales/distribution networks of the two parties. It addresses enterprises in the food industry and mainly those which process fish and meat products, sausages and delicatessen.

<i>Sales (m. drhs):</i>	120
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employeés:</i>	55
<i>Contact:</i>	POLIZOU L.

STRIMON HELLAS S.A.

NACE - Code 1533 1532

40

This is a company processing fresh tomatoes for the production of tomato purée and similar products in cans and other forms of packaging. It also produces frozen fruit, vegetables and packaged rice of different varieties. With the existing machinery and equipment it can process 1,500 tons of tomatoes per day for purée and 250 tons for remaining tomato products. With a daily capacity of frozen fruit, vegetables and packaged rice amounting to 250 and 3 tons respectively, the company exports the majority of its production to Italy, Germany and France.

The enterprise is primarily interested in joint ventures with a view to producing and distributing special products. Cooperation is addressed to partners in this branch of foodstuff and especially within the industry of secondary processing of tomato products. The company aims at joint development of distribution networks and the expansion of its commercial operations.

<i>Sales (m. drhs):</i>	1 167
<i>Exports:</i>	944
<i>Imports:</i>	-
<i>Employees:</i>	71
<i>Contact:</i>	BITZIDIS K.

FOOD - BEVERAGES



SYKIKI LTD

NACE - Code 1533

41

The company specializes in processing figs for the production of dried and industrial figs and fig paste. The steady increase of its sales during the past years is accompanied by a corresponding increase of its exports to E.E.C. countries, the U.S.A., Canada and Australia. Its machine equipment has a productive capacity amounting to 40 tons of dried figs and 10 tons of fig-paste per 8 hours.

The company's main objective is to produce new, similar products, such as fig syrup and fig «coffee». It seeks, consequently, partners who can offer the relevant technology and know-how regarding production methods. Additionally, due to an increasing demand for its products, it seeks cooperation in order to expand its distribution networks.

<i>Sales (m. drhs):</i>	1 082
<i>Exports:</i>	796
<i>Imports:</i>	-
<i>Employees:</i>	27
<i>Contact:</i>	GIANNAKEAS N.

THRAKI S.A.

NACE - Code 1510 0123 1570

42

A large, well-known enterprise in Greece producing fresh and preserved meat products (sausages, canned food, cattle-feed etc.). It possesses a complete vertical industrial plant with modern installations for pig breeding, processing and canning. Currently the company's exports are oriented towards Egypt, Saudi Arabia and Cyprus.

The company seeks cooperation which should lead to acquisition of know-how, expansion of distribution networks, development of new products and undertaking of sub-contracts for the processing of meat products. It seeks partners from the fresh meat production, sausage making, canning, cattle- and fish-feed manufacturing sectors.

<i>Sales (m. drhs):</i>	3 884
<i>Exports:</i>	6
<i>Imports:</i>	670
<i>Employees:</i>	299
<i>Contact:</i>	MICHALOLIAKOS N.

FOOD - BEVERAGES



TITAN-SAUSAGES S.A.

NACE - Code 1513

43

The company produces all kinds of sausages. It was founded in 1914 and it has been operating as an S.A. since 1980. It possesses modern processing, packaging, freezing and cooling equipment with a productive capacity of 25 tons per day. In 1991, the construction of the company's new factory was completed, in accordance with E.E.C. standards. It exports to Germany and Poland.

It seeks new distribution networks, with the intention of expanding its export market. It also wishes to develop commercial relations with its prospective European partners. It is particularly interested in assigning the representation of its products.

<i>Sales (m. drhs):</i>	488
<i>Exports:</i>	-
<i>Imports:</i>	180
<i>Employees:</i>	42
<i>Contact:</i>	HATZIGEORGIU D.

TSIK AMERICA S.A.

NACE - Code 1582 1589

44

The company produces chewing gum, jelly candies and gum mastics. It holds a strong position in the Greek market and possesses a distribution network throughout Greece. It possesses modern machinery for its chewing gum production, with a power capacity of 450 HP and a productive capacity amounting to 2,500 tons per year. For its jelly candy and gum mastics production it operates complexes for foundry, drying, boiling and packaging, with 400 HP and a production capacity of 2,000 tons per year. The company exports to E.E.C. countries, countries of Central and Eastern Europe and to Arab states.

It wishes to cooperate with companies manufacturing sugar products in order to undertake the exclusive representation and distribution of their products in the Greek market. Reciprocally, it is interested in being represented in European countries by companies possessing potential, experience and an extended sales network for sugar products. Furthermore, if the cooperation succeeds and there is mutual interest, it would like the cooperation to develop into a joint venture.

<i>Sales (m. drhs):</i>	384
<i>Exports:</i>	54
<i>Imports:</i>	34
<i>Employees:</i>	100
<i>Contact:</i>	ISAAKIDIS K.

FOOD - BEVERAGES



UNION OF AGRICULTURAL COOPERATIVES OF IOANNINA LTD

NACE - Code 1593

45

The Union owns a modern winery which produces still and sparkling wines under the label "ZITSA". It also markets cattle-feed and agricultural machinery, and has its own supermarket. It currently exports to the U.S.A., Germany, the Netherlands, Belgium and Australia.

It wishes to cooperate with associates within the food and beverage line of marketing and distribution in order to promote wines "ZITSA" into new markets. The Union particularly looks forward to the representation of its wines outside Greece.

<i>Sales (m. drhs):</i>	2 400
<i>Exports:</i>	40
<i>Imports:</i>	100
<i>Employees:</i>	120
<i>Contact:</i>	VAIMACIS V.

UNION OF AGRICULTURAL COOPERATIVES OF KASTORIA LTD

NACE - Code 1551 1533 5155

46

The Union's main operations are milk collecting and processing, the production of cheese products, picking and packing legumes and cereals and the distribution of fertilizers. It possesses modern machine equipment for the industrial production of cheese products, as well as for the collection, pasteurization and chemical control of milk. It exports its products to Germany and France.

It seeks partners from the milk industry, supermarkets and food packing/distributing. Cooperation is sought for the exchange and development of distribution networks, the securing of know-how, research development and commerce. Joint venture would be a desired development. The company's planning includes an increase in cheese production and packaged legumes sales, as well as establishing supermarket chains.

<i>Sales (m. drhs):</i>	1 075
<i>Exports:</i>	120
<i>Imports:</i>	-
<i>Employees:</i>	69
<i>Contact:</i>	VOUSIKAKIS A.

FOOD - BEVERAGES



UNION OF AGRICULTURAL COOPERATIVES OF LANGADAS

NACE - Code 1533 5131 5155

47

The Union has been operating for 55 years in the production and processing of agricultural products. Its products include industrial tomatoes, fruit juices and vegetables. It possesses the machine equipment required, with a processing capacity amounting to 1,000 tons per year. More than 50% of its overall production is distributed to E.E.C. countries.

The main cooperation objectives include obtaining new technology and know-how and developing commercial transactions. It addresses partners from the branches of production, processing and trade of agricultural products and food.

<i>Sales (m. drhs):</i>	770
<i>Exports:</i>	440
<i>Imports:</i>	-
<i>Employees:</i>	300
<i>Contact:</i>	KOUROUKLIDIS N.

UNION OF AGRICULTURAL COOPERATIVES OF LESVOS

NACE - Code 1540 1551 2451

48

The Union has been in operation since 1931. Its activities include the standardisation of olive oil, the production, refinement and extraction of margarine from olive-seed oil, the canning of table olives, the trading of dairy products, agricultural supplies and supermarket items. It is also involved in tourism. It exports to Italy and Germany.

It wishes to develop commercial transactions with partners from other countries for both imports and exports. The Union offers and asks for a distribution network and is interested in new market research. After the recent reorganization of its sales department, a major increase in exports is expected.

<i>Sales (m. drhs):</i>	4 000
<i>Exports:</i>	276
<i>Imports:</i>	-
<i>Employees:</i>	123
<i>Contact:</i>	KIRIAKOU P.

FOOD - BEVERAGES



UNION OF AGRICULTURAL COOPERATIVES OF NAOUSSA

NACE - Code 1533 1532

49

The Union's operations include the packaging, standardization and freezing of fresh fruit, such as peaches, nectarines, apples, kiwis etc. It also distributes fertilizers, agrochemical products and foodstuffs. It possesses two packaging plants with a production line capacity of 240 tons per 8 hours. It exports to Germany, the Netherlands, Belgium, France and Sweden.

It wishes to cooperate with companies trading fresh fruit/vegetables. Priority is given to concluding of agreements of exporation of its products and to finding new distribution networks. The Union is willing to consider other forms of cooperation on a medium/long-term basis.

<i>Sales (m. drhs):</i>	4 514
<i>Exports:</i>	1 534
<i>Imports:</i>	-
<i>Employees:</i>	57
<i>Contact:</i>	TOPOUZIS N.

UNION OF AGRICULTURAL COOPERATIVES OF SERRES

NACE - Code 1513 1571 0123

50

The Union produces and trades a wide range of agricultural and meat products. The following are indicative of the Union's operations: sausage, meat, cotton, cereals, rice, cattle feed and flour. It also breeds cows and boars. It exports to E.E.C. and Balkan countries.

The Union is interested in cooperation in order to create joint enterprises producing and trading agricultural and meat products. It also wishes to conclude agreements to exchange distribution networks and to introduce new production technology.

<i>Sales (m. drhs):</i>	9 393
<i>Exports:</i>	82
<i>Imports:</i>	410
<i>Employees:</i>	626
<i>Contact:</i>	TSLIAPOS G.

FOOD - BEVERAGES



VITEMA S.A.

NACE - Code 1570 5121

51

Producers of complete cattle feed mixtures and cattle feed supplements. It markets same along with other agricultural products. Five main fully automated lines with an annual capacity of 40,000 tons and a fully-equipped chemical laboratory are in operation at the firm's installations. The company aims to expand its operations outside Greece, especially in the Balkan countries.

It seeks partners in order to create joint venture enterprises, participate in joint research and development programmes and develop new distribution networks. It also aims to expand its operations in other related branches.

<i>Sales (m. drhs):</i>	1850
<i>Exports</i>	20
<i>Imports:</i>	1 050
<i>Employees:</i>	75
<i>Contact:</i>	SURVILLE A.

VOKTAS S.A.

NACE - Code 124 1512 1570

52

This is one of the major companies in the branch of production and marketing of eggs, chicks, poultry meat and poultry feed. An Athens-based operation since 1952, it has a very wide distribution network throughout Greece, with successful trade in all products. It possesses modern equipment including egg-incubators, a poultry slaughter house with a capability of 9,000 birds per hour and poultry reproduction units.

The company seeks partners in poultry raising. It is interested in developing commercial relations concerning poultry-feed, eggs, chicks for meat production and chicken-meat. The company's short-term targets include export of its products to European countries.

<i>Sales (m. drhs):</i>	7 081
<i>Exports:</i>	-
<i>Imports:</i>	745
<i>Employees:</i>	542
<i>Contact:</i>	KOUSIAKIS N.

FOOD - BEVERAGES



VOTOMOS S.A.

NACE - Code 1598 2522

53

It is one of the five biggest industries producing bottled mineral water in Greece. To meet its bottling needs it manufactures PVC bottles with an equipment capacity of 100,000 pieces per day. Its table mineral water is distributed under the name "ZAROS". It exports to Cyprus, Israel and Australia. An immediate target of the enterprise is expanding its operation into bottling carbonated water in glass bottles.

The company is interested in cooperation with companies manufacturing glass bottles, builders of complete glassworks, manufacturers of bottling machinery and food and beverage merchants. It seeks cooperation in order to secure new distribution networks and conclude commercial agreements and is interested in participating in joint ventures.

<i>Sales (m. drhs):</i>	430
<i>Exports:</i>	1
<i>Imports:</i>	170
<i>Employees:</i>	40
<i>Contact:</i>	TSAKAS T.

XIFIAS S.A.

NACE - Code 1520

54

A fish processing industry whose products include salted and smoked fish, fish fillets, preserved fish roe and cod in brine. It possesses modern machinery and equipment with a processing capacity of 5,000 tons of produce per year. Almost 2/3 of its production is exported to Austria, England, Germany, Italy, Malta and Spain.

The company seeks associates offering distribution networks, or who can undertake the representation of its products in European markets. It is also interested in considering creating joint ventures with similar enterprises aiming at expansion of its production and exports.

<i>Sales (m. drhs):</i>	1 100
<i>Exports:</i>	700
<i>Imports:</i>	300
<i>Employees:</i>	316
<i>Contact:</i>	IOANNIDIS M.

FOOD - BEVERAGES



YIOTIS S.A.

NACE - Code 1588 1582

55

One of the largest producers of baby food and confectionery products in Greece. It possesses modern machinery and equipment. Processing its products using the drum drying (baby food) and dry-blending (confectionery products) methods, it exports to the U.S.A., Germany, Canada, Australia and Cyprus.

The company seeks cooperation in order to secure new distribution networks and further promote its products in Europe. It offers its own distribution network to eventual partners. It is interested in developing its commercial operations and in research/know-how regarding new methods for the production and processing of similar products.

<i>Sales (m. drhs):</i>	3 640
<i>Exports:</i>	174
<i>Imports:</i>	-
<i>Employees:</i>	400
<i>Contact:</i>	TSIAKOLIS A.

ZANAE-NICOGLOU YEAST S.A.

NACE - Code 1581 1532 5552

56

One of the largest and best known food industries in Greece, this company produces fresh and dried bakery dough, tins of industrially processed tomato products (tomato-purée, ketchup, juice etc.) and tins of ready-prepared food. It has three factories in Northern Greece. A large part of its production is distributed to E.E.C. countries and other Western European countries.

The company seeks partners within the field of dough and canned food processing and marketing. It is interested in securing new distribution networks, exchanging technology/know-how, joint research and development of new products and contracting commercial agreements. Proposals for joint ventures will be seriously considered.

<i>Sales (m. drhs):</i>	3 643
<i>Exports:</i>	1 524
<i>Imports:</i>	922
<i>Employees:</i>	702
<i>Contact:</i>	ZLATANOS E.



TEXTILE INDUSTRY

2

TEXTILE INDUSTRY



AKRIDAS BROS S.A.

Nace - Code 1720 1730 1740

57

It manufactures a series of textile products such as white goods, awning fabrics and denim. It has two factories with up-to-date machine equipment. One weaves and the other processes the textiles. The company is distinguished for its flexibility in producing new products. Its export activity is directed towards France, Italy and Switzerland.

The company seeks cooperation with partners in the field of textile industry production and in the branches of the trade. It is also interested in the establishment of new sales networks and the use of brand name production rights. It also asks for cooperation on a technology/know-how level in relation to products of high added value. The establishing of a joint venture is a desirable prospective.

<i>Sales (m. drhs):</i>	2 733
<i>Exports:</i>	210
<i>Imports:</i>	180
<i>Employees:</i>	255
<i>Contact:</i>	PANTAZIS E.

DAMBASSINAS D. S.A.

NACE - Code 1740

58

The company manufactures tablecloths, bedding and cotton lace curtains. It has a vertical unit of lace machines that has a yearly capacity of 200,000 pieces (tablecloths). The company exports to E.E.C. countries.

It seeks cooperation with partners from the drapery industries. It is interested in the assigning and undertaking of distribution of similar products, having a broad distribution network in the Greek market. It also looks for partners to exchange jacquard patterns and is willing to participate in a joint venture.

<i>Sales (m. drhs):</i>	73
<i>Exports:</i>	14
<i>Imports:</i>	-
<i>Employees:</i>	25
<i>Contact:</i>	DAMBASSINAS J.

TEXTILE INDUSTRY



DOUDOS K. S.A.

NACE - Code 1711 1721

59

It is an active company with 20 years of experience in the textile industry field. It manufactures 100% cotton thread as well as mixed, melangé and worsted. It has complete up-to-date machinery and equipment. It exports to Italy and Germany. Company business plans for the immediate future include the implementation of new investment programmes and further production expansion.

It seeks partners from the textile industry field in order to establish new distribution networks. Furthermore, it is interested in participating in a joint venture based on substantiated proposals. The company aims at the production of new special high-standard threads.

<i>Sales (m. drhs):</i>	1 580
<i>Exports:</i>	93
<i>Imports:</i>	-
<i>Employees:</i>	180
<i>Contact:</i>	DOUDOS A.

ELTEN-KAZAZIS S.A.

NACE - Code 1754

60

It manufactures elastic bands for clothes and underwear. It has modern tools and knitting machines for all kinds of elastic bands. It exports to Germany, France and Italy.

The company addresses similar companies as well as textile products distributors. It looks for associates for the exchange of distribution networks and mutual representation undertaking/assignment. It also wishes to participate in a joint venture with production division.

<i>Sales (m. drhs):</i>	464
<i>Exports:</i>	5
<i>Imports:</i>	90
<i>Employees:</i>	38
<i>Contact:</i>	KAZAZIS J.

TEXTILE INDUSTRY



HELLENIC PELLA SPINNING MILLS S.A.

NACE - Code 1711

61

The activities of the company are focused on cotton ginning and the functioning of their cotton thread spinning mill. The company's machinery and equipment include 3 cotton gin machines and a cotton spinning mill with a yearly capacity of 3,000 tons. It has expanded its exports to E.E.C. countries, Yugoslavia, the former Soviet Union and Bulgaria.

The company is interested in joint ventures with textile manufacturers. It also seeks partners offering distribution networks and new technology/know-how related production methods. Its aim is the further quality improvement of its products.

<i>Sales (m. drhs):</i>	3 210
<i>Exports:</i>	661
<i>Imports:</i>	-
<i>Employees:</i>	310
<i>Contact:</i>	ATHANASSIADES G.

KRITIKOS CH. G. S.A.

NACE - Code 1711

62

The company was founded in 1929 and is engaged in the production of cotton thread. It has complete machine equipment with up to date technology, which includes 2 thread spinning mills with a yearly production of 5,000 tons and a twisting mill with capacity of 500 tons yearly. It imports from Germany, Switzerland, England and exports to Germany, England and Italy.

Fields of cooperation which interest the company are the development of technology/know-how, trade and participation in E.E.C.- funded programmes. New clients and the promotion of exports are especially desired. The company chiefly addresses branches of the knitwear and textile industry.

<i>Sales (m. drhs):</i>	3 000
<i>Exports:</i>	598
<i>Imports:</i>	160
<i>Employees:</i>	300
<i>Contact:</i>	MESSALAS V.

TEXTILE INDUSTRY



P.O.N.T.O.S. S.A.

NACE - Code 1711

63

This is a plant producing worsted and carded No 20-30 cotton thread. The company's machine equipment provides the capacity of 8-10 tons daily production. It exports to Italy while planning to expand to countries of Central and Eastern Europe.

The company seeks partners from the branches of the textile industry and manufacturers of textile industry equipment. It wishes to acquire new technology and know-how for the expansion of its machine equipment. It is interested in participating in joint research concerning the product quality improvement. Aiming at doubling the current production and further reducing running costs the company is willing to participate in a joint venture with joint financing.

<i>Sales (m. drhs):</i>	1 817
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	233
<i>Contact:</i>	KONSTANTELLOS N.

POULITSIDIS G. S.A

NACE - Code 1740

64

The company manufactures drapes. It has equipment with high quantity and technological capacities. A great part of its production goes to the markets of Germany, Netherlands, France, Belgium, Switzerland, Austria and Cyprus.

It seeks partners from household fabrics and textile industries. The desired collaboration concerns the assigning and undertaking of distribution networks, research, technological development and know-how exchange. It is also interested in the acquisition of production rights.

<i>Sales (m. drhs):</i>	1 009
<i>Exports:</i>	757
<i>Imports:</i>	385
<i>Employees:</i>	73
<i>Contact:</i>	POULITSIDIS S.

TEXTILE INDUSTRY



ROMA S.A.

NACE - Code 1740 1770

65

It manufactures bed-linen and knitwear. It has up-to-date knitting machines with a production capacity of 700 sheets and 300 pieces of clothing daily. It is intensely export orientated as the greater part of its production is channelled to E.E.C. countries. The company has been awarded two prizes for its export activity by the Chamber of Commerce, one prize for the quality of its products and an honorary award.

It wishes to establish commercial cooperation and offers high-quality products to its clients. The company's business plans include the creation of a spinning mill in 1992, the reinforcement of existing machinery and equipment and the expansion of production to new types of knitwear.

<i>Sales (m. drhs):</i>	1 467
<i>Exports:</i>	1 221
<i>Imports:</i>	350
<i>Employees:</i>	170
<i>Contact:</i>	PAPAGEORGIU G.

VARVARESSOS S.A.

NACE - Code 1711

66

It produces cotton single threads and dual threads, combed-Jacquard, worsted or carded yarn for knitting and weaving factories. Its factory owns an up-to-date ring cotton spinning mill with a yearly production capacity of 3,000 tons of thread. It exports significant quantities to Germany, Italy, Great Britain, Israel, Hungary, Denmark, Belgium and the Netherlands.

The company seeks partners from the textile industry trade. It is interested in the research and development of new products, as well as in the acquisition of new technology/know-how, relative to production methods. It is also willing to examine joint venture participation proposals.

<i>Sales (m. drhs):</i>	3 389
<i>Exports:</i>	1 937
<i>Imports:</i>	137
<i>Employees:</i>	244
<i>Contact:</i>	DOUKOPOULOU E.

TEXTILE INDUSTRY



VOLOS SPINNING MILLS S.A.

Nace - Code 1711 1721

67

The company has been active for 30 years and is considered one of the largest industrial ginned cotton and cotton with grain processing companies. It produces worsted thread, mixed (modal cotton) and open-end threads. It owns three spinning mills with more than 95,000 thread spindles. Exports represent over 70% of its sales.

The company is interested in participating in a joint venture with a partner from the field of textile industries. Basic aims of the proposed venture are the further verticalization of the production procedure and the promotion of commercial activities in European and other markets.

<i>Sales (m. drhs):</i>	7 005
<i>Exports:</i>	5 294
<i>Imports:</i>	2 452
<i>Employees:</i>	820
<i>Contact:</i>	PAPANIKOLAOU M.

ZOURAS I.-SOURNOPOULOS N. S.A.

NACE - Code 1740

68

It manufactures drapes from synthetic woven fibres. Its machine equipment has increased production capacity and includes 52 drape machines, 9 looms and 2 spinning and 2 finishing machines. The greater part of the finished products are distributed to the markets of France, Germany, England, the Netherlands and Belgium.

It seeks partners from the branches of the production and trading of textile producers. Priority is given to research and development of new products and to the conclusion of commercial agreements for the promotion of sales to European countries.

<i>Sales (m. drhs):</i>	974
<i>Exports:</i>	786
<i>Imports:</i>	429
<i>Employees:</i>	125
<i>Contact:</i>	ZOURAS P.



CLOTHING - JEWELLERY

3

CLOTHING INDUSTRY - JEWELLERY



AGRAFIOTIS AKYLAS S.A.

NACE - Code 1822

69

It manufactures sub-contracted ready-to-wear ladies garments. The products include jackets, skirts, and trousers. A great part of its production is sold to the German market. The company is also continually expanding in the Greek market.

It seeks cooperation with textile industries, department stores and manufacturing industries. The company is interested in new distribution networks and the acquisition of know-how in production procedures. It is also willing to cooperate in joint ventures for the production and promotion of exports to E.E.C. and E.F.T.A. countries.

<i>Sales (m. drhs):</i>	315
<i>Exports:</i>	163
<i>Imports:</i>	-
<i>Employees:</i>	120
<i>Contact:</i>	AGRAFIOTIS K.

ALIBAKIS A. S.A.

NACE - Code 1824

70

This company has 40 years experience in the manufacturing of garment logos and labels. Its equipment includes up-to-date technological machinery with a total capacity of 1 million labels per day. It exports to France, Germany, Austria, Yugoslavia and Hungary.

The company desires the expansion of its activities into European markets. For the promotion of its products it seeks cooperation with companies from the textile industry sectors, and it is willing to participate in joint ventures.

<i>Sales (m. drhs):</i>	263
<i>Exports:</i>	132
<i>Imports:</i>	-
<i>Employees:</i>	35
<i>Contact:</i>	HAZIGIOSSIS K.

CLOTHING INDUSTRY - JEWELLERY



ATENA GOLD S.A.

NACE - Code 3622

71

This is a silver-goldsmith firm in operation since 1973, with the current legal status in effect since 1987. It manufactures and markets high quality modern gold jewellery (14K - 18K) for women. Present equipment provides the possibility of production of up to 40 Kgs per month. It exports to the U.S.A., Germany, Australia, Austria and Switzerland.

It seeks cooperation with jewellery and watch manufacturing and trading enterprises. It has a well organized distribution network throughout Greece and offers the designing/production of semi-industrialized jewellery. It wishes to undertake the representation of foreign firms and looks, in turn, for representatives for its products, worldwide. It is also interested in technology and know-how exchange and in the use of production rights.

<i>Sales (m. drhs):</i>	176
<i>Exports:</i>	16
<i>Import:</i>	10
<i>Employees:</i>	37
<i>Contact:</i>	KARKOULIS D.

B.S.B. - VASSILOPOULOS S.

NACE - Code 1773

72

It produces fashion knitwear for women, men and children. It is clearly export oriented, given that its total production is channelled into E.E.C. markets and E.F.T.A. markets. It has modern technological equipment for the production of 600 to 800 thousand clothing items per year. The company aims to increase its production and improve its quality.

It desires cooperation with fashion dealers/traders from European countries. It is interested in mutual distribution agreements, exchange of technology/know-how, research and development of quality products and in the acquisition of brand name rights. Also, it is willing to examine proposals for the creation of a joint venture.

<i>Sales (m. drhs):</i>	232
<i>Exports:</i>	230
<i>Imports:</i>	12
<i>Employees:</i>	46
<i>Contact:</i>	VASSILOPOULOS S.

CLOTHING INDUSTRY - JEWELLERY



BELONI S.A.

NACE - Code 1773

73

An export company which manufactures ready-to-wear clothes, founded in 1990 after the merging of two companies. Among the products manufactured by the company are: T-shirts, sweat shirts, polo-shirts, dresses, trousers and light cotton knits. It has up-to-date technological and machine equipment with an annual capacity of 800,000 units. Its products are sold in Germany, England, France, Italy and Austria.

It seeks associates from the field of ready-to-wear fashions and the textile industry in general. The desired cooperation concerns the development of a distribution network for the promotion of brand name products, the transfer of technology/know-how, the acquisition of patents and the establishment of joint venture.

<i>Sales (m. drhs):</i>	696
<i>Exports:</i>	604
<i>Imports:</i>	42
<i>Employees:</i>	66
<i>Contact:</i>	KYRIAKIDIS S.

BEWE LTD

NACE - Code 1822

74

It manufactures a series of ready-to-wear women's clothes on behalf of European firms. Its products are sold mainly in Germany. It has modern technological equipment with 32.75 HP total power capacity.

The company desires contacts with parties in the ready-to-wear sector for cooperation mainly in the commercial and technological fields. It desires distribution networks for the expansion of its exports the use of production rights and collaboration for the acquisition of new technology concerning production methods.

<i>Sales (m. drhs):</i>	209
<i>Exports:</i>	207
<i>Imports:</i>	-
<i>Employees:</i>	165
<i>Contact:</i>	SERDARIS A.

CLOTHING INDUSTRY - JEWELLERY



CASSANDER S.A.

NACE - Code 1822 1772 1773

75

It produces T-shirts, sweat shirts, jogging suits, jackets, skirts and other similar clothing. It has all the necessary equipment, including a cutter, spreading machines, sewing machines, cutter/stitchers, multi-cutters etc. The company has an export character as over 90% of its sales are realised in England, France and Germany.

The company looks for distribution networks for the promotion of its products in European countries. It seeks associates that belong to the clothing sector (TEXTILES). It seeks collaboration of various kinds similar in nature to the company's activities, for joint ventures, commercial relations and licencing of production.

<i>Sales (m. drhs):</i>	316
<i>Exports:</i>	310
<i>Imports:</i>	24
<i>Employees:</i>	28
<i>Contact:</i>	KOSTARAS A.

CHRYSODIASTASI LTD.

NACE - Code 3622

76

The company has a fully equipped goldsmith's workshop for the production of jewellery and especially gold chains. It has so far exported its products to Australia.

It seeks cooperation with enterprises of a similar kind within the E.E.C. countries. The objectives of the sought-for cooperation are joint development of distribution networks, promotion of exports, the obtaining of patents, know-how transfer and new products development. It is also interested in joint ventures.

<i>Sales (m. drhs):</i>	14
<i>Exports:</i>	3
<i>Imports:</i>	-
<i>Employees:</i>	7
<i>Contact:</i>	DRAGOUSLIS TH.

CLOTHING INDUSTRY - JEWELLERY



DEDAS K. S.A.

NACE - Code 1773

77

The company belongs to the ready-to-wear clothing industry and markets fashion knitwear for men, women and children. It has modern machine equipment and almost all sales are exports to France, Germany, Sweden and the Netherlands. It imports from Germany and Italy. Its immediate aims are the extension of its installations and the establishing of new markets.

It is interested in the creation of joint venture with associates from branches of the knitwear industry. It seeks distribution networks, patents, rights, commercial contacts and collaboration in research and development with associates from Europe.

<i>Sales (m. drhs):</i>	517
<i>Exports:</i>	504
<i>Imports:</i>	17
<i>Employees:</i>	250
<i>Contact:</i>	PARTHENIOU P.

DIMITRAS TH. - DIPLEX S.A.

NACE - Code 1822 1772 1773

78

Manufacturers of knitted cotton ready-to-wear clothing which it exports to E.E.C. countries, Scandinavia, Switzerland, Austria and the U.S.A. It has fully equipped computerized systems and modern productive equipment which has a capacity output of 2,000 units of ready-to-wear clothing per day. The company has been honored with an exports award.

The company desires collaboration in matters of research, technology and know-how. It also requests the use of rights, patents and commercial cooperation. The establishment of a joint venture in the productive and commercial field is a desirable prospect. The company addresses associates from the branches of the knitwear industry and the manufacturing of ready-to-wear clothing.

<i>Sales (m. drhs):</i>	508
<i>Exports:</i>	500
<i>Imports:</i>	88
<i>Employees:</i>	63
<i>Contact:</i>	DIMITRAS TH.

CLOTHING INDUSTRY - JEWELLERY



DOLMAS - CHARITIDIS S.A.

NACE - Code 1822

79

A company that manufactures ready-to-wear garments with export orientation. Its products are sold under the label "ROKA". Its machine equipment is up-to-date and provides a 5,000 pieces per day production capacity in men's, women's and children's wear (sweaters, trousers, dresses). Almost all of its production is exported to Norway, England and France. The same company manages two other companies in the same sector with which it plans to merge in 1992.

Assuming the continual development of the company, the firm will continue to offer its quality products to new European markets. It seeks associates with the aim to realize commercial contracts, establish new distribution networks and even mutual product promotion. It addresses prospective associates from the field of manufacturing and marketing of ready-to-wear clothing and knitwear.

<i>Sales (m. drhs):</i>	601
<i>Exports:</i>	580
<i>Imports:</i>	35
<i>Employees:</i>	49
<i>Contact:</i>	DOLMAS V.

ENDYMATA XANTHIS S.A.

NACE - Code 1822

80

The company manufactures ready-to-wear garments which it exports in their entirety. It has an up-to-date computerized system and machine installations with a maximum capacity of 80,000 units per month. Its products are marketed in E.E.C. countries, Austria and U.S.A.

It seeks associates from the field of wholesale or retail trade, as well as manufacturers of ready-to-wear clothing. Aims of the desired cooperation are the exchange of distribution networks, research-development of new products, production rights of well-known labels for use in the Greek market and the establishing of a joint venture.

<i>Sales (m. drhs):</i>	237
<i>Exports:</i>	231
<i>Imports:</i>	-
<i>Employees:</i>	52
<i>Contact:</i>	ATMATZIDOU K.

CLOTHING INDUSTRY - JEWELLERY



ENDYMATIKI S.A.

NACE - Code 1773 1822

81

A ready-to-wear manufacturing and trading company which is totally export orientated. Its main production is on a sub-contract basis but the firm also markets "brand name" products. The clothes are made of denim- gabardine and light or heavy cotton knits.. At its modern installations there is a yearly productive capacity of 1,8 million units denim-gabardine and up to 700 thousand light and heavy cotton knits. It exports to Scandinavian and E.E.C. countries.

It looks for co-operation to textile manufacturers, wholesalers and even super-markets. Having good quality products it seeks new distribution networks and is open to joint venture.

<i>Sales (m. drhs):</i>	1 108
<i>Exports:</i>	1 051
<i>Imports:</i>	147
<i>Employees:</i>	58
<i>Contact:</i>	VASSILIADIS M.

ESCARGOT LTD.

NACE - Code 1773

82

It manufactures clothes from knitted textiles using circular knitting machines. All of its production is sent to the German market. The machinery and equipment has a productive capacity of 3,500 pieces per day.

The company desires cooperation with a designing firm for the creation of fashion collections. Aiming at the promotion of its products, it pursues new distribution networks in collaboration with associates from the trade and manufacturing industry of ready-to-wear clothing. It also welcomes the creation of joint ventures for the manufacture of merchandise.

<i>Sales (m. drhs):</i>	233
<i>Exports:</i>	230
<i>Imports:</i>	67
<i>Employees:</i>	29
<i>Contact:</i>	MESSITIDIS G.

CLOTHING INDUSTRY - JEWELLERY



EVEL S.A.

NACE - Code 1822

83

This is a large enterprise producing and marketing ready-to-wear clothing. Its jean products labelled "DIESEL" are well-known in Greece. Its up-to-date machine equipment provides an annual production of 600,000 pieces. It exports to Hungary and Yugoslavia.

It desires cooperation with ready-to-wear fashion merchandisers and manufacturing companies that have national distribution networks available in countries of the European Economic Community. In exchange, it offers its own network with 600 selling outlets in Greece. It is also interested in joint ventures.

<i>Sales (m. drhs):</i>	1 486
<i>Exports:</i>	82
<i>Imports:</i>	300
<i>Employees:</i>	71
<i>Contact:</i>	SVIRIADIS A.

EVROS S.A.

NACE - Code 1822 1773

84

Manufacturers of quality women's clothes on a sub-contract basis. More specifically it manufactures coats, 2-piece suits and jackets. It has renewed technological equipment and exports its products to Germany.

It desires cooperation with associates from E.E.C. countries and from countries of Eastern and Central Europe, which belong to the branch of the ready-to-wear clothing industry. It is interested in finding collaborators who will provide a distribution network and rights of use. Its aim is to change its operation from sub-contracted products to labeled products of European specifications, and to develop further in both the Greek and European markets.

<i>Sales (m. drhs):</i>	398
<i>Exports:</i>	388
<i>Imports:</i>	-
<i>Employees:</i>	320
<i>Contact:</i>	THEODORIDIS N.

CLOTHING INDUSTRY - JEWELLERY



FANCO S.A.

NACE - Code 1824 1760

85

It manufactures knitted textile and sports wear. It has an up-to-date vertical production unit, equipped with a computer network. A great part of its products is exported to E.E.C. countries.

The company seeks associates to undertake the total manufacture of ready-to-wear sports wear. Also it desires cooperation for the assigning of subcontracts of production to East European countries and especially to Bulgaria. It is particularly interested in the exchange of know-how on matters of organisation and information systems CAM-CAD.

<i>Sales (m. drhs):</i>	2 117
<i>Exports:</i>	1 461
<i>Imports:</i>	523
<i>Employees:</i>	337
<i>Contact:</i>	BITZANIS C.

FANCY MODE S.A.

NACE - Code 1773 1822

86

Manufacturers of ready-to-wear fashion knitwear for both the Greek and European market, its products include T-shirts, sweat shirts, jogging suits, skirts and dresses. The available machine equipment has a production capacity of 80,000 pieces per month. It exports to Germany, England, France, the Netherlands, Austria and Denmark.

The company desires associates from the field of manufacturing and trade of ready-to-wear clothing. It has its own fashion collection and is interested in establishing new promotion and distribution networks for its well-known products.

<i>Sales (m. drhs):</i>	377
<i>Exports:</i>	375
<i>Imports:</i>	44
<i>Employees:</i>	40
<i>Contact:</i>	SALAVIAS P.

CLOTHING INDUSTRY - JEWELLERY



FIERA S.A.

NACE - Code 1770 1760

87

It is among the largest companies manufacturing and trading textiles for the production of fashion knitwear. It also undertakes the dyeing of textiles for third parties. Since completion, in 1989 of a company merger it has been in a position to increase significantly its overall production. It exports to Sweden and Germany.

It desires cooperation with companies in textile manufacturing. It is mainly interested in the development of sales networks in all European countries, the acquisition of patents and cooperation in the technological field.

<i>Sales (m. drhs):</i>	1 328
<i>Exports:</i>	557
<i>Imports:</i>	60
<i>Employees:</i>	260
<i>Contact:</i>	ALEXOUDAKIS I.

FLORENTIN-PAPAGERIDIS LTD.

NACE - Code 1822

88

The company belongs to the field of manufacturing and trading of men's, women's and children's wear. It has functioned since 1966 in Thessaloniki and belongs to the category of well-known, quality wear. It cooperates with European and American enterprises from which it has acquired, the production rights of well-known products for the Greek market. It provides products with brand names such as GLORIA VANDERBILT, DE CARLO, and DOLPHIN.

The company has a distribution network of 350 stores and production capacity for exports. It is interested in international networks for the sale of its products abroad as well as the undertaking of production or the representation of foreign companies in Greece. It desires cooperation with well-known top designers of quality clothing.

<i>Sales (m. drhs):</i>	300
<i>Exports:</i>	-
<i>Imports:</i>	60
<i>Employees:</i>	45
<i>Contact:</i>	FLORENTIN J.

CLOTHING INDUSTRY - JEWELLERY



GALLOP S.A.

NACE - Code 1774 1823 1824

89

Manufacturers of men's underwear, T-shirts, pyjamas and bathing suits. It exports to France, Belgium and Germany. It also uses well-known European companies' rights for production and distribution in the Greek market. Company sales have continually increased, in recent years.

It desires the establishment of long-term collaborations with prospective associates from the field of knitwear. It is interested in arranging mutual product distribution contracts, the use of production rights, joint product research and development in the technology and know-how sector. It is willing to participate in a joint venture and seeks for a partner that can participate with its own capital.

<i>Sales (m. drhs):</i>	321
<i>Exports:</i>	21
<i>Imports:</i>	22
<i>Employees:</i>	60
<i>Contact:</i>	KANELIS G.

HELEN'S CLUB S.A.

NACE - Code 1773 1774

90

The company designs and manufactures ladies ready-to-wear knitted fashions for all seasons. It produces its own brand name products and products for third parties. It has chain-stores available all over Greece for the exclusive sale of its products under the label "Miss Raxeovsky". Its trademark is already registered in most European countries as well as in Japan. It exports to E.E.C. countries and E.F.T.A. as well as to the U.S.A.

The company seeks cooperation with chain stores, representatives and importers of ladies clothing. The aim of this sought-for cooperation is the development of sales networks of well-known labelled goods in own shopping outlets, and the extension of "Miss Raxeovsky" chain stores outside Greece under "FRANCHISE". Towards this end the company is also interested in a joint venture.

<i>Sales (m. drhs):</i>	1 148
<i>Exports:</i>	863
<i>Imports:</i>	105
<i>Employees:</i>	190
<i>Contact:</i>	MOURTZOYHOS G.

CLOTHING INDUSTRY - JEWELLERY



IMA GOLD LTD

NACE - Code 3622

91

The company has a gold workshop, and specializes in the manufacturing of jewelery set with natural pearls. It operates in new installations with up-to-date equipment. It exports to Germany and the U.S.A.

It seeks partners from the field of trade and production of gold jewelery as well as raw material suppliers. It is interesetd in the expansion of its activities through distribution networks to new markets and in know-how exchange for the further improvement of its products. It wishes to participate in a joint venture, providing financing will be available.

<i>Sales (m. drhs):</i>	62
<i>Exports:</i>	1
<i>Imports:</i>	4
<i>Employees:</i>	20
<i>Contact:</i>	PAPAKONSTANTINOU A.

JULA S.A.

NACE - Code 1822

92

Manufacturers of ready-to-wear women's and children's clothes and men's shirts. It is well equipped with up-to-date automated machinery. It has its own fashion collection and its total production is sold to the German market. In the immediate future it plans to expand in the Greek market.

The company desires collaboration with department stores purchasing quality clothing made from stable fabrics, and wholesalers for the promotion of products into European countries. It also seeks the contraction of mutual representation agreements and would be equally interested in joint venture co-operation.

<i>Sales (m. drhs):</i>	141
<i>Exports:</i>	141
<i>Imports:</i>	-
<i>Employees:</i>	73
<i>Contact:</i>	DASKALOPOULOU E.

CLOTHING INDUSTRY - JEWELLERY



LILY-STILIANIDIS & CO S.A.

NACE - Code 1773 1822

93

Manufacturers of ready-made knitwear, which is, in turn, exported. Its products include a variety of babies', children's, women's and men's winter and summer wear. Its equipment is continually renewed and modernized offering increased productive capabilities. It exports to many European countries.

It seeks contact with companies from all sectors of textile manufacturing and the fashion trade (raw material provision, production, sales, representatives etc.) It is interested in establishing new distribution networks, the use of rights and participation in a joint venture. As the company's aim is the continual quality improvement of its products, it seeks cooperation in the field of research and technology.

<i>Sales (m. drhs):</i>	605
<i>Exports:</i>	605
<i>Imports:</i>	125
<i>Employees:</i>	85
<i>Contact:</i>	STILIANIDIS V.

MEDITERRANEAN S.A.

NACE - Code 1823 1824

94

Manufacturers of men's, women's and children's bathing suits, mens' underwear, and other beach wear. The productive capacity of its machine equipment reaches 500,000 units per year. Part of its production is exported to Germany, Austria and Italy.

It desires cooperation with beach wear design companies, cotton and other textile suppliers, manufacturers of machine equipment and other manufacturing and commercial businesses with similar products. It is interested in new distribution networks and in the establishment of a joint venture for production.

<i>Sales (m. drhs):</i>	160
<i>Exports:</i>	120
<i>Imports:</i>	50
<i>Employees:</i>	48
<i>Contact:</i>	KAPETANOU M.

CLOTHING INDUSTRY - JEWELLERY



MELTEMI S.A.

NACE - Code 1773

95

It manufactures and trades men's, women's and children's wear. In the 6,500 m² installations owned by the company, up to 60,000 units per month of knitwear are produced with modern technology machinery and equipment. The greater part of its production is exported to Germany, England, the Netherlands, Austria and Swizerland. The company has been awarded an exports prize.

It aims at the development of a permanent sales network of well-known products in the European and Greek markets. To that end, it seeks mutually-profitable cooperation with companies in the field of manufacturing and trade of ready-to-wear fashions and similar products.

<i>Sales (m. drhs):</i>	472
<i>Exports:</i>	391
<i>Imports:</i>	1
<i>Employees:</i>	47
<i>Contact:</i>	ZWINGERS P.

MINERVA S.A.

NACE - Code 1774 1824

96

A long-established company, operating in Thessaloniki since 1947, It is one of the largest and best known manufacturers of brand name underwear and nightclothes in the Greek market. Its products are men's, women's and children's wear and men's and children's knit sleepware. The company enjoys a 37% share of the Greek market - leader in the sales of underwear. It has highly modernized machine equipment with a high level of automation and a daily production capacity of 60,000 units. It exports to Germany, France, Sweden and Belgium.

It seeks associates in the field of wholesale and distribution of knitted/underwear garments (central distribution, purchase of stock, catalogue orders etc.) for the development of sales in foreign markets. It also desires a joint venture in the commercial and production sectors.

<i>Sales (m. drhs):</i>	3 000
<i>Exports:</i>	150
<i>Imports:</i>	72
<i>Employees:</i>	406
<i>Contact:</i>	GAGANAKIS M.

CLOTHING INDUSTRY - JEWELLERY



MISS KELLY S.A.

NACE - Code 1822 1823 1773

97

It produces and markets women's clothes and underwear from textiles of various kinds. In recent years the company has achieved a significant increase of its exports which in 1990 superseded 80% of total sales. It exports to Germany, Sweden, Finland, France and Saudi Arabia. Its aim for the future is the expansion of production to other products for women and children.

The company seeks cooperation with traders, manufacturers and representatives. It offers its own distribution network for the promotion of imported products and respectively seeks new networks for its exports. It is also available for co-production and sub-contracted production while it is willing to examine collaboration proposals on a joint venture basis.

<i>Sales (m. drhs):</i>	109
<i>Exports:</i>	91
<i>Imports:</i>	-
<i>Employees:</i>	27
<i>Contact:</i>	PAVLIDIS S.

NANA S.A.

NACE - Code 1822

98

Manufacturers and merchandisers of ready-to-wear women's fashions. For production, automatic cutting and sewing machines for stable textiles are used. It exports to Germany, France, England, Norway, Sweden and Canada.

It seeks cooperation with companies in the branches of trade and manufacturing of ready-to-wear clothing. It is interested in the contraction of commercial agreements and in distribution networks throughout Europe.

<i>Sales (m. drhs):</i>	363
<i>Exports:</i>	42
<i>Imports:</i>	55
<i>Employees:</i>	74
<i>Contact:</i>	KARATHANOS I.

CLOTHING INDUSTRY - JEWELLERY



OMEGA S.A.

NACE - Code 1773

99

It manufactures knitted ready-to-wear clothes (sweat-shirts and T-shirts). The company has up-to-date equipment and is export oriented. Its products are absorbed by the markets of Germany and the Netherlands.

It seeks cooperation with clothing manufacturers and industries -especially sportswear- and with distribution networks of ready-to-wear fashions. Aims of the desired cooperation are the development of a sales network, the acquisition of modern know-how and the creation of a joint venture for co-production.

<i>Sales (m. drhs):</i>	1 085
<i>Exports:</i>	1 008
<i>Imports:</i>	214
<i>Employees:</i>	188
<i>Contact:</i>	GRANTAS L.

PATAKAKI BROS S.A.

NACE - Code 1822

100

The company manufactures ready-to-wear women's clothes, sub-contracted for export. Total production is exported to Germany. It has modern equipment with a daily productive capacity of 700 clothing items. The company has won prizes for activity in exports and has vast experience in women's wear with European and American specifications.

The company desires collaboration for the purpose of expanding its exports in Europe. It seeks associates within the field of ready-to-wear women's and children's quality wear to undertake the manufacture and distribution of clothing, as well as the use of production rights.

<i>Sales (m. drhs):</i>	419
<i>Exports:</i>	419
<i>Imports:</i>	-
<i>Employees:</i>	170
<i>Contact:</i>	PATAKAKIS E.

CLOTHING INDUSTRY - JEWELLERY



SANTANA S.A.

NACE - Code 1773

101

Manufacturers of ready-made knits intended for export. It belongs to a group of three companies with the same objective. It has machine equipment of modern technology with a yearly productive capacity of 1,500.000 units. Company sales and exports have increased considerably over the last three years. Its products are sold in Sweden, Germany, Switzerland and the Netherlands.

The company seeks associates from the the garment and footwear sectors for permanent co-operation in production and trade. More specifically, it seeks new distribution networks, know-how and technology exchange, the contraction of agreements for use and provision of rights, joint development of new products and the establishment of joint venture.

<i>Sales (m. drhs):</i>	890
<i>Exports:</i>	805
<i>Imports:</i>	167
<i>Employees:</i>	80
<i>Contact:</i>	ELMALIOTIS J.

SELISPORT LTD

NACE - Code 1822 1772

102

The company produces brand name ski clothes under the label "SELISPORT". It is the official provider for the teams of the National Ski Association. It imports from the Netherlands, Germany, Israel and exports to Italy, France and Germany. The average daily production is 110 units. It has full 1990's technology machinery and equipment. The company plans to expand into the production of tennis clothes.

It seeks associates from similar branches for production and distribution in the Greek market, and also in the market controlled by prospective associates, manufacturers of brand name ski and tennis clothing, etc.

<i>Sales (m. drhs):</i>	100
<i>Exports:</i>	22
<i>Imports:</i>	25
<i>Employees:</i>	24
<i>Contact:</i>	STILIANIDIS L.

CLOTHING INDUSTRY - JEWELLERY



SHARK AGATHAKIS S. S.A.

NACE - Code 1773

103

Manufacturers of women's, unisex and children's cotton clothing. Almost the entirety of its production is exported to Germany, Austria, France and Sweden. It has machine equipment, modern technology and computerized systems for the supervision and handling of products, orders etc. There is a technical-organizational framework for the production of branded, quality clothing.

The company seeks cooperation with representatives of cotton clothing dealers for the promotion of its products in European countries. It also, seeks trademark rights for the production of brand name clothing. The establishing of a joint venture in production is a desirable outcome, providing that the prospective associate manufactures brand name clothes.

<i>Sales (m. drhs):</i>	376
<i>Exports:</i>	348
<i>Imports:</i>	-
<i>Employees:</i>	43
<i>Contact:</i>	AGATHAKIS S.

SKENDEROGLOU D. SONS LTD.

NACE - Code 1774 1773

104

It manufactures knitted baby clothes, underwear and outer wear, which it markets under the label "PRETTY BABY". It has up-to-date machine equipment with a production capacity of 5,000 pieces per day. It exports to Scandinavia, England and Cyprus.

The company seeks associates aiming at the development of a distribution network for its products to E.E.C. countries. In turn it offers its own network in Greece for the promotion of similar products. Furthermore, prospects for the establishing of a joint venture with European partners in the near future, will be given utmost consideration.

<i>Sales (m. drhs):</i>	220
<i>Exports:</i>	15
<i>Imports:</i>	-
<i>Employees:</i>	45
<i>Contact:</i>	SKENDEROGLOU A.

CLOTHING INDUSTRY - JEWELLERY



SKERLETIS G. & CO LTD

NACE - Code 1822 1773

105

An export company manufacturing ready-to-wear clothes (sweat-shirts, T-shirts, jogging suits etc.). Fully equipped with the potential to increase the current level of production, its products are exported to Scandinavian countries, Germany, England and Austria.

The company wishes to contact associates in the ready-to-wear garments trade/manufacturing sectors and the textile industry in general. It desires the promotion of its products in new European markets, the acquisition of technology/know-how and the establishment of a joint venture.

<i>Sales (m. drhs):</i>	341
<i>Exports:</i>	341
<i>Import:</i>	-
<i>Employees:</i>	66
<i>Contact:</i>	SKERLETIS G.

THOMAS S.A.

NACE - Code 1770

106

It manufactures ready-to-wear clothes and provides services for quality control, design and product development. It has fully equipped installations and a computerized system. It is clearly an export company given that its total production is exported to Germany, France, Austria, Sweden and England.

the development of service potential capable of quality control, the organisation of laboratories as well as infrastructure for vocational training. Within this framework, it seeks association with merchandisers and manufacturers of ready-to-wear clothes, special use knitwear manufacturers, centres for the design of fashion collections, and teaching and technology transfer bodies. It is especially interested in the acquisition of production rights and participation in a joint venture.

<i>Sales (drhs):</i>	355
<i>Exports:</i>	353
<i>Imports:</i>	8
<i>Employees:</i>	46
<i>Contact:</i>	PANAGIOTALIDI O.

Immediate targets of the company are its further expansion into markets for quality wear and special use, the acquisition of new product know-how, and

CLOTHING INDUSTRY - JEWELLERY



TOPS S.A.

NACE - Code 1773 1822

107

Manufacturers of men's, women's and children's wear (T-shirts, sweat-shirts), in cotton, jersey and other blends. The company produces only on a specific client order basis. The greater part of its production is sold in France, Italy and Scandinavia.

The company seeks the establishment of long-term collaborations with companies in E.E.C. countries that trade in clothing. It is interested in prospective collaborators, from fashion chain-stores to clothes wholesalers, for the establishment of distribution networks and the promotion of its exports. It also offers guarantees for permanent productive activity.

<i>Sales (m. drhs):</i>	1 143
<i>Exports:</i>	956
<i>Imports:</i>	20
<i>Employees:</i>	166
<i>Contact:</i>	MAVROIDIS K.

UNI TEXTILE LTD.

NACE - Code 1773 1774

108

This is a co-operative company consisting of five ready-to-wear manufacturing and trading companies. Its products include T-shirts, sweat-shirts, night-gowns, women's underwear, knitted, pullovers etc. It has up-to-date technological, electronic equipment for the production of knitted, cotton and mixed textiles and all the necessary machinery for the manufacturing of ready-to-wear fashions. It exports to Germany, France, Austria, Sweden and Norway.

The cooperative company seeks associates for the promotion of company production in E.E.C. markets. It seeks the creation of branches and warehouses in countries of the European Economic Community and aims at manufacturing of branded products. The desired collaboration also concerns the acquisition of technology/know-how and the establishment of joint venture.

<i>Sales (m. drhs):</i>	1 120
<i>Exports:</i>	932
<i>Imports:</i>	115
<i>Employees:</i>	275
<i>Contact:</i>	KALLIDOPOULOS P.

CLOTHING INDUSTRY - JEWELLERY



VILDIRIDIS A.-A. & CO LTD.

NACE - Code 3622

109

A high-class (precious metals) enterprise, manufacturing a range of jewellery available through its 11 privately-owned retail stores. This jewellery concern owns up-to-date premises and workshop equipment and its annual gold processing capacity amounts to 80 kgs. It has to date exported to England, the U.S.A. and Germany.

It is open to any kind of cooperation with enterprises within the field of precious metals and jewellery. Aiming at the promotion of its products, it is especially interested in cooperation with international chain-stores or other companies having a distribution network.

<i>Sales (m. drhs):</i>	160
<i>Exports:</i>	10
<i>Imports:</i>	50
<i>Employees:</i>	30
<i>Contact:</i>	VILDIRIDIS G.

VIOKREN-STAVRIANOUDAKI S.A.

NACE - Code 1822 1773

110

Manufacturers of ready-to-wear men's clothes (sweat-shirts, polo shirts, T-shirts) that are marketed under the label "VISTA". The company's installations include up-to-date equipment with a production capacity of 60,000 units annually. Company sales have seen a steady increase over the last three years. It exports to Germany, France, Sweden, and Cyprus.

The company desires associates within the sectors of the manufacturing and marketing of men's clothing. It is interested in the contraction of mutual distribution deals, the assignment of representation of products in Greece and the acquisition of branded products' trade rights. It also desires contacts to examine the possibilities of establishing a joint venture.

<i>Sales (m. drhs):</i>	78
<i>Exports:</i>	11
<i>Imports:</i>	-
<i>Employees:</i>	16
<i>Contact:</i>	STAVRIANOUDAKIS S.

CLOTHING INDUSTRY - JEWELLERY



YUCCA S.A.

NACE - Code 1773 1730

111

The objectives of the company are the manufacturing of knitwear and the processing of textiles. The productive capacity of knitwear is 20,000 units per day. The company's installations include dyeing, bleaching and textile printing apparatus with a daily productive capacity of 45 tons of textiles. The majority of the production is exported to England, Germany, the U.S.A., Italy, France and Scandinavia.

The company wishes to establish a joint venture for the manufacture of knitwear and for textile dyeing. It also desires co-operation for the promotion of its exports. Its productive capabilities will increase significantly after a merger programmed for 1992, with another company in the sector.

<i>Sales (m. drhs):</i>	965
<i>Exports:</i>	864
<i>Imports:</i>	149
<i>Employees:</i>	195
<i>Contact:</i>	FLOROKAPIS S.

ZISSIMOPOULOS HOSIERY MILL S.A.

NACE - Code 1771

112

The company manufactures men's socks. It has up-to-date machine equipment with a production capacity of approximately 300 dozen pairs per 8 hours. It exports to France, Finland, Germany and Cyprus.

The company desires mutual cooperation concerning the development of distribution networks, transfer of technology and know-how as well as the licencing of production rights. It seeks associates from the branches of the hosiery industry and is willing to participate in a joint venture.

<i>Sales (m drhs):</i>	460
<i>Exports:</i>	9
<i>Imports:</i>	152
<i>Employees:</i>	108
<i>Contact:</i>	ZISSIMOPOULOU E.



**LEATHER - FURS -
FOOTWEAR**

4

LEATHER - FURS - FOOTWEAR



ALISIDA S.A.

NACE - Code 1930 5142

113

It produces and trades quality sport and casual shoes, with the label "STRIKE". It has many years of experience (almost sixty years) in the Greek market where it has a 20% share. It has modern machine equipment with a daily production capacity of 3,500 pairs. The application of CAD system reinforces the planning and modelling of its products. The company is also involved with the trade and representation of sportswear.

It seeks commercial cooperation for the assignment of the distribution and representation of its products in E.E.C. countries and countries of Eastern Europe. It offers a complete sales network for the representation and distribution of similar or like products to the Greek market. The establishment of a joint-venture is a desirable prospect. It looks for associates from the branches of the trade and manufacturing of shoes, garments, and similar products.

<i>Sales (m. drhs):</i>	1 951
<i>Exports:</i>	14
<i>Imports:</i>	709
<i>Employees:</i>	160
<i>Contact:</i>	STEFANOU S.

BAMBINI LTD.

NACE - Code 1930

114

The company manufactures babies' and children's shoes. With its machine equipment, the current production level can be increased by 30%. The greater part of the production procedure is automated. It exports mainly to Cyprus, Israel, the U.S.A. and the Netherlands.

The cooperation interests are focused on the development of selling and distribution networks in European countries and the acquisition of technology and know-how regarding production methods for babies' and children's shoes.

<i>Sales (m. drhs):</i>	48
<i>Exports:</i>	9
<i>Imports:</i>	-
<i>Employees:</i>	10
<i>Contact:</i>	GIANNOUKAKIS G.

LEATHER - FURS - FOOTWEAR



DERMOPLAST S.A.

NACE - Code 1930 5142

115

It manufactures shoes (boots, slippers) of plastic. Its machine equipment has a production capacity of 20,000 pairs per day. It exports to Denmark and Cyprus. It also imports from Italy and the Far East.

The company's prime objectives are, the development of plastic shoe production by producing new types, and its expansion into the European market. It seeks cooperation with companies from the branches of shoe production and trade in order to find new clients, secure the use of distribution networks and acquire trade and manufacturing rights.

<i>Sales (m. drhs):</i>	685
<i>Exports:</i>	90
<i>Imports:</i>	214
<i>Employees:</i>	67
<i>Contact:</i>	ANASTASIADIS Z.

E.DI.KA. S.A.

NACE - Code 1830

116

It is a commercial company whose objective is the sale of fur products as well as the purchase and sale of fur processing materials. 1,000 furmakers are shareholders in the company. The company will take over the Show /Auction Room of Kastoria, which is under construction. It exports to Germany, Spain, Portugal and Austria.

It looks for associates from the branches of shoe-making, the manufacture of machine equipment and tanneries. Its cooperation interests are concerned with the sectors of co-production, know-how transfer trade and the promotion of common investment programmes.

<i>Sales (m. drhs):</i>	360
<i>Exports:</i>	13
<i>Imports:</i>	154
<i>Employees:</i>	10
<i>Contact:</i>	POULIOPOULOS L.

LEATHER - FURS - FOOTWEAR



FEIDAS D.J. S.A.

NACE - Code 1930

117

This company is one of the most dynamic Greek footwear enterprises. Its annual production is 500,000 pairs of men's and children's shoes, 60% of which are exported to Eastern and Western Europe, as well as to North America. The remaining 40% is distributed in the Greek market under the brand name "BOXER".

The company is interested in cooperation regarding co-production, know-how transfer, commerce, research and the development of new products. Furthermore, it wishes to participate in joint research programs. Cooperation is sought with partners within the footwear, machine manufacturing and tannery industries.

<i>Sales (m. drhs):</i>	1 439
<i>Exports:</i>	556
<i>Imports:</i>	302
<i>Employees:</i>	157
<i>Contact:</i>	ARGYROPOULOS S.

HATZIPRODROMOY BROS S.A.

NACE - Code 1930 5116

118

This company trades shoes of all types and has a sales network all over Greece. It has offices and warehouses in Thessaloniki and offices in Athens. It exports to East European countries while importing from Italy, Spain and the Far East.

It desires the further development of its exports in countries of Eastern Europe. It looks for possible cooperation with producers, trading companies and shoe retailers/chains-stores, etc. Aims of the desired co-operation are the use of sales and distribution networks as well as the establishment of joint ventures.

<i>Sales (m. drhs):</i>	1 692
<i>Exports:</i>	168
<i>Imports:</i>	1 062
<i>Employees:</i>	36
<i>Contact:</i>	VASDARIS P.

LEATHER - FURS - FOOTWEAR



P.K.Z. FURS S.A.

NACE - Code 1830

119

The company has been occupied with the processing-stitching and trading of furs since 1977. Its whole production equipment has been renewed recently with the most up-to-date machines. It is a company with an export orientation. Its products are sold in Switzerland, Italy and Spain. The company is distinguished by the quality of its fabrication due to its fur manufacturing specialization.

The company seeks cooperation with salesmen and representatives in European countries as well as businessmen that can supply auxiliary materials for fur processing. A special emphasis is given to cooperation that can lead to the development of its exports trade and to finding distribution networks in E.E.C. countries, as well as the development of new products.

<i>Sales (m. drhs):</i>	1 548
<i>Exports:</i>	1 528
<i>Imports:</i>	1 046
<i>Employees:</i>	110
<i>Contact:</i>	PAPADOPOULOS CH.

ROPA S.A.

NACE - Code 1930

120

The objective of the company is the production and trade of women's shoes. It owns machine equipment of the latest technology with an annual production capacity of 250,000 pairs with one work shift. The portion of the company's sales that is exported has increased significantly over the last three years. It exports to Germany, Russia and the Netherlands.

The company seeks associates from the branches of trade and manufacturing of women's shoes. Priority in cooperation is given to the development of sales through the exchange of distribution networks.

<i>Sales (m. drhs):</i>	431
<i>Exports:</i>	327
<i>Imports:</i>	10
<i>Employees:</i>	39
<i>Contact:</i>	KOUTSOURADI A.

LEATHER - FURS - FOOTWEAR



SARRIS S.A.

NACE - Code 1930

121

It is an export oriented company manufacturing women's shoes. It has modern, recently renewed, machine equipment with a total capacity of 2,500 pairs per eight-hour shift. The greatest part of its production is exported to Germany and the Netherlands.

It seeks for cooperation companies that manufacture and trade shoes, as well as capital investment companies. It looks for co-financers for the establishment of a joint venture, both for trade as well as for the manufacturing of women's shoes, aiming at sales, in E.E.C. countries and countries of Eastern Europe. It is also interested in undertaking subcontracts.

<i>Sales (m. drhs):</i>	200
<i>Exports:</i>	180
<i>Imports:</i>	-
<i>Employees:</i>	62
<i>Contact:</i>	SARRIS M.

TUTUNTZIDIS CH. LTD.

Nace - Code 1810

122

It produces quality leather garments and has 17 years of experience. It manufactures men's and women's jackets, short leather coats and long shering coats. Its machine equipment has a capacity of 70 pieces per day. It cooperates with European firms for sub-contract manufacturing. Its exports are mainly sent to Germany.

It seeks for associates from the branches of the production and trade of leather garments as well as from tanneries. It desires contacts with well-known E.E.C. firms that have high quality standards corresponding to those of its own products. The desired cooperation concerns the expansion of distribution and exports networks, the research and development of products, the acquisition of production rights and the exchange of know-how. It is also ready to participate in a joint venture.

<i>Sales (m. drhs):</i>	163
<i>Exports:</i>	75
<i>Imports:</i>	58
<i>Employees:</i>	41
<i>Contact:</i>	TUTUNTZIDIS CH.

LEATHER - FURS - FOOTWEAR



WEEKEND S.A.

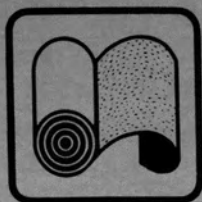
NACE - Code 1930

123

It manufactures a variety of leather shoes. It owns machine equipment of modern technology with a mean production capacity of 2,000 pairs per day. The company has increased its share in the Greek shoe market in the last three years, as its sales have increased over 120%.

It seeks associates from the branch of shoe trading and/or manufacturing. It is interested in the development of export activities and the finding of distribution networks. It is also willing to participate in a joint venture. It especially wishes to cooperate with a firm that would take over the production and sales of the company's products.

<i>Sales (m. drhs):</i>	180
<i>Exports:</i>	-
<i>Imports:</i>	40
<i>Employees:</i>	25
<i>Contact:</i>	MOUSTAKAS K.



**MARBLE - WOOD -
PAPER**

5

MARBLE - WOOD - PAPER



AKRITAS S.A.

NACE - Code 2020

124

It produces plain chipboards and MDF, coated with melamine and veneer. The machines are of the latest technology, highly automated with a total production capacity of 40,000 cubic metres annually.

The company would be interested in know-how exchange -especially concerning quality control the joint research/development of new products and the increase of commercial transactions (imports and exports). The establishment of a joint-venture for the co-production of complementary products is a desirable prospect. It seeks associates from the branch of artificial timber production and the furniture industry.

<i>Sales (m. drhs):</i>	1 732
<i>Exports:</i>	-
<i>Imports:</i>	914
<i>Employees:</i>	142
<i>Contact:</i>	SARANTIS G.

BALKAN EXPORT S.A.

NACE - Code 2010 2020

125

A large technical, manufacturing and commercial timber company. It has 6 modern production units with a total installed power of 18,000 HP (sawmill, plywood production line, chipboards, veneer, melamine). It exports to Germany, Holland, Malta, the Middle East and Egypt.

It seeks cooperation -preferably exclusive- with timber trading companies and wood/furniture industries. It aims at admission into new distribution networks for the promotion of its exports. It is also interested in imports that will extend the range of its products already on the market. Cooperation, on a joint venture basis, is desirable, especially in the technological sector. One of the aims of the company is the further verticalization of the production and trade of its products.

<i>Sales (m. drhs):</i>	12 561
<i>Exports:</i>	1 402
<i>Imports:</i>	7 171
<i>Employees:</i>	759
<i>Contact:</i>	AKRIVOPOULOU I.

MARBLE - WOOD - PAPER



BEKA S.A. - PAPER INDUSTRY

NACE - Code 2121 2125

126

It manufactures cardboard and products from cardboard/paper including: paper barrels, fibre containers, and wrapping rolls for textiles and plastics. The factory's capacity reaches up to 25 tons daily. It exports to Belgium, Syria, Saudi Arabia, Turkey and Thailand.

The company desires to expand its production and commercial activity to packaging. With this objective it seeks partners from the paper and packaging industry. It is interested in new distribution networks, co-operation in the area of know-how, joint research and development of products, acquisition of trade and manufacturing rights as well as the establishment of a joint-venture in production.

<i>Sales (m. drhs):</i>	480
<i>Exports:</i>	11
<i>Imports:</i>	17
<i>Employees:</i>	57
<i>Contact:</i>	ARVANITIDIS S.

CRETAN MARBLE LTD.

NACE - Code 1412 2670

127

The company quarries, processes and markets marble. It produces marble blocks, floor marbles, facing marbles and marble tiles. Three of the eight company-owned quarries are in operation. Modern machine equipment is used in the marble treatment. The company's products are exported to the U.S.A., Canada, Belgium, Germany, Japan and Israel.

The company seeks an associate for joint venture exploitation of marble quarries in Crete. It is also interested in finding commercial representatives, export promotion and technology transfer regarding better use of marble deposits and by-product exploitation.

<i>Sales (m. drhs):</i>	132
<i>Exports:</i>	92
<i>Imports:</i>	-
<i>Employees:</i>	41
<i>Contact:</i>	BISIOTIS P.

MARBLE WOOD - PAPER



ELVIE X LTD.

NACE - Code 2010 7430 7300

128

The company has been operating since 1970. Timber soaking is its main objective. Likewise, it carries out research into environmental questions and operates an edibility certification laboratory. The company is expecting the E.E.C.'s recognition of its research centre as a G.L.P.

It wishes to cooperate with wood industries in order to secure new distribution networks and establish joint venture. It is interested in joint research programmes in the sector of the environment. It also is interested in cooperation with food companies as to food edibility certification and seeks technology in this field.

<i>Sales (m. drhs):</i>	425
<i>Exports:</i>	-
<i>Imports:</i>	300
<i>Employees:</i>	50
<i>Contact:</i>	PANAYIOTOU A.

GREEK VICTORY COMPANY S.A.

NACE - Code 2123 2522 2125

129

It manufactures and trades self adhesive products such as, insulating tapes, packing tapes, stationery products, super-market products. It exports a great part of its production to the Middle East, Hong Kong, Spain, Portugal etc.

The company is interested in cooperation that will lead to an expansion of its distribution networks for heat-insulation applications and its products that are sold in supermarkets. It also seeks contacts for know-how transfer and joint research for new products. It primarily seeks partners from E.E.C. countries.

<i>Sales (m. drhs):</i>	268
<i>Exports:</i>	107
<i>Imports:</i>	103
<i>Employees:</i>	22
<i>Contact:</i>	MEZITIS J.

MARBLE - WOOD - PAPER



KOMOTINI PAPER MILL S.A.

NACE - Code 2122

130

The company belongs to the paper manufacturing field (household goods, sanitary goods, etc.). It was founded in 1991, from the consolidation of "Komotini Paper Industry", "ELINA" Ltd. and "Komotini Cardboard Industry". It has four branches in Greece and 30 representatives. It has complete, up-to-date technological machinery and equipment. The capacity of the factory amounts to 11,000 tons/year. It exports to Yugoslavia, Turkey, the Middle East, Bulgaria, Scandinavian countries, the U.S.A. and E.E.C. countries. In Paris it was awarded the 1987 Europe award for quality and in 1990 the Trade Leaders Union award for the best commercial name.

It seeks associates from the sector of paper manufacturing and trade and commercial co-operation and joint venture. It is also interested in joint research and development, patents and rights. It aims to establish joint distribution networks, sub-contracted production and the assignment/undertaking of representations.

<i>Sales (m. drhs):</i>	2 706
<i>Exports:</i>	270
<i>Imports:</i>	600
<i>Employees:</i>	199
<i>Contact:</i>	VORTELINOU M.

MAKEDONIKA MARMARA S.A.

NACE - Code 1412 2670

131

The company's operations consist of quarrying, processing and marketing marble. The raw material is derived from the company's quarries. It produces standardized or special-dimension marble in the form of blocks, slabs and tiles. More than 3/4 of its production is distributed to markets outside Greece. The company currently exports to Saudi Arabia, Germany, Italy, Hungary, Taiwan, Singapore, Cyprus and Austria.

The company seeks associates within the fields of marble, building materials and construction enterprises. The company offers its extensive distribution network in Greece and in return, desires distribution networks from its future investors. It also welcomes cooperation in order to exchange production rights.

<i>Sales (m. drhs):</i>	320
<i>Exports:</i>	270
<i>Imports:</i>	-
<i>Employees:</i>	40
<i>Contact:</i>	TOULIS N.

MARBLE - WOOD - PAPER



MARMARA MANOLOGLOU LTD.

NACE - Code 2670

132

The company treats and standardizes marble and granite in the form of blocks, slabs and tiles. It also manufactures mosaic tiles. A part of its production is distributed to Germany, Italy and Scandinavia. The company plans to make new investments in order to increase and improve its production.

The company seeks partners willing to represent its products or jointly to create commercial branches in E.E.C countries. It also seeks new technology and the use of production rights. Cooperation is proposed to marble-granite enterprises, construction companies and commercial representatives.

<i>Sales (m. drhs):</i>	85
<i>Exports:</i>	3
<i>Imports:</i>	22
<i>Employees:</i>	24
<i>Contact:</i>	MANOLOGLOU CH.

MARMYK-ILIOPOULOS LTD.

NACE - Code 2670

133

The enterprise treats marble in the form of blocks, frame plates and tiles of standard and specific dimensions. Its machine equipment has a production capacity of 10,000 m² per year. A large part of its production is distributed to the U.S.A., France, the Netherlands, Spain, Switzerland and Austria.

The company seeks cooperation with marble traders, building companies and architects. It is mainly interested in new distribution networks, trade relationships, technology acquisition and joint market research. The company also seeks partners in order to coordinate actions in E.E.C. programmes related to its field.

<i>Sales (m. drhs):</i>	182
<i>Exports:</i>	92
<i>Imports:</i>	-
<i>Employees:</i>	24
<i>Contact:</i>	ILIOPOULOS A.

MARBLE - WOOD - PAPER



MEL-MACEDONIAN PAPER MILLS S.A.

NACE - Code 2112 2121

134

The company has produced cardboard for the last 25 years. It is equipped for a daily output of up to 105 tons. It exports to England, Egypt, Bulgaria and Syria.

The company's basic aims are the improvement of its product quality and the increase of its market share. The company seeks cooperation with other companies in similar fields (cardboard, paper packing). It is interested in entering into contracts in the technological sector, and wishes to participate in a joint venture.

<i>Sales (m. drhs):</i>	2 738
<i>Exports:</i>	526
<i>Imports:</i>	175
<i>Employees:</i>	263
<i>Contact:</i>	NIKOLAIDIS CH.

NEA MARMARODOMI LTD.

NACE - Code 1412 2670

135

The enterprise quarries and treats marble. It manufactures marble slabs of standard or specific dimensions and other forms of treated marble (works of art). The company's machine equipment provides an annual quarry capacity of 15,000 m³. The marble-treating machinery has an output of 450,000 m² per year. A significant part of the production is exported to Spain, Israel, Cyprus, the U.S.A., Germany and the Netherlands.

The company seeks cooperation with partners quarrying/treating marble as well as manufacturing enterprises. It is interested in concluding commercial agreements and promoting its products in new markets. The company plans to expand the existing premises with a view to increasing its production capacity.

<i>Sales (m. drhs):</i>	520
<i>Exports:</i>	357
<i>Imports:</i>	1
<i>Employees:</i>	99
<i>Contact:</i>	DIMIYOU K.

MARBLE - WOOD - PAPER



SERRAI MARMOR-LEON LTD.

NACE - Code 2670

136

The company treats and trades marble. It produces marble slabs and tiles of various dimensions. Equipped with modern machinery, the company also operates a waste treatment unit. Its products are exported to Germany.

The company requests distribution networks from possible partners with a view to expanding into new markets outside of Greece. It is interested in new technology and know-how related to the production process and an increase in productivity. It is also interested in research cooperation.

<i>Sales (m. drhs):</i>	127
<i>Exports:</i>	59
<i>Imports:</i>	-
<i>Employees:</i>	24
<i>Contact:</i>	GRAMMATIKAS G.

SKAGIAS TH.C. S.A.

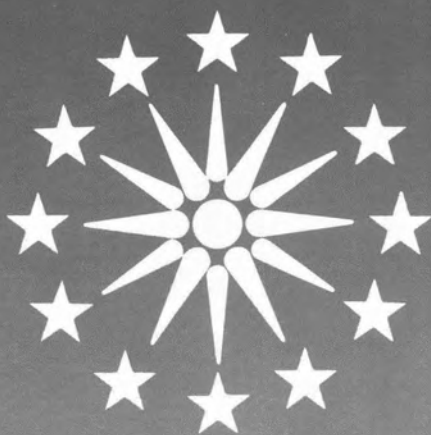
NACE - Code 2123 2125

137

It was founded in 1956 and since 1973 has functioned as an Ltd company. Its products are school and office goods of paper. It has up-to-date machine equipment with the capability of increasing its current production level significantly. It exports to England, Germany, Cyprus and Israel.

The collaboration interests of the company are focused on the establishing of new distribution networks aiming at obtaining clients from all over Europe. To achieve this it seeks associates from the wholesale sector.

<i>Sales (m. drhs):</i>	1 417
<i>Exports:</i>	23
<i>Imports:</i>	507
<i>Employees:</i>	100
<i>Contact:</i>	SKAGIA K.



**CHEMICALS - PLASTICS -
NON METALLIC MINERALS**

6



ACHAIKA PLASTICS S.A.

NACE - Code 2522

138

The company manufactures packing materials of polyethelene. All the products are produced both printed and un-printed and include wrapping foils, industrial and valve sacks, bags, plastic bags, pallet-sacks. Its machine equipment is complete and up-to-date.

It seeks new distribution networks and commercial contacts, mainly for the promotion, of its valve-sacks. It is interested in collaborating with similar companies in the know-how field and in the research/development of new products.

<i>Sales (m. drhs):</i>	660
<i>Exports:</i>	-
<i>Imports:</i>	458
<i>Employees:</i>	51
<i>Contact:</i>	THANASSOULIAS A.

ADELCO S.A.

NACE - Code 2440 2452

139

This company manufactures a series of medicines and cosmetics, and has operated in the Greek market since 1934. Its equipment consists of 47 main machines which give it the possibility of manufacturing a wide range of products. It currently exports to Jordan, Sudan, Libya, Malta and Hong-Kong.

The company welcomes cooperation with enterprises in the same field for production and trade alike. It offers sub-contract production , as well as distribution of the eventual associate's products in the Greek market. The company seeks new distribution networks for its products, and is also interested in joint research/development and technology/know-how transfer.

<i>Sales (m. drhs):</i>	288
<i>Exports:</i>	8
<i>Imports:</i>	-
<i>Employees:</i>	57
<i>Contact:</i>	KOLOKOTRONIS E.

CHEMICALS - PLASTICS - NON METALLIC MINERALS



AERONIX HELLAS S.A.

NACE - Code 2520

140

The company produces heat-insulating panels (sandwich) made of polyurethane, used in manufacturing refrigerators, industrial plant buildings and other constructions. It is equipped with machinery with a maximum capacity of 250.000 m² per year. The firm's sales have shown a sharp increase over the past three years. The company maintains trade offices in Athens and Sophia (Bulgaria).

The company is interested in cooperation with technical companies and enterprises producing building materials. The main aims of the desired cooperation are the promotion of exports in Europe, and to countries in the middle East, Africa and America, as well as the cooperative undertaking and execution of whole jobs.

<i>Sales (m. drhs):</i>	710
<i>Exports:</i>	-
<i>Imports:</i>	143
<i>Employees:</i>	51
<i>Contact:</i>	POLYCHRONIS M.

ALFAROTO S.A.

NACE - Code 2522 2872

141

It produces and prints flexible packing products. It owns modern machine equipment including 3 printing machines, 2 laminators and 6 coil cutters. The sales and exports of the company have followed an ascending course for the last three years. It exports to Italy and the Middle East.

It desires the development of cooperation on a joint venture basis, with producers of flexible packing products converters. It is interested in common investment programmes, co-production and commercial collaboration. It seeks converters of flexible packing products within Europe.

<i>Sales (m. drhs):</i>	563
<i>Exports:</i>	49
<i>Imports:</i>	273
<i>Employees:</i>	21
<i>Contact:</i>	SKLAVOUNOS G.

CHEMICALS - PLASTICS - NON METALLIC MINERALS



ANFARM HELLAS S.A.

NACE - Code 2442 2452

142

This company manufactures pharmaceuticals medicines for human, veterinary and cosmetic purposes. With its existing machine equipment, the company produces tablets, capsules, syrups, sterile products for injection, ointments, creams, collyriums and suppositories. It also has a fully-equipped, high technology chemical laboratory. It imports from Spain, Italy, Switzerland and exports to Jordan, Pakistan, Bulgaria and Nigeria.

The company wishes to cooperate with European pharmaceutical companies seeking patents, partnerships for joint venture and commercial relations. The company also seeks cooperation with foreign pharmaceutical houses in order to produce and represent their products.

<i>Sales (m. drhs):</i>	490
<i>Exports:</i>	3
<i>Imports:</i>	148
<i>Employees:</i>	48
<i>Contact:</i>	VOSTITSANOY Z.

ARGO S.A.

NACE - Code 2522 3720

143

The company manufactures plastic articles for packaging various products, such as foodstuffs, salves, medicines, cosmetics, chemicals, fertilizers etc. Many of the company's products are designed in cooperation with clients, mainly large industries. The enterprise also carries out laboratory research concerned with the development of new packaging products and the recycling of plastic waste. In 1989 it was honoured with an award by the World Packaging Organization. It exports to Switzerland, Cyprus and Lebanon.

The company seeks cooperation in order to penetrate into new markets and it wishes to participate in joint research programmes. It is also interested in industrial and commercial cooperation. Cooperation is sought from producers and users of packaging materials and companies involved in solid waste management.

<i>Sales (m. drhs):</i>	904
<i>Exports:</i>	49
<i>Imports:</i>	407
<i>Employees:</i>	85
<i>Contact:</i>	STASINOPOULOS A.

CHEMICALS - PLASTICS - NON METALLIC MINERALS



BERTZELETOS D. BROS S.A.

NACE - Code 2430 5130 5147

144

The company is involved in: 1) the production of resin products, 2) the marketing and distribution of foodstuffs, household articles and agricultural machines. It possesses privately owned premises for product storage, a factory producing resin products and machine equipment for packing the goods to be distributed. It exports to countries of the Eastern Mediterranean and it imports from E.E.C. countries, Canada and Iceland.

The company seeks partners in order to create a joint enterprise marketing and distributing foodstuffs and other products to supermarkets. The eventual partners should belong to the fields of food - beverages and goods distributed by supermarkets.

<i>Sales (m. drhs):</i>	1 063
<i>Exports:</i>	55
<i>Imports:</i>	360
<i>Employees:</i>	44
<i>Contact:</i>	BERTZELETOS D.

BITOUMINA S.A.

NACE - Code 2466 2320

145

The company produces industrial bitumens, bitumen emulsions, roofing materials, asphalt road-building materials and floor materials. It also manufactures construction and road-building materials of special standards. Three production units are in operation at the company's installations, with an annual capacity of 20,000, 5,000 and 3,000 tons of bitumen emulsions, waterproofing materials and special industrial bitument materials. There is also a bitumen storage, preservation and loading unit of a 6,000 tons capacity. The company's products are exported to the Middle East, Cyprus and Malta.

The company pursues expansion into new products, road construction and maintenance methods. Additionally, the company looks to the possibility of promoting its products into new markets. In this connection, the company welcomes cooperation concerning distribution networks, technology transfer and development of new products / methods. This cooperation may eventually lead to expansion on a joint venture basis.

<i>Sales (m. drhs):</i>	450
<i>Exports:</i>	20
<i>Imports:</i>	68
<i>Employees:</i>	36
<i>Contact:</i>	ECONOMOU N.

CHEMICALS - PLASTICS - NON METALLIC MINERALS



CHEMICAL INDUSTRIES OF NORTHERN GREECE S.A.

NACE - Code 2413 2415 2466

146

The company has been in operation for 30 years and is one of the largest chemical enterprises in Greece. Its products include fertilizers, inorganic acids, fluorine derivatives, chlorofluorocarbons, cattle-feed supplements and fire retardants, A. N. for explosives and aluminium sulphate. It has 15 production units, 3 packaging unit and warehouses in the port of Thessaloniki. Its annual production capacity of acids, fertilisers and flugene is 530,000, 600,000 and 15,000 tons respectively. It exports to Europe, Africa, Asia and America.

The company seeks cooperation with companies in the chemical industry and trade. It is interested in co-production, undertaking joint investment programmes -especially in new sectors- and in developing joint commercial activity.

<i>Sales (m. drhs):</i>	23 382
<i>Exports:</i>	3 352
<i>Imports:</i>	6 364
<i>Employees:</i>	623
<i>Contact:</i>	NARDIS C.

CHRIS PAN S.A.

NACE - Code 2522 2524

147

The company produces disposable plastic products and plastic packaging articles for food and beverages (such as cups, dishes, yogurt and ice-cream containers, soft drink bottles etc.). Extruder and thermoforming machinery is included in the firm's equipment. Its products are currently exported to North Africa, the Middle East, the Arab Gulf countries and Eastern Europe.

The sought-after cooperation would be relevant to the exchange of distribution networks and services and the establishment of a joint venture for new packaging material products. The desired partners would be manufacturers of similar products, distribution and dairy enterprises.

<i>Sales (m. drhs):</i>	857
<i>Exports:</i>	59
<i>Imports:</i>	117
<i>Employees:</i>	120
<i>Contact:</i>	PANAYIOTOPOULOS P.

CHEMICALS - PLASTICS - NON METALLIC MINERALS



CHROTEX S.A.

NACE - Code 2430

148

The company manufactures paints and varnishes. The product range includes paints and coatings for buildings, industrial paints and coatings, can-coating products, car refishing paints and allied products.

The production capacity will increase due to a merge with a similar manufacturer in 1992. The distribution covers all of Greece. It exports to Switzerland, Cuprus and the Middle East.

The company seeks associates within the marketing, technology and production areas. Contacts aimed at extending its distribution network internationally are also sought. The company is also interested in an exchange of know-how, joint research projects for industrial can coating and car refinishing paints, as well as joint-ventures in production and commercial fields in foreign countries.

<i>Sales (m. drhs):</i>	4 000
<i>Exports:</i>	11
<i>Imports:</i>	1 241
<i>Employees:</i>	229
<i>Contact:</i>	AFRATEOS Y.

DEMO S.A.

NACE - Code 2441 2442

149

The company produces medicines and pharmaceutical products for human use. Using modern equipment, the company manufactures its products in various forms, such as ointments, creams, pills, capsules, syrups, suspensions, collyriums, liquids for injections etc. It currently exports to Algeria, Yemen, Hungary, Cyprus and Bulgaria.

The company seeks associates within the fields of manufacturing pharmaceutical, parapharmaceutical and cosmetic products. The objectives of the sought-for cooperation are the development of distribution and marketing networks in European countries, the undertaking of the representation of European firms of pilot pharmaceutical products, the promotion of exports and the transfer of technology/know-how.

<i>Sales (m. drhs):</i>	549
<i>Exports:</i>	168
<i>Imports:</i>	138
<i>Employees:</i>	82
<i>Contact:</i>	BARTZELAI N.

CHEMICALS - PLASTICS - NON METALLIC MINERALS



EFTHYMIADI K&N S.A.

NACE - Code 2415 2420

150

The company produces, markets and distributes agricultural chemicals and foliar fertilizers. It also markets garden products, tools and seeds. The company's factory produces pesticides in liquid, powder and granular form, as well as crystalline and liquid foliar fertilizers. These are packed in practically all types and sizes of containers. There is a highly developed service for third party manufacture and packaging. The Company currently exports to E.E.C. Countries, the Middle East, Eastern Europe and Africa.

The Company is interested in the development of commercial relations, the exchange of distribution networks, the exchange of technology/know-how, joint research and product development as well as the use of production rights and patent acquisitions. The Company wishes to participate in joint venture enterprises, while offering a distribution network of some 1,000 retail stores carrying agricultural products and equipment. The company addresses prospective partners in the areas of the production, development and distribution of agricultural goods.

<i>Sales (m. drhs):</i>	2 337
<i>Exports:</i>	261
<i>Import:</i>	1 210
<i>Employees:</i>	155
<i>Contact:</i>	PANOUSIADIS M.

EKO S.A.

NACE - Code 2320 5151

151

This firm is the commercial branch of a well-established Greek oil-products company. Possessing petrol stations throughout Greece for the promotion of its products, fuel storage and distribution facilities, this firm also supplies fuel to airlines, bottles and distributes liquid gas and manufactures lubricants. It currently exports to Bulgaria, Yugoslavia and Albania.

The firm seeks cooperation with private or public organizations producing/marketing oil products. It welcomes contacts leading to the conclusion of commercial agreements or the establishment of a joint venture enterprise, aiming at the expansion of exports.

<i>Sales (m. drhs):</i>	104.000
<i>Exports:</i>	100
<i>Imports:</i>	-
<i>Employees:</i>	384
<i>Contact:</i>	MODIOTIS G.

CHEMICALS - PLASTICS - NON METALLIC MINERALS



ELMA S.A.

NACE - Code 2513 2524

152

The company produces car carpets made of rubber, wool moquette and rubber moquette. The company's production is vertical. Part of its production is distributed to Italy, Israel, Cyprus, Turkey and Malta.

The company seeks cooperation on all levels of product marketing and distribution. It is particularly interested in new distribution networks -while offering in turn, its own research the development of new products and the expansion of commercial relationships. It desires associates involved in the production and marketing of car accessories.

<i>Sales (m. drhs):</i>	215
<i>Exports:</i>	35
<i>Imports:</i>	90
<i>Employees:</i>	39
<i>Contact:</i>	KYRIAKIDIS P.

FAMAR S.A.

NACE - Code 2441 2452 5146

153

The company produces a series of pharmaceutical products and cosmetics (pills, capsules, liquids for injection, syrups, creams etc.). It also undertakes the production, invoicing and distribution of pharmaceutical products and cosmetics on behalf of third parties. The production capacity of the firm's equipment amounts to 60 million units per year. The company's products are exported to France, Germany and Spain.

The company seeks partners within the pharmaceutical and cosmetics industries in order to undertake production under sub-contracts and - or the distribution of its products. It is also interested in technology cooperation and promotion of joint research and the development of new products.

<i>Sales (m. drhs):</i>	3 341
<i>Exports:</i>	575
<i>Imports:</i>	516
<i>Employees:</i>	635
<i>Contact:</i>	MARINOPOULOS S.

CHEMICALS - PLASTICS - NON METALLIC MINERALS



FEROR PLASTICS S.A.

NACE - Code 2521

154

The company manufactures plastic pipes and fittings used in water-supply, irrigation, greenhouse heating, heating and drainage. The capacity of machinery and equipment amounts to 15,000 tons per year. It currently exports to Yugoslavia and Cyprus.

The company seeks cooperation with dynamic enterprises marketing products in this field, for the promotion of exports. It would consider the prospect of creating joint ventures.

<i>Sales (m. drhs):</i>	1 474
<i>Exports:</i>	2
<i>Imports:</i>	878
<i>Employees:</i>	62
<i>Contact:</i>	XANTINIDIS V.

HADJILUCAS S.A.

NACE - Code 2430 2462 2466

155

The company produces specialty chemicals (formaldehyde, U/F and P/F resins, gum rosin, turpentine, paper size). It has two plants, located in Halkis and Thessaloniki. It currently imports from Italy, Bulgaria, Libya, Romania and Turkey and exports to Mediterranean countries and the Middle East.

The company seeks associates mainly in the field of chemicals or a similar field. It is interested in the exchange of distribution networks, commercial agreements and the establishment of joint ventures.

<i>Sales (m. drhs):</i>	1 143
<i>Exports:</i>	173
<i>Imports:</i>	394
<i>Employees:</i>	53
<i>Contact:</i>	DIORELIS G.

CHEMICALS - PLASTICS - NON METALLIC MINERALS



HATZIKOSMAS & SON LTD.

NACE - Code 2522 2125

156

The company manufactures plastic and paper packaging products. It is equipped with plastic sheet manufacturing equipment, flexographic, printing and cutting machinery. It imports raw materials from Italy, Austria, Belgium and Germany.

The company intends to expand into exports, increase its productivity and improve the quality of its products. In this context, the company seeks cooperation in order to secure new distribution networks, obtain technology/know-how and develop new products. It is also willing to participate in joint venture with an enterprise of a similar nature. It is interested in the use of production rights and concluding commercial agreements regarding imports and exports.

<i>Sales (m. drhs):</i>	287
<i>Exports:</i>	-
<i>Imports:</i>	202
<i>Employees:</i>	30
<i>Contact:</i>	HATZIKOSMAS V.

HELLAFARM S.A.

NACE - Code 2420

157

The company formulates and markets pesticides. The company's shareholders participate in 5 other companies involved in pesticides, veterinary products and seeds. The company currently promotes exports to Cyprus and the Middle East.

The company wishes to establish a joint venture with a pesticide company or with a research laboratory working on the analysis of pesticides (residues, toxicity etc.). The desired cooperation aims at improving production methods and the quality of products and to help Greek exports of agricultural products. With full automatic equipment, the company has a productive capacity of 10-12 tons daily.

<i>Sales (m. drhs):</i>	2 731
<i>Exports:</i>	10
<i>Imports:</i>	1 200
<i>Employees:</i>	103
<i>Contact:</i>	LEGAKI F.



HELLENIC CORUNDUM S.A.

NACE - Code 2680 2466

158

It produces a line of mineral and chemical products for special uses. Its products include 1.enriched emery in various calibres, 2.hard, inactive, reinforced supports and anti-skid floors and pavings, 3.fire-resistant application masses for upright smelted casts moulds, 4.sand stucco as binding material for mould nucleus, 5.betonite active for moulds, 6.fertilizer- coating materials. Its installations include crushing-smooth/planing-enriching- classification of minerals units, installations that mix composite minerals with chemical materials and installations for the production of fertilizer-coating material. It exports to the Far East.

It seeks partners from the fields of trade and production of similar products. Aims of the desired collaboration are the finding of new distribution networks, technology/know-how exchange, joint research promotion, acquisition of patents and production rights, contraction of commercial deals for exports. It is also available for a joint venture.

<i>Sales (m. drhs):</i>	<i>217</i>
<i>Exports:</i>	<i>3</i>
<i>Imports:</i>	<i>30</i>
<i>Employees:</i>	<i>25</i>
<i>Contact:</i>	<i>KARADONTIS P.</i>

HIONIS C. & CO LTD.

NACE - Code 2520

159

The company produces polyesteric structures. Its products include apiary hives, fish farm and eel farm equipment and pig farm box floors. With its modern machine equipment the company has an annual capacity of 30,000 hives, 6,000 pigfarm box floors and 60 tons of polyesteric structures for fish farm and eel farm equipment.

Given the innovative nature and high demand for its products, the company seeks an investor to assist in its international development and the expansion of its polyester merchandise marketing. The company offers production know-how and is interested in exclusive production and trade cooperation covering a geographical area or country. Cooperation is desired with manufacturers or wholesalers involved in rural economy (apiary, fishery, cattle-breeding).

<i>Sales (m. drhs):</i>	<i>104</i>
<i>Exports:</i>	<i>-</i>
<i>Imports:</i>	<i>25</i>
<i>Employees:</i>	<i>28</i>
<i>Contact:</i>	<i>CHRISTIANOS CH.</i>

CHEMICALS - PLASTICS - NON METALLIC MINERALS



IDEAL REFRACTORIES S.A.

NACE - Code 2626

160

The company is a member of a group of companies. It produces fire-resistant materials with a high aluminium content (high alumina bricks, hydraulic refractory castables, plastic and ramming masses and mortars). The overall productive capacity of its machine equipment is 30,000 tons per year. It exports to European countries, the Middle East, Africa and Cyprus.

The company seeks new distribution networks in Europe, commercial contacts aimed at exports and imports and know-how for the production of new products. It also wishes to participate in joint venture.

<i>Sales (m. drhs):</i>	1 153
<i>Exports:</i>	264
<i>Imports:</i>	233
<i>Employees:</i>	100
<i>Contact::</i>	DALIETOS G.

INTERFIL HELLAS S.A.

NACE - Code 2451 2522

161

The company manufactures toilet deodorants, room deodorants, bleaching powders, moth repellents, food bags and other sanitary and household articles. Its brand name products are very well known in Greece. Using modern machinery and equipment, the company attains a production capacity of 9,000 tons per year. The company has scheduled the production and distribution of 7 new products within the period 1992 - 1993. It also aims at being listed on the Athens Stock Exchange. It currently imports from E.E.C. countries and exports to Cyprus, the United Arab Emirates, Jordan, Qatar, Saudi Arabia and Kuwait.

The company offers and seeks distribution networks and the acquisition of rights. It is interested in the establishment of joint ventures and the development of commercial transactions. The company seeks associates within the field of the marketing of products of wide consumption distributed in supermarkets, grocery stores and petrol stations.

<i>Sales (m. drhs):</i>	784
<i>Exports:</i>	7
<i>Imports:</i>	221
<i>Employees:</i>	55
<i>Contact:</i>	MESSINIS D.



ISOMAT S.A.

NACE - Code 2430 2664

162

The company produces building materials. Its products include terrace, wall, basement and tank sealings, additives for the improvement of concrete and mortar, ready-made plaster: tile glue, epoxy systems etc. The enterprise is already cooperating with European companies in the technological sector. It also has an affiliated company involved in the marketing of building materials. It exports to Cyprus and Saudi Arabia.

The company welcomes commercial cooperation and desires distributors for the promotion of its products in Europe. It seeks the exchange of technology/ know-how concerning the creation of new products and is interested in patents and production rights. The ideal associates should be involved in building or other similar operations.

<i>Sales (m. drhs):</i>	182
<i>Exports:</i>	5
<i>Imports:</i>	42
<i>Employees:</i>	20
<i>Contact:</i>	TZIRITIS S.

KARATZI M&A S.A.

NACE - Code 2522 1775

163

The company produces packing materials for meat, sausages, fruit and vegetables, citrus fruit as well as pallet - straw net.. The main raw material for its products is plastic. The company's machine equipment has an annual production capacity of 450 million metres of netting and 1,500 tons of plastic packaging items. An important part of its production is exported to E.E.C. countries, the U.S.A. Canada and South America.

The company wishes to enter into new markets and conclude commercial agreements with new clients. It seeks new distribution networks and offers technology/ production know-how. Cooperation is desirable with partners in the field of the production of agricultural products, meat and sausages.

<i>Sales (m. drhs):</i>	1 740
<i>Exports:</i>	1 099
<i>Imports:</i>	600
<i>Employees:</i>	260
<i>Contact:</i>	ARCHONTAKIS K.

CHEMICALS - PLASTICS - NON METALLIC MINERALS



LPC HELLAS S.A

NACE - Code 2320

164

This is a large company producing and packaging a series of lubricants (automotive, industrial, marine oils, grease). The main mineral oils are produced by use of the KTI Netherlands method and the annual capacity is 20,000 MT. The company's products are well-known and exported to Arab countries, the U.S.A. and E.E.C. countries.

The company seeks cooperation with enterprises trading lubricant oil products. It desires further development of its sales outside Greece, through cooperation between distribution networks or the conclusion of other commercial agreements. It is also interested in sub-contracts in order to import lubricants and other similar products into the Greek market under its brand name.

<i>Sales (m. drhs):</i>	1 968
<i>Exports:</i>	215
<i>Imports:</i>	660
<i>Employees:</i>	127
<i>Contact:</i>	LOGIAKI A.

MACEDONIAN PLASTICS S.A.

NACE - Code 2521 2524

165

The company manufactures pipes and fittings for water supply, drains and irrigation made of P.V.C. and P.E. Nine modern P.V.C. pipe production lines with an overall capacity of 45 tons per day, six P.E. pipe production lines, 8 injection lines producing P.V.C. fittings and 3 injection lines producing P.E. fittings are in operation at the company's installations. It exports to countries of the Middle East.

The company seeks associates within the production and trade sections of similar products. With a view to promoting exports, the company wishes to find new distribution networks and conclude commercial agreements. The company is interested in joint research and technology, cooperation regarding production methods and the creation of new products. It also offers and asks for the use of production rights.

<i>Sales (m. drhs):</i>	3 605
<i>Exports:</i>	4
<i>Imports:</i>	964
<i>Employees:</i>	181
<i>Contact:</i>	SKEBERIS N.



METALLOPLASTIKI AGRINIOU LTD.

NACE - Code 2522 2871

166

Manufacturers of plastic items used in the packaging, transportation and storage of agricultural products (barrels, packing cases, tanks), as well as aseptic packaging metal barrels. It also markets greenhouse sheeting. The company's equipment includes: a) 12 machines manufacturing concave blown products with a capacity of 23 tons of polyethylene per day, b) 12 casting machines with a capacity of 15 tons per day and c) a metal barrel production complex with a daily capacity of 1,800 pieces. The company exports to Bulgaria, Albania, the U.S.A., Germany, Cyprus and Italy.

The company seeks partners within the production and trade of packaging articles, as well as plastic and metal packaging materials. It is interested in cooperation concerning distribution networks, technology development, the creation of new products, the use of production rights and joint venture. The company offers a distribution network in Greece and Bulgaria, as well as modern machine equipment. The firm's targets include the establishment of a production unit in an Eastern European country.

<i>Sales (m. drhs):</i>	1 848
<i>Exports:</i>	152
<i>Imports:</i>	913
<i>Employees:</i>	106
<i>Contact:</i>	TSICHRITZIS P.

PETSIAVAS N. S.A.

NACE - Code 2442 2452 5152

167

The company produces pharmaceutical and cosmetic products and markets chemical products, as well as medical supplies, hospital and parapharmaceutical items. The pharmaceutical products are produced in the form of syrups, emulsions, suspensions, nasal drops, tablets and capsules. Cosmetics are produced in solutions, lotions and emulsions.

The company seeks cooperation with enterprises of a similar nature in order to undertake sub-contracts for the production of medicines and cosmetics. It also wishes to undertake representation of new products in the Greek market, as well as obtaining production rights.

<i>Sales (m. drhs):</i>	1 142
<i>Exports:</i>	-
<i>Imports:</i>	612
<i>Employees:</i>	113
<i>Contact:</i>	ANASTASOPOULOS S.

CHEMICALS - PLASTICS - NON METALLIC MINERALS



PHILIPPOU S.A.

NACE - Code 2630

168

The company produces a large variety of ceramic, building products, such as roofing tiles, heat-insulating bricks, bricks of large dimensions, cotto floor tiles, bricks for visible brickwork, decorative bricks etc. It has two registered patents. Its installations include two technologically updated production units. The firm currently exports to the Middle East.

The company wishes to create joint ventures with similar enterprises aiming at industrial cooperation and/or new products research. Furthermore, it is interested in concluding commercial agreements aiming at cooperation in the technological sector and the mutual granting of patents.

<i>Sales (m. drhs):</i>	1 206
<i>Exports:</i>	20
<i>Imports:</i>	90
<i>Employees:</i>	131
<i>Contact:</i>	PHILIPPOU N.

PHILKERAM JOHNSON S.A.

NACE - Code 2630

169

The company manufactures ceramic tiles for floors, walls and special uses. Having modern, computerized machine equipment, the company attains an overall capacity of 4,000,000 m² per year. Its products are exported to E.E.C. and Arab countries, Cyprus and the U.S.A.

The company wishes to cooperate with ceramic tile industries and companies marketing tiles and bathroom fixtures. It is interested in developing commercial transactions, exchanging technology/know-how, production methods and new products, and also in creating joint ventures. Cooperation with associates from Eastern Europe is particularly welcomed.

<i>Sales (m. drhs):</i>	4 319
<i>Exports:</i>	255
<i>Imports:</i>	1 282
<i>Employees:</i>	396
<i>Contact::</i>	PHILIPPOU CH.



PLASTIKA KRITIS S.A.

NACE - Code 2521 3720

170

The company produces plastic sheets for greenhouse covering and other agricultural applications, PE pipes for irrigation and water-supply and raw materials for plastics (masterbatches). It is also involved in recycling plastics and the marketing of raw materials for plastics. The company has a plastics-recycling complex, lines for the production of three-layered plastic sheets, modern lines for the production of PE pipes, special twin, screw extruders and co-kneaders for the production of raw materials for plastics. The firm's overall capacity amounts to 25,000 tons per year.

The company seeks partners within the production and trade of plastics, chemicals and agricultural equipment. It is interested in technology/know-how transfer, patents, the research and development of new specialized products and production rights. It also wishes to conclude agreements regarding trade and the exchange/joint use of distribution networks. The enterprise aims at increasing its sales, particularly in the markets of Western Europe and the U.S.A, and expanding into the distribution of agricultural equipment (fertilizers etc.).

<i>Sales (m. drhs):</i>	3 791
<i>Exports:</i>	751
<i>Imports:</i>	2 523
<i>Employees:</i>	152
<i>Contact:</i>	LEBIDAKIS E.

ROLCO BIANIL S.A.

NACE - Code 2451

171

This is an industry producing detergents, soaps and dyes. The firm promotes its well-known products through a wide distribution network including 20,000 outlets throughout Greece. Possessing modern machinery and equipment, the firm attains an annual production capacity of 40,000 tons. Its plant includes modern sulphurization installations, a drying tower, a soap-making factory and packaging machinery. It currently exports to the Middle East and Libya.

The firm welcomes cooperation for mutual distribution of products. Offering and requesting rights, the firm is interested in cooperation for partial production, while it undertakes sub-contracts for products to be distributed by supermarket chains etc. It is particularly interested in the establishment of joint enterprises, offering the relevant know-how and financing. Entering into the Balkan states with a view to production and marketing is among the company's objectives.

<i>Sales (m. drhs):</i>	5 220
<i>Exports:</i>	18
<i>Imports:</i>	1 769
<i>Employees:</i>	363
<i>Contact:</i>	SOUROURIDES K.

CHEMICALS - PLASTICS - NON METALLIC MINERALS



SKOT S.A.

NACE - Code 2451 2522 2466

172

The company manufactures and markets bleaching powders, toilet deodorants, moth and insect repellents, packaging bags for home use, aluminium foil and naphthaline. Possessing vertical production and up-to-date machine equipment, this company manufactures products which are well-known in the Greek market and exports to Israel, Cyprus, Nigeria, Hungary and Bulgaria.

It seeks cooperation with European enterprises aiming at joint research and development of new products, technology/know-how transfer and exchange, and joint financing. Furthermore, it is interested in developing joint commercial activity, given that it possesses a wide distribution network. Joint commercial activity may be achieved either through the establishment of a joint venture or through cooperation between the distribution networks of both parties. The potential partners should produce or distribute products for household use distributed through supermarkets.

<i>Sales (m. drhs):</i>	591
<i>Exports:</i>	20
<i>Imports:</i>	143
<i>Employees:</i>	60
<i>Contact:</i>	DELIDIMOU A.

SMIRDEX LTD.

NACE - Code 2681

173

The company produces coated abrasives (abrasive paper and cloth) in the form of sheets, rolls, disks and narrow belts. The company's production equipment has a capacity of 500,000 m² per year. With a branch in Athens and offices in Thessaloniki, Patra and Heraklion, the firm's products are exported to Cyprus, Nigeria, Belgium Bulgaria and Israel.

the development of joint distribution networks, technology transfer and the creation of new products, the establishment of a joint venture enterprise based on mutually supplementing the goods distributed/manufactured is a desired prospect. The company welcomes contacts concerning the importation of materials for the furniture industry and auxiliary materials for car-body refinishing.

<i>Sales (m. drhs):</i>	146
<i>Exports:</i>	12
<i>Imports:</i>	-
<i>Employees:</i>	22
<i>Contact:</i>	PETROCHEILOS N.

The company seeks cooperation aiming at the expansion of the distribution network of its products (especially in Bulgaria, Albania and Romania) and



SPRAY-PACK S.A.

NACE - Code 2452 2466 2524

174

The company's operations include: a) the production and bottling/packaging, on behalf of third parties, products such as aerosols, liquids, creams, cosmetics, household insecticides and insect repellent tablets, b) the production of plastic articles (containers, bottles, bottle caps etc.), c) the trade of raw materials and packaging materials, d) the distribution of consumer goods and car-care products. With 14 modern production lines, the company exports its products to countries in the Middle East.

The company seeks cooperation in the commercial and production sectors. It is interested in the joint exchange/use of sales networks with possible partners distributing or marketing retail consumer goods and car-care articles. It also seeks cooperation aiming at technology transfer and joint venture with companies producing plastic bottles and tops.

<i>Sales (m. drhs):</i>	1 203
<i>Exports:</i>	6
<i>Imports:</i>	281
<i>Employees:</i>	137
<i>Contact:</i>	PISPINIS G.

THERMOPACK S.A.

NACE - Code 2521

175

The company manufactures stabilized film of polyethylene for agricultural use and film for the automatic packaging of the same material. The company's machine equipment attains a productive capacity of 3 tons and 1 ton per eight hours respectively, with sales primarily in Greece. The company exports to Israel.

The company seeks cooperation in trading ventures. It is interested in concluding agreements for the joint use of distribution networks, acquiring patents and the allocation/undertaking of production rights. Partnership is a desired outcome of successful cooperation with an associate.

<i>Sales (m. drhs):</i>	302
<i>Exports:</i>	5
<i>Imports:</i>	192
<i>Employees:</i>	30
<i>Contact:</i>	MARAKIS A.

CHEMICALS - PLASTICS - NON METALLIC MINERALS



TYOPLAST-ARABATZIDI BROS S.A.

NACE - Code 2522 2524

176

The company manufactures packaging articles made of polyethylene and polypropylene, as well as plastic bag handles. It plans to expand into the production of paper shopping bags. It currently exports to E.E.C. and Eastern European countries.

The company seeks associates manufacturing paper shopping bags who are willing to undertake a relevant productive investment at the company's industrial installations, as well as to provide the necessary technical/ technological assistance. The company also welcomes contacts with importers of raw materials (polyethylene and polypropylene) and manufacturers or traders of plastic packaging materials in order to promote exports.

<i>Sale (m. drhs):</i>	1 000
<i>Exports:</i>	18
<i>Imports:</i>	250
<i>Employees:</i>	80
<i>Contact:</i>	KARAMALIKIS D.

ZOUBOURIDIS JOHN S.A.

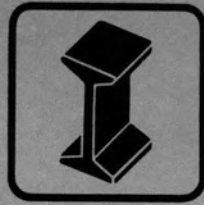
NACE - Code 2661

177

The company manufactures cement products and, in particular, outdoor decorative elements. Some of its products include: pavement tiles, curbs, parterres, fountains, benches, etc. The annual capacity of its machine equipment is 300,000 pieces of cement tiles, 60,000 m² of traditional paving slabs for roads and 1,000,000 pieces of cement blocks. It also produces cement pipes diam.15-150 and a large variety of indoor decorative elements.

Technology is the fundamental sector of interest to the enterprise. It welcomes contacts in order to exchange views on technical and production matters, aiming at the increase of its production and expansion into new products. It wishes to cooperate on a joint venture basis.

<i>Sales (m. drhs):</i>	49
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	9
<i>Contact:</i>	ZOUBOURIDIS J.



**METALS - MACHINERY
EQUIPMENT**

7

METALS - MACHINERY - EQUIPMENT



A. HELLAS S.A.

NACE - Code 3512 2524

178

A company manufacturing pleasure boats with a well known name in the Greek market. It has all the necessary equipment for the production of polyester boats, moulds, upholstery etc. Over 60% of its products are exported to Italy, France, the Netherlands, Germany, Sweden and England.

The company offers cooperation at all levels of production and trade of boats, engines, spare parts and boat accessories. Specifically, it seeks partners for joint collaboration on technology matters, the research and development of new products, the joint development of distribution networks and the expansion of commercial activities, as well as co-production. Within that frame, the establishment of a joint venture is desirable.

<i>Sales (m. drhs):</i>	520
<i>Exports:</i>	320
<i>Imports:</i>	60
<i>Employees:</i>	60
<i>Contact:</i>	ANGELOPOULOS C.

ALUMINOX S.A.

NACE - Code 2850 2875

179

Products manufactured by the company are machinery and stainless steel constructions for the equipping of commercial kitchens. It exports to Sweden, Germany, the Netherlands, Singapore and South Africa. It imports from Germany, Italy, Sweden and England. Its production unit has advanced technology machinery with a computerized back-up.

The company desires trade partners whose production programmes can be supplemented with its products. It is also interested in finding new distribution networks in collaboration with importers and manufacturers.

<i>Sales (m. drhs):</i>	535
<i>Exports:</i>	73
<i>Imports:</i>	135
<i>Employees:</i>	40
<i>Contact:</i>	ALIPRANTIS S.

METALS - MACHINERY - EQUIPMENT



ASTRON S.A.

NACE - Code 2875 2810 3663

180

It manufactures street guard rails, drilling tubes, spaceframes, electric power transfer towers, as well as various other galvanized structures. The sales of the company have increased greatly over the last three years. It exports to Cyprus.

The company offers its existing distribution network to possible partners in the field of metal structures manufacturing and trading. It is also interested in contacts that will lead to the contracting of representations, sub-contract assignments and even the establishing of a joint venture for co-production.

<i>Sales (m. drhs):</i>	737
<i>Exports:</i>	54
<i>Imports:</i>	23
<i>Employees:</i>	47
<i>Contact:</i>	GIANNAKOPOULOS TH.

BEDA S.A.

NACE - Code 3430

181

It is engaged in the production and trade of exhaust systems for cars as well as other components or spare parts for motor vehicles. The yearly production capacity yields 100,000 exhaust systems (tube and silencer). The company provides exhaust systems for car manufacturers such as NISSAN, GENERAL MOTORS, NAMCO, MAHINDRA etc.

It seeks cooperation for the assigning and undertaking of contracts from and to companies in the same field, mainly for the manufacture, of catalytic systems. It is also looking for partners for the joint use and exchange of distribution networks, and is interested in acquiring new production technology and know-how. Participation in joint ventures is desirable.

<i>Sales (m. drhs):</i>	296
<i>Exports:</i>	-
<i>Imports:</i>	144
<i>Employees:</i>	43
<i>Contact:</i>	KAROULIS V.

METALS - MACHINERY - EQUIPMENT



BEK S.A.

NACE - Code 2851 2921

182

Objectives of the company are metal surface protection and the manufacturing of furnaces for the combustion of waste/biomass and energy saving. The company provides degreasing phosphatase tunnels, dye mills and ovens for special processing. For the combustion of waste/biomass it manufactures complete combustion equipment as well as parallel energy production equipment. It exports to E.E.C. countries, Cyprus, Lebanon and Tunisia.

The company is interested in cooperation that will lead to an expansion of its distribution networks as well as to the further improvement of its product quality and production techniques. The acquisition of new technology and the establishment of a joint venture for co-production are desirable prospects.

<i>Sales (m. drhs):</i>	361
<i>Exports:</i>	3
<i>Imports:</i>	15
<i>Employees:</i>	47
<i>Contact::</i>	<i>SPIROPOULOS E.</i>

BIO.MET. S.A.

NACE - Code 2720 2875 2851

183

The company produces metal pipes (bore up to 3 mm) and parts for artificial rain irrigation. It also executes hot dip galvanizing. The company's sales have been on the increase over the past three years and it is the permanent supplier of special irrigation parts to the Greek Ministry of Agriculture.

The company seeks cooperation in the technology/know-how sectors concerning the improvement of production methods and new product development. It is also interested in participating in a productive joint venture enterprise, aiming at the promotion into new markets of similar products of both parties.

<i>Sales (m. drhs):</i>	182
<i>Exports:</i>	-
<i>Imports:</i>	19
<i>Employees:</i>	22
<i>Contact:</i>	<i>BIRDAS D.</i>

METALS - MACHINERY - EQUIPMENT



BUSSING HELLAS S.A.

NACE - Code 3410 3420

184

This is a major manufacturing and commercial company with 30 years experience in the production of chassis and bus/coach bodies on any kind of chassis. The company privately owns manufacturing installations of 10,000 m² and has a production capacity of 150 buses per year. During the last few years the company has exported coaches to Bulgaria, and its total sales have risen significantly. Furthermore it is now aiming at developing bigger export sales.

The company is interested in cooperating with a foreign vehicle manufacturer for the establishment of new distribution networks. It is also interested in participating in a joint venture.

<i>Sales (m. drhs):</i>	13 744
<i>Exports:</i>	25
<i>Imports:</i>	8 158
<i>Employees:</i>	245
<i>Contact:</i>	<i>DROSOPOULOS D.</i>

E.BI.KA. M. S.A.

NACE - Code 2930 2253

185

It manufacture irrigation machines, pressure pruning machines and tobacco driers for tobacco Virginia. The factory's yearly production is 1500 irrigation machines, 2000 pruning machines and 300 tobacco driers. Today it exports to Yugoslavia and Yemen with a view to enter other countries.

The company desires collaboration with agricultural products and plastic tube traders and manufacturers. It is interested in exchange of distribution networks and joint venture. It seeks partners from E.E.C. countries, Central and Eastern Europe and especially from Romania and Hungary.

<i>Sales (m. drhs):</i>	785
<i>Exports:</i>	13
<i>Imports:</i>	64
<i>Employees:</i>	48
<i>Contact:</i>	<i>SEMERTZIDIS N.</i>

METALS - MACHINERY - EQUIPMENT



EBITHERM S.A.

NACE - Code 2822

186

The company manufactures radiator panels in steel and cast-pressed aluminium alloy. It has the necessary equipment for a yearly production of 500,000 m² steel units and 300,000 m² of cast-pressed aluminium.

It desires cooperation with partners from manufacturing industries of central heating products and air conditioning products, concerning the 1) establishment of new distribution networks for the promotion of exports, 2) contraction of commercial deals, 3) research and development of new products, 4) acquisition of new technology and know-how, 5) use of production rights and 6) participation in a joint venture.

<i>Sales (m. drhs):</i>	339
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	32
<i>Contact:</i>	ILIADIS G.

ELVIOMET S.A.

NACE - Code 2872 2851

187

The company metallizes, in high vacuum chambers, plastic films, paper and cardboard used in the packaging of food and beverages. It possesses up-to-date machinery and laboratory equipment. It exports to Egypt, Jordan, Iran, Spain, Portugal, England and Germany.

It seeks cooperation with companies producing flexible packing materials, foodstuffs (snacks, etc.), with tobacco industries and printing companies. The enterprise aims at organizing an international distribution network for its products, increasing its exports and manufacturing new, high technology products with the assistance of new investors. Joint venture is a desired prospect.

<i>Sales (m. drhs):</i>	546
<i>Exports:</i>	150
<i>Imports:</i>	250
<i>Employees:</i>	40
<i>Contact:</i>	TSAKALOU N.

METALS - MACHINERY - EQUIPMENT



ELVIPO S.A.

NACE - Code 2875

188

It specializes in the manufacturing of brass handles for doors and furniture. The existing machine equipment covers all phases of the production procedure for brass hardware products (casting, polishing, finishing etc). It imports from England, Germany and Italy and exports to Cyprus and Saudi Arabia.

The company is interested in participating in a joint venture. It especially desires the development of common commercial activity as well as the expansion to new products. It seeks partners for collaboration from the field of manufacturing and marketing brass hardware products.

<i>Sales (m. drhs):</i>	386
<i>Exports:</i>	1
<i>Imports:</i>	70
<i>Employees:</i>	89
<i>Contact:</i>	CHATZOPOULOU K.

EPIRUS FOUNDRIES S.A.

NACE - Code 2752 2753 2875

189

It produces cast metal components of high precision and technology component (PRECISION CASTING - FEINGUSS). It is the only Greek company that has precision casting technology using the cast wax method. Its up-to-date equipment provides it with a yearly production capacity of 200 tons of ready-to-sell products in cast precision products of ordinary and stainless steel and aluminium alloys. It exports to Germany, Switzerland and the U.S.A. and imports from Germany and England.

The company seeks partners for participation in an increase of its capital, in order to achieve a higher scale economy. It is also desires collaboration for the granting of desirable patents, as well as joint research and new product development. The prospective partners may be in the casting business, valve manufacturing, the car or the aircraft construction industry.

<i>Sales (m. drhs):</i>	299
<i>Exports:</i>	95
<i>Imports:</i>	42
<i>Employees:</i>	56
<i>Contact:</i>	KITSATIS S.

METALS - MACHINERY - EQUIPMENT



FOROULIS A. & SONS S.A.

NACE - Code 2874 2862 2521

190

The company produces: a) screws of various DIN and BSW types, b) steel, cast iron and stone cutting and grinding wheels, c) water, air and drainage plastic pipes. It also markets its own products through a network of 2,000 customers, as well as imported products (hand tools, machinery etc.). Its up-to-date machine equipment offers a production capability (one shift) of 2000 m² in screws, 1,600 m² in ready plastic products and 285,000 wheels.

The company offers prospective partners a distribution network for products similar to those produced and imported, and undertakes exclusive representations. It correspondingly seeks partners for the undertaking of the distribution of its products in their markets. It is also willing to discuss the buying-out of its production branch.

<i>Sales (m. drhs):</i>	574
<i>Exports:</i>	-
<i>Imports:</i>	281
<i>Employees:</i>	46
<i>Contact:</i>	FOROULIS A.

HELLENIC VEHICLE INDUSTRY S.A.

NACE - Code 3410 3420 3430

191

A prestigious Greek vehicle manufacturing company. Among its products is a wide range of vehicles for various uses in particular buses, trucks, armoured vehicles, fire engines, garbage-trucks etc. Furthermore it produces exhaust filters and a series of spare parts for vehicles. In a structured space of 54,000 m² there are up-to-date machines with 6,500 KW installed power and other installations with 14,527 KW thermal power. With the available trained personnel, the company has the possibility of developing producing and designing large numbers of vehicles for civilian or military use. It exports to Austria, Germany and Cyprus.

products as well as in production and distribution. It is particularly interested in the co-production of special types of vehicles. It also offers patents for exhaust filters for diesel engines while in turn requesting patents from its partners. Also, on the basis of existing, excellent prospects, contacts primarily from the fields of bus manufacturing, special vehicles, auto spare parts and equipment as well as with urban transport companies are welcome.

<i>Sales (m. drhs):</i>	9 797
<i>Exports:</i>	186
<i>Imports:</i>	4 533
<i>Employees:</i>	850
<i>Contact:</i>	BOUSGOLITIS A.

The company wishes to participate in joint ventures, in the research and development of new

METALS - MACHINERY - EQUIPMENT



INTERKLIMA S.A.

NACE - Code 2923

192

The company manufactures air conditioning equipment (central and local units, autonomous units, heat pumps etc.). It was founded in 1978, but in 1990 took its present form from a three way company merger. It exports to Kuwait, the United Arab Emirates, Cyprus, France and the Netherlands.

It seeks co-operation with companies which manufacture and trade air conditioning products (heating- cooling systems). It is interested in the joint development of distribution networks, the undertaking and granting of rights and mutual collaboration in the field of research and technology/know-how. The establishment of a joint venture is a desirable prospective.

<i>Sales (m. drhs):</i>	699
<i>Exports:</i>	91
<i>Imports:</i>	103
<i>Employees:</i>	110
<i>Contact:</i>	BISIMIS T.

KAZIS EMMANUEL N. S.A.

NACE - Code 2912 2822 2875

193

It is a leading industry producing:
— various kinds of pumps, such as vertical deep-well turbine pumps, submersible pumps, centrifugal pumps, mixed and axial flow pumps.
— central Heating cast iron boilers.
— cast iron and bronze (brass) parts.
A characteristic of the business is its up-to-date automated machinery and equipment. A great part of its production is directed to European and Arab countries, as well as countries of the Middle East.

It desires cooperation with partners from the fields of metallurgy, the production of heating equipment, the manufacturers of valves and hydraulic equipment and foundry consignees. There is a particular interest in the exchange of distribution networks, in the assignment and undertaking of product representations, the use of production rights and mutual collaboration in the technological field.

<i>Sales (m. drhs):</i>	2 258
<i>Exports:</i>	619
<i>Imports:</i>	472
<i>Employees:</i>	275
<i>Contact:</i>	ESSEPALIDIS P.

METALS - MACHINERY - EQUIPMENT



KRETA CAN S.A.

NACE - Code 2872 2840

194

This company manufactures a series of tin cans with a maximum capacity of 4,000 cans per hour. It also prints on metal for its own use and for sub-contractors. It has up-to-date machine equipment with three production series for cans of various dimensions containing from 1/2 kg. to 20 kg. Its activities expand through a related company in the production of plastic P.E.T. bottles (0.75 l and 1.5 liter) for water, oil and soft drinks.

The company desires cooperation for mutual product distribution, technology and know-how exchange and metal printing production. It would like to take part in joint venture, either at the production or trading level.

<i>Sales (m. drhs):</i>	340
<i>Exports:</i>	-
<i>Imports:</i>	136
<i>Employees:</i>	32
<i>Contact:</i>	MILAKIS V.

KUHBIER HELLAS LTD.

NACE - Code 2851 2520 3162

195

The company produces a series of products, most of which are made of plastic, such as: rotating buttons and handles for electrical household appliances and technical devices made from plastic and metal, electrical screwterminals and special plastic bottle caps. It also imports and distributes electrotechnical products. The company is equipped with modern, automated machinery and equipment, which permit it to produce electric devices at its installations. The company also possesses the necessary equipment for printing on metal or plastic surfaces using silk-screen or tampon. The firm currently exports to Bulgaria.

devices and caps for carbonated beverage containers. In both cases, the company is interested in technology/know-how acquisition, the use of production rights and the establishment of enterprises for co-production and joint distribution of products. The company also desires cooperation for the exchange of distribution networks and the promotion of exports. Consolidation with an enterprise of equal size constitutes a desired prospect.

<i>Sales (m. drhs):</i>	219
<i>Exports:</i>	16
<i>Imports:</i>	107
<i>Employees:</i>	23
<i>Contact:</i>	STAMBOULIS G.

The company seeks cooperation within the field of electrotechnics as well as the production of plastic

METALS - MACHINERY - EQUIPMENT



LIBEROPOULOU TH. SONS LTD.

NACE - Code 2953

196

The company specializes in the manufacturing of tobacco processing machinery. It has a modern, well-equipped factory with lathes, mills, planes and dye machines for the production of its products. It is considered one of the most experienced companies in its field, having been active since 1955. The company exports to Yugoslavia, Thailand and Israel.

Desirable partners are construction companies that are interested in establishing a joint company through joint venture, but also companies that will participate in joint research and the development of products. Emphasis is given to technology and know-how development, collaboration for the further improvement in product quality with a parallel preservation or decrease in production costs.

<i>Sales (m. drhs):</i>	164
<i>Exports:</i>	2
<i>Imports:</i>	-
<i>Employees:</i>	20
<i>Contact:</i>	LIBEROPOULOS TH.

NOVART TECHNOLOGY CORPORATION

Nace - Code 2731 2734 2875

197

It produces a complete series of materials that are required for water distribution, central heating and air conditioning systems. At the same time it is an import company with a distribution network throughout Greece and showroom space of 4,000 m². It promotes exports to Germany.

of commercial deals and the examination of the possibilities of establishing a joint venture. Specifically, the company offers sub-contract production and the undertaking of representations of products manufactured by prospective partners for the Greek market. Respectively, it seeks co-operation for the promotion of its own products (soft soldering alloys) in European markets. Another target of the desired collaboration is the realization of joint financing in the context of E.E.C. programmes.

<i>Sales (m. drhs):</i>	834
<i>Exports:</i>	2
<i>Imports:</i>	548
<i>Employees:</i>	24
<i>Contact:</i>	TZANOS N.

The objectives of desired cooperation are the exchange of distribution networks, the contraction

METALS - MACHINERY - EQUIPMENT



ODOSIMANSI-HRONIS K. S.A.

NACE - Code 2875 3663

198

It produces road sign products, traffic equipment and metal garbage cans. It also imports plastic bins, coastal cleaning equipment and garbage trucks from France and Germany. It has up-to-date machine equipment for the production and also for the setting-up of its products on the roads.

The company is interested in collaboration and joint venture and in the contraction of commercial deals. It seeks the promotion of exports mainly to Balkan, Arab and E.E.C. countries given that it possesses a very strong status in the Greek market. It desires partners from fields similar or relevant to its business objectives.

<i>Sales (m. drhs):</i>	220
<i>Exports:</i>	-
<i>Imports:</i>	45
<i>Employees:</i>	45
<i>Contact:</i>	HRONIS K.

ORSOGRIL HELLAS S.A.

NACE - Code 2873 2851

199

The company manufactures electrofused gratings for horizontal applications and fendas, many of which are standardized. The following products are indicative: heavy duty constructions for loads, yard gates, steps for safety stairways, pannels for balconies, fencing structures, functional and decorative equipment for outdoor and indoor spaces. The company is equipped with all the necessary equipment for a machine shop. It has exported to Bahrain.

The company aims at the development of a fully-equipped unit, manufacturing from raw materials, for processing and standardization. In this context, it seeks cooperation with a similar company in order to secure joint financing from an E.E.C. program. It is also interested in cooperation in the sector of technology, as well as in sub-contracts and joint ventures.

<i>Sales (m. drhs):</i>	42
<i>Exports:</i>	-
<i>Imports:</i>	25
<i>Employees:</i>	9
<i>Contact:</i>	KASTRISSIANAKIS CH.

METALS - MACHINERY - EQUIPMENT



PROCAL-VOUMVOURAKI BROS S.A.

NACE - Code 2923 2840 2875

200

A company that manufactures metal products for commercial use (stainless and rolled), commercial refrigerators and re-fabricated refrigerator chambers (panels). For the manufacturing of refrigerators and panels the technology of injecting polyurethane is used. Up-to-date machinery and equipment is used for the mass production of stainless and rolled steel products. Sales have been steadily rising over recent years and part of its production is exported to Cyprus and Egypt.

The company seeks cooperation with tourist complexes, agricultural associations and plants producing industrial and/or trade equipment. It is interested in the exchange of distribution networks, the assignment of representatives for its products, the exchange of know-how and the establishment of a joint venture for production and distribution. In particular the company proposes joint venture for the assembly of its products in a third country.

<i>Sales (m. drhs):</i>	552
<i>Exports:</i>	19
<i>Imports:</i>	187
<i>Employees:</i>	52
<i>Contact:</i>	VOURVOULIAS E.

ROTEX S.A.

NACE - Code 2912

201

It manufactures pumps, pumping systems and similar hydraulic equipment. The factory workshop has: a pump manufacturing section, a hydraulic construction section and an underwater electric motor and pump repair section. All the machines are of modern technology. The sales of the company are being promoted through its own distribution network active throughout Greece.

The collaboration interests are focused on the expansion of the series of pumps produced, as well as on the expansion of the company activities in other pump room products and water distribution equipment. (Gate valves - no return valves, hydraulic accessories, instruments measuring the supply etc.). Also collaboration concerning research and product development, technology and know-how exchange, use of production rights and commercial/marketing agreements, is desirable.

<i>Sales (m. drhs):</i>	735
<i>Exports:</i>	-
<i>Imports:</i>	542
<i>Employees:</i>	25
<i>Contact:</i>	HATZOPOULOS E.

METALS - MACHINERY - EQUIPMENT



S-K KILIMIS S.A.

NACE - Code 2875 2524

202

It manufactures brass parts for central heating and plastic tube components. The company has 20 years experience in exports and has been awarded prizes for this. A great part of its production is sent to Germany, Belgium, Denmark, Great Britain, Spain, Cyprus, Iran and Jordan.

The company seeks cooperation which will permit it to expand production activities and its distribution network in Europe and the Middle East. Towards that objective the establishing of a joint venture with participation in the capital is especially desirable. It desires partners for cooperation in the same field or similar ones, as well as any kind of capital investing company.

<i>Sales (m. drhs):</i>	609
<i>Exports:</i>	235
<i>Imports:</i>	224
<i>Employees:</i>	56
<i>Contact:</i>	KILIMIS P.

SANITAS-SANITAS S.A.

NACE - Code 2872 2522

203

The company produces, for both household and professional use, cling film aluminium trays, ice-cube bags, roasting bags, non-stick cooking paper, refrigerator bags, and foil & wrap dispensers/packaging appliances. Equipped with automated production and packaging lines, the company exports to Europe and the Middle East. It has a leading position in the Greek market and through its wide distribution network, it can market a range of other household products.

The company seeks contacts aiming at exchanging distribution networks. It is also willing to negotiate the establishment of a joint venture enterprise. Possible partners should preferably be manufacturers and/or distributors of household products supplementary to the ones the company produces.

<i>Sales (m. drhs):</i>	1 661
<i>Exports:</i>	28
<i>Imports:</i>	208
<i>Employees:</i>	91
<i>Contact:</i>	SVOLOS D.

METALS - MACHINERY - EQUIPMENT



SIFREN S.A.

NACE - Code 3430

204

The company produces car disc-brake pads and truck brake-linings. It has stamping presses, with a productivity of 144,000 sets of disc-brakes and 120,000 sets of truck brake-facings. It exports to Germany, Turkey, Bulgaria and Cyprus.

The company seeks wholesalers, importers and companies that manufacture similar products for cooperation. It is interested in the expansion of its distribution networks in the countries to which it already exports, as well as to other European countries.

<i>Sales (m. drhs):</i>	10
<i>Exports:</i>	2
<i>Imports:</i>	5
<i>Employees:</i>	9
<i>Contact:</i>	BAKIRTZIS D.

TERRA S.A.

NACE - Code 2930

205

It is one of the largest agricultural machinery manufacturing and trading companies. Its products include ploughs, milling machines, tillers, mowing machines. Its machinery and equipment provide it with a production capacity of 5,000 pieces of machinery per year which corresponds to 150,000 manhours. Its share in the Greek market has increased significantly in the last years.

It seeks cooperation for mutual product promotion, the undertaking of the manufacture of agricultural machines, the acquisition of know-how, the expansion into new markets and technological development. It also wishes to participate in a joint venture in production with partners from the agricultural machinery industry. The aim of the company is to enrich the line of its products and to penetrate into new European markets.

<i>Sales (m. drhs):</i>	529
<i>Exports:</i>	-
<i>Imports:</i>	308
<i>Employees:</i>	50
<i>Contact:</i>	BALUKTSIS S.

METALS - MACHINERY - EQUIPMENT



THERMANSI-VEZIRIANNIDIS S. S.A.

NACE - Code 2822

206

It manufactures heaters, panels and akanthite, as well as hot water boilers. With a fully automated production line, the yearly plant capacity equals 640,000 square metres of akanthite heating appliances and 800 boilers. The company has achieved a significant sales increase over the last years (average rise 110%), it desires the promotion of its products in European countries.

It seeks partners from steel plants, boiler manufacturers, the heating industry and similar fields. Major cooperation interests of the company are the exchange of ideas, and the latest boiler manufacturing technological information. The desired collaboration also concerns research into finding distribution networks and the establishment of a joint venture.

<i>Sales (m. drhs):</i>	463
<i>Exports:</i>	-
<i>Imports:</i>	28
<i>Employees:</i>	66
<i>Contact:</i>	VEZIRIANNIDIS S.

TSIRIKOS N&G S.A.

NACE - Code 3430

207

It manufactures toothed wheels of various kinds, with a maximum diameter of 6 metres. It also produces attenuators of every ratio and horsepower, as well as gear-boxes. It has modern technological equipment and part of its production is sold to countries such as Tunisia, Algeria, Morocco, Cyprus and Canada.

The company seeks cooperation with a view to establishing new distribution networks, technology and know-how exchange, the undertaking and allocation of product representations. Further it pursues commercial and productive joint ventures.

<i>Sales (m. drhs):</i>	570
<i>Exports:</i>	72
<i>Imports:</i>	-
<i>Employees:</i>	94
<i>Contact:</i>	ZARKADOULAS P.



**ADVANCED TECHNOLOGY -
R & D**

8

ADVANCED TECHNOLOGY - RESEARCH AND DEVELOPMENT



ANCO S.A.

NACE - Code 3220 3210 3120

208

The company is involved in the manufacturing of a series of electronic products, such as digital telephone centres, electronic instruments and control systems, power supplying devices, wireless telecommunications equipment. It has also developed new telecommunications services, VIDEOTEX and telematics. Using newly-built installations and modern equipment, the company has departments of production, quality control, research and development.

The company seeks association within similar fields with a view to the undertaking of sub-contracts/ manufacturing, the promotion of joint research and development, the exchange of technology/knowledge and product promotion. There is a particular interest in an associate with whom to participate in large-scale European programmes, with agreements on technical cooperation and marketing as a goal.

<i>Sales (m. drhs):</i>	1 392
<i>Exports:</i>	-
<i>Imports:</i>	6 400
<i>Employees:</i>	155
<i>Contact:</i>	ROSSIADIS E.

BIOS AGROSYSTEMS S.A.

NACE - Code 7300 0110

209

The company's main operations are research and development in the field of genetic material and the processing-standardization-marketing of seeds in Greece and abroad. The company is involved in particular in cotton genetics, the development of methods of potato seed production, the vegetal tissue-culture and the handling of cotton-seed, corn hybrids and wheat seed. The company possesses a tissue-culture laboratory with green-houses for 1 million plants per year, as well as equipment for extended field experiments.

The company seeks the development of international cooperation in research and development regarding the production and marketing of vegetal proliferation material and seeds. It is looking for seed geneticists, tissue-culture companies and institutes and enterprises utilizing seed beds.

<i>Sales (m. drhs):</i>	65
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	8
<i>Contact:</i>	DIAMANTIDIS D.

ADVANCED TECHNOLOGY - RESEARCH AND DEVELOPMENT



CERECO S.A.

NACE - Code 7430 7414 7300

210

This company provides product research and development services. It also carries out industrial studies and investment planning studies. It has specialized laboratory equipment for research/development and quality control of ceramics as well as equipment for high temperature applications.

It seeks cooperation with research institutions and ceramics/heat-resistant materials manufacturers, in order to promote joint research in advanced materials and to exchange technology/know-how in quality control.

<i>Sales (m. drhs):</i>	41
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	19
<i>Contact:</i>	STOYRNARAS C.

CLOTEFI S.A.

NACE - Code 7430 7300

211

The company effects quality control of textile products and develops the relevant technology. It has a mechanical and chemical process laboratory equipped with modern instruments complying with international standards, for the certification and control of textile and ready-to-wear products of all kinds.

between Greek textile and clothing producers and other European importing firms, or between Greek importers and other European producers. It is also interested in cooperating with enterprises operating in the same field, with the aim of undertaking E.E.C. programmes in technology development and transfer of training. It has already developed such cooperation and actively participates in SPRINT, COMETT, TEDIS and other programmes.

<i>Sales (m. drhs):</i>	465
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	10
<i>Contact:</i>	VASSILIADIS S.

The company seeks the full technical support of both types of commercial agreements, i.e. either



COMPUTER DATA CORPORATION LTD.

NACE - Code 7220

212

This is an informatics company which supplies software to order for use in accounting. It is equipped with thirty five computers, type 386/486 IBM and one computer of type AS/400 IBM. It exports to the U.S.A.

It seeks cooperation with other companies in the same field for the promotion of its software in their countries. It is interested in obtaining production rights and is willing to participate in a joint venture.

<i>Sales (m. drhs):</i>	350
<i>Exports:</i>	10
<i>Imports:</i>	-
<i>Employees:</i>	35
<i>Contact:</i>	BETHANIS J.

COMPUTER LOGIC S.A.

NACE - Code 7220 7290

213

This company develops PC and LAN - based software packages for a wide range of business and accounting uses and leads a group of eight companies in the IT field. Its productive potential consists of 4 networks, 100 PCs and 50,000 man-hours per year. The company distributes its software to markets in France, Germany, Austria, Switzerland and Cyprus.

The company is interested in doing business with software development and distribution companies, mainly for microcomputers and networks. It offers know-how and needs channels for the distribution of its high technology software packages.

<i>Sales (m. drhs):</i>	446
<i>Exports:</i>	15
<i>Imports:</i>	9
<i>Employees:</i>	130
<i>Contact:</i>	DESPO TAKIS K.

ADVANCED TECHNOLOGY - RESEARCH AND DEVELOPMENT



ELKEPHY S.A.

NACE - Code 7430 7300 3330

214

The company is involved in quality control, production planning and the organization of electronic material, attestation, documentation, measurement and performance control of electronic appliances, manufacturing and trade of electronic material and systems. Its modern technological equipment, along with its high quality products and services, constitutes a fundamental advantage for the further development of this company.

It seeks partners in the electronic equipment industry aiming at joint research and development of new high-technology products. It is also willing to participate in joint-venture related electronic, electrical and mechanical material-quality control.

<i>Sales (m. drhs):</i>	42
<i>Exports:</i>	-
<i>Imports:</i>	45
<i>Employees:</i>	10
<i>Contact:</i>	CHRISANTHAKOPOULOS G.

ELVITYL S.A.

NACE - Code 3220 3130

215

It constructs telecommunication material and specifically telephone cables, receivers and microphone capsules for telephones. It has been operating since 1969, while in 1981 it was changed to an S.A. company. For 20 years it has been working with the Greek Telephone Company. It exports to Germany.

The company seeks cooperation, having as a goal the undertaking of the representation of telecommunication material in Greece as well as the acquisition of patents for the promotion of its goods. Aiming at the expansion of its production in other kinds of cables as well, it seeks cooperation in the area of technology/know-how.

<i>Sales (m. drhs):</i>	90
<i>Exports:</i>	10
<i>Imports:</i>	28
<i>Employees:</i>	47
<i>Contact:</i>	TSIKOURAS A.



GENERAL CABLES-ORFANIDIS BROS S.A.

Nace - Code 3130

216

The company manufactures electric cables for installations, cars and television sets, as well as telephone cables and overhead conductors in copper and aluminium. The following sectors are in operation at the company's plant: 1) copper rolling from WIREBARS into 6.35 mm bars, 2) cold copper rolling from 6.35 cross-section to 16 mm., 3) torsion machines, 4) braiding machines, 5) plastifying (extruders), 6) mixing, 7) packaging, 8) quality control. The company currently exports to England, Cyprus, the United Arab Emirates and Africa.

The company welcomes commercial cooperation and agreements related to product promotion in European, Asian and African countries. It should be noted that the company plans to expand into new products to meet telecommunications requirements, as well as into electric energy transfer.

<i>Sales (m. drhs):</i>	2 255
<i>Exports:</i>	154
<i>Imports:</i>	1 583
<i>Employees:</i>	110
<i>Contact:</i>	DOUNIAS CH.

GERMANOS BATTERIES S.A.

NACE - Code 3140 5248

217

A group of companies that trades batteries and similar products through special consumer chain-stores. The products distributed here include portable batteries and chargers for every use and small electronic battery powered products. The group supplies industrial batteries to public organisations and private enterprises while in recent years it has expanded to autonomous energy systems. The group also comprises a light industrial unit and battery production factory in Northern Greece. It conducts relentless research for the development of new products.

It desires the development of cooperation with an aim of expanding its well-known special stores into major European cities. It seeks companies that have department-stores or electrical material shops for franchise co-operation according to the know-how that the group has gained.

<i>Sales (m. drhs):</i>	1 743
<i>Exports:</i>	150
<i>Imports:</i>	350
<i>Employees:</i>	150
<i>Contact:</i>	SPANOS A.

ADVANCED TECHNOLOGY - RESEARCH AND DEVELOPMENT



HELLENIC TECHNOLOGIES LTD.

NACE - Code 7300 7430 3330

218

The company is involved in industrial research, product design and development, technological studies, the manufacturing and testing of prototypes, and the manufacturing of machinery. Its installation include work stations and software for mechanical and morphological design, and machine tools for the manufacturing and testing of prototypes.

The company seeks cooperation within the sector of plastic and metal components processing as well as the manufacturing of machinery. It is also interested in the exchange of know-how, cooperation in industrial research programs and the establishment of joint venture enterprises for the manufacture of precision products.

<i>Sales (m. drhs):</i>	50
<i>Exports:</i>	28
<i>Imports:</i>	-
<i>Employees:</i>	9
<i>Contact:</i>	DENDRINOS D.

HOURLAKIS M & S S.A.

NACE - Code 3210 3220

219

The company has been in operation for 24 years. It manufactures high technology electronic parts. Focusing on the manufacturing of printed circuits and telecommunications material, the company has ultra-modern production, monitoring and quality control equipment. Through an extensive investment programme the company seeks the perfection of its automated machinery and equipment and the accuracy of product standards. The company supplies large organisations in Greece and exports to Switzerland and Germany.

The company is interested in association with a view to the promotion of its products (printed circuits) in the European market. Additionally, it seeks know-how related to the development of telecommunications materials.

<i>Sales (m. drhs):</i>	87
<i>Exports:</i>	6
<i>Imports:</i>	18
<i>Employees:</i>	42
<i>Contact:</i>	HOURLAKIS S.

ADVANCED TECHNOLOGY - RESEARCH AND DEVELOPMENT



INFOCENTER S.A.

NACE - Code 3000 3220

220

The company is involved in the research, development and manufacturing of electronic equipment and high technology systems. Its products include digital telecommunication systems, electronic cash registers, point of sales etc. It is equipped with a semi-automated line for the production of I/C, automated solder baths, computerized quality control system and I/C design (CAD), cutting and perforation systems. The company currently exports to Hungary, Germany and Cyprus.

The company seeks cooperation with a view to penetrating European markets and is willing to undertake the representation of firms of high technology electronic materials. It is interested in joint research and the transfer of technology/know-how concerning the creation of new products. The establishment of a joint venture is a desired prospect. The company seeks cooperation with companies manufacturing similar products, as well as telecommunications companies.

<i>Sales (m. drhs):</i>	273
<i>Exports:</i>	10
<i>Imports:</i>	-
<i>Employees:</i>	15
<i>Contact:</i>	ANAGNOSTOU D.

INSTITUTE OF CHEMICAL ENGINEERING

NACE - Code 7300 7430 7414

221

The company promotes basic and applied research into subjects which mainly concern industry, the production of energy materials and the protection of the environment. It has electronic systems and scientific equipment worth 300 million drachmas.

The company welcomes cooperation with European companies to carry out research concerning specific industrial problems, as well as energy and environmental problems. It is also interested in the acquisition of patents.

<i>Sales (m. drhs):</i>	-
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	70
<i>Contact:</i>	PAPATHEODOROU G.

ADVANCED TECHNOLOGY - RESEARCH AND DEVELOPMENT



INTERSOFT S.A.

NACE - Code 7220

222

It renders services for computer applications, while it also studies and develops software. Its equipment includes IBM system ES 9000 9121/269 with NVS/ESA operation system, which provides the division capability of the natural machine to 7 logic machines with a service capability of thousands of terminals.

Having as a goal its development in all sections of informatics and telematics, the company desires cooperation on a joint venture basis. Specifically it is interested in the acquisition of new know-how and in the promotion of mutual research.

<i>Sales (m. drhs):</i>	250
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	55
<i>Contact:</i>	CARRON J.

INTRAKOM S.A.

NACE - Code 3220 3210 7290

223

The company belongs to the field of telecommunication and telematics. It applies high technology to the construction of its products which include digital telephone exchanges, telephones, cash registers, etc. The company develops the necessary software for the operation and connection of digital telephone exchanges and generally provides computerization services when needed. It also has an infrastructure for telematics applications in various sections. It has developed close relations with large European companies and participates in activities of international organizations such as ETSI and UNICE. It exports to Eastern European countries.

The enterprise is interested in the expansion of its cooperations in Europe specifically in the field of technology/know-how and research and development. It is also willing to participate in a joint venture company in all phases of its activities (production and rendered services).

<i>Sales (m. drhs):</i>	16 100
<i>Exports:</i>	10
<i>Imports:</i>	-
<i>Employees:</i>	1 400
<i>Contact:</i>	GEIVELIS N.



INTRASOFT S.A.

NACE - Code 7220 7290

224

This company is involved in system integration, software development, the support and operation of large information systems and the rendering of relevant services. The fields of application are management and information systems, banking/financial systems, industrial information systems, systems of advanced telecommunication services etc. The company cooperates with large hardware and software manufacturing companies in the U.S.A. and Europe. Its clients are large Greek public and private organizations.

The company welcomes cooperation on a technology/know-how level in the fields of system integration, software development and research and development. It is interested in expanding operations in Europe and is also willing to participate in joint ventures.

<i>Sales (m. drhs):</i>	740
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	237
<i>Contact:</i>	TSANTILAS L.

LEON ENGINEERING S.A.

NACE - Code 7220 3330 2956

225

The company produces industrial software and hardware for weighing data collection, weighing terminals, automatic batching controllers for bulk handling installations, electronic platform scales and electronic weigh-bridges. It promotes exports to E.E.C. countries and to Egypt. The company's sales during the last three years have greatly increased.

informatics and industrial automation, the bulk handling sector and weighing equipment manufacturers. It is interested in cooperating on a joint venture basis to create an export network. It is interested in the undertaking of projects, in the development of mutual commercial activity, for mutual financing. It also desires cooperation for research and development of new industrial systems of data handling and industrial networks of new technology.

<i>Sales (m. drhs):</i>	252
<i>Exports:</i>	1
<i>Imports:</i>	44
<i>Employees:</i>	42
<i>Contact:</i>	VLAHOTASIOS G.

Seeks partners generally from the secondary section and specifically from the section of

ADVANCED TECHNOLOGY - RESEARCH AND DEVELOPMENT



LOGITECH S.A.

NACE - Code 7220 7290

226

This company is involved in rendering computer information services and in software development. Its operations include: 1. software development for the operation systems DOS, NOVELL, UNIX, IBM S/36-S/38, 2. computer network development. The company provides software for hotel management and international transport companies etc. It is equipped with 2 computer networks with 25 terminals. The company also provides training services on computer software.

The company welcomes cooperation with similar enterprises in order to promote its software in the European market, exchange know-how and execute joint research in informatics/ computer network communications. It is also interested in joint ventures.

<i>Sales (m. drhs):</i>	38
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	15
<i>Contact:</i>	TSIADIS J.

MATEL ELECTRONICS S.A.

NACE - Code 3230

227

The company manufactures a series of products consisting of equipment for T.V. and radio signal reception (amplifiers, antennas, splitters, wall sockets etc.). It manufactures 56 products in all. The company was founded in 1984 and has operated as an S.A. since 1990. Its modern technological equipment includes machines for the production of plastic, milling machines and high frequency generators. Currently exporting to Cyprus and Portugal, the company cooperates with foreign and Greek companies in sub-contract production.

The company seeks cooperation with partners in electric and electronic manufacturing in order to secure new distribution networks in E.E.C. countries. It is willing to undertake sub-contracts on behalf of larger, similar European companies, as well as to participate in joint ventures.

<i>Sales (m. drhs):</i>	180
<i>Exports:</i>	24
<i>Imports:</i>	7
<i>Employees:</i>	24
<i>Contact:</i>	BOIKOS N.



MAVIKAL S.A.

NACE - Code 3130

228

This company manufactures a series of electronic cables used in telecommunications, microphonic installations, computers, high-fidelity systems etc. Using updated machinery and equipment, the company currently exports to Sweden, Poland, Yugoslavia, Egypt and Cyprus.

The company seeks cooperation aiming at the exchange of distribution networks. It is interested in joint research and product development and technology transfer, given that it plans to expand into the production of optic fibres. The company desires potential associates within the fields of the manufacturing of cables, electronic equipment and computers.

<i>Sales (m. drhs):</i>	338
<i>Exports:</i>	10
<i>Imports:</i>	67
<i>Employees:</i>	27
<i>Contact:</i>	KOUCHTSOGLOU S.

MICHANOLOGISTIKI S.A.

NACE - Code 7220 7290

229

The company has 20 years experience in computer services. It has rendered computer services to large public and private organisations. Cooperating with well-known foreign computer enterprises, the company promotes research and the development of new software applications in the industrial, commercial and scientific sectors. Additionally, the firm provides training services in computers. Its equipment includes all categories of computers.

The company seeks cooperation with enterprises within the field of computer software and hardware in order to promote joint programmes in joint research/development and know-how transfer.

<i>Sales (m. drhs):</i>	176
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	40
<i>Contact:</i>	DOUFOS M.

ADVANCED TECHNOLOGY - RESEARCH AND DEVELOPMENT



OLYMPIC TOOL HELLAS S.A.

NACE - Code 3210 3320 3330

230

The company manufactures high technology mechanical and electronic parts on behalf of its clientele for Greece and abroad. It cooperates with well known firms from the U.S.A., France and Germany, which belong to the field of aircraft construction and high technology. During the last three years, it has manufactured about 300 different kinds of materials (simple or with compounds of firm tolerance), of high accuracy, in a quantity of 23,000 pieces.

It seeks partners from the fields of the processing and construction of major material. The desired cooperation concerns the development of production lines through technology transfer/know-how with additional investments in combination with the undertaking of works from the possible partners. The desired additional investments concern the improvement of the capabilities for mechanical processing. Also among the company's goals is the creation of a research and development department and the increase of turnover through co-production of new products.

<i>Sales (m. drhs):</i>	158
<i>Exports:</i>	97
<i>Imports:</i>	-
<i>Employees:</i>	31
<i>Contact:</i>	CATSAITIS G.

OPT HELLAS LTD.

NACE - Code 3220 3210

231

The company is involved in the study and manufacturing of piezoelectric crystals, crystal filters (monolithic and discrete), LC filters, Hi-Q coils, VHF+UHF duplexers. Its products are manufactured according to its clients' standards. The company uses automated equipment for the manufacturing and control of telecommunication filters. It currently exports to the U.S.A., Germany, Italy, Israel and the Netherlands.

The company plans to expand activities in the manufacturing of TCXO, SAW and MICROWAVE filters. It seeks cooperation in this field with associates within the electronics and telecommunications sectors in order to exchange know-how. Furthermore, it welcomes cooperation with a view to expanding its distribution network through new representations. The company also welcomes the creation of joint venture enterprises.

<i>Sales (m. drhs):</i>	110
<i>Exports:</i>	8
<i>Imports:</i>	22
<i>Employees:</i>	24
<i>Contact:</i>	LANGAS G.



PATRAS TECHNOLOGY PARK S.A.

NACE - Code 7300 7414 7430

232

The company is involved in technology development and transfer. It provides technological, administrative and financial services to its associates. Assisting in the development of new enterprises and the transfer of technology developed at the University of Patras and other Greek Universities, it reinforces the link between industry and university research and development in Greece, as well as world-wide.

The company welcomes cooperation with organizations, companies and industries within the sectors of chemicals, electronics, information technology, manufacturing, telecommunications and medicine. The company is interested in technological cooperation and joint research programmes. It invites potential associates to establish research and development departments in the Technology Park.

<i>Sales (m. drhs):</i>	-
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	3
<i>Contact:</i>	KYRIAZIS C.

PI-SYSTEMS LTD.

NACE - Code 7220 7420

233

The company is involved in computer applications in building studies and technical works (programmes for architects, civil engineers, contractors and project planning). Its equipment includes IBM PC/AT 386 and 486 computers. The company provides services to both the Greek and Cypriot markets.

The company welcomes cooperation with a view to the exchange of know-how in architectural, static and graphic (CAD) applications in the study and construction of buildings. Seeking association in order to secure distribution networks and promote exports to Europe, this company is also interested in joint ventures.

<i>Sales (m. drhs):</i>	160
<i>Exports:</i>	5
<i>Imports:</i>	6
<i>Employees:</i>	39
<i>Contact:</i>	POTAGAS L.

ADVANCED TECHNOLOGY - RESEARCH AND DEVELOPMENT



PILUX S.A.

NACE - Code 3120 3162

234

The company has long-standing experience in manufacturing electrical equipment. Their products include switchboards, metal IP 54 boxes, plastic IP55 boxes, fluorescent fittings. The company exports to Italy, Belgium, England, Cyprus, Iran, Egypt, Yemen, Jordan, Dubai.

The company welcomes cooperation with similar enterprises with a view to expanding the range of its products. It is interested in joint commercial operations and securing joint financing. It seeks new distribution networks and representatives.

<i>Sales (m. drhs):</i>	447
<i>Exports:</i>	74
<i>Imports:</i>	95
<i>Employees:</i>	50
<i>Contact:</i>	PARAVANTSOS A.

PRAIANT S.A.

NACE - Code 7300 2940 3330

235

The company manufactures high-technology products and renders services in the field of industrial control and automation. Its operations include the production of CNC systems for machine tools and CNC milling machines, as well as the manufacturing of moulds and models. It has modern computerized equipment with CAD/CAM systems.

The company seeks cooperation in order to secure new distribution networks and conclude commercial agreements for the promotion of low cost CNC. It also seeks associates for joint research and development and exchange of know-how concerning the manufacturing of moulds and models. It is interested in the undertaking/ granting of production rights and the creation of joint ventures. It seeks cooperation with representatives of tool-making equipment and CNC, CAD/CAM systems.

<i>Sales (m. drhs):</i>	-
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	4
<i>Contact:</i>	PAPAIOANNOU S.



RIVIMETAL S.A.

NACE - Code 3220 3162

236

The company manufactures industrial articles and parts. It specializes in the production of plastic parts of cast die aluminium accessories for electrical networks and telecommunications materials. The company uses updated machinery and equipment and is characterized by a high level of automation. The company exports to Cyprus, in cooperation with the public electricity authorities.

The company seeks associates in order to expand its operations in Europe, by undertaking the manufacturing of industrial equipment. It is also interested in cooperation in the technology/know-how sectors. The establishment of a joint venture with associates in the industrial sector (machine works, manufacturing etc.) is a desired prospect.

<i>Sales (m. drhs):</i>	242
<i>Exports:</i>	5
<i>Imports:</i>	-
<i>Employees:</i>	40
<i>Contact:</i>	BARKATSAS E.

SINGULAR S.A.

NACE - Code 7220 7260

237

The company deals with computerized applications by creating the respective software. Its line of products includes accounting, management, and educational applications, under DOS and Novell Networks. It exports to France, Germany and Cyprus.

The company seeks cooperation with other companies of informatics for software exports and imports, mutual research and the exchange of know-how, as well as for joint venture, in all phases of its activities.

<i>Sales (m. drhs):</i>	900
<i>Exports:</i>	12
<i>Imports:</i>	10
<i>Employees:</i>	140
<i>Contact:</i>	LABRIDIS N.

ADVANCED TECHNOLOGY - RESEARCH AND DEVELOPMENT



VITRO HELLAS S.A.

NACE - Code 7300 0110

238

The company produces plant propagation material and immune plants, applying the biotechnological technique "in vitro" to its cultures. It is a pioneer enterprise in Northern Greece. It possesses advanced technology equipment and installations under controlled conditions where one million plants per year are produced through tissue culture. The company also operates as a research centre providing the relevant know-how and does research in plant tissue culture.

The company seeks commercial cooperation for the distribution of plant propagation material and research cooperation in applied biotechnology. It is interested in joint venture and desires partners who are willing to provide know-how. Its associates could be agricultural enterprises and industries, research institutes and laboratories. The company's aim is to develop highly-valued products through international cooperation.

<i>Sales (m. drhs):</i>	35
<i>Exports:</i>	-
<i>Imports:</i>	4
<i>Employees:</i>	22
<i>Contact:</i>	PAPAKONSTANTINOU N.



**FURNITURE -
HOUSEHOLD GOODS**

99

FURNITURE - HOUSEHOLD GOODS



ALUMINCO S.A.

NACE - Code 3663 2875 2753

239

The company manufactures various aluminium products such as cast railings, lighting fixtures, doors and country house items. The average rate of production increase in the last three years has surpassed 50%. The company exports to France, Spain, Cyprus and the U.S.A. The existing up-to-date machinery and equipment permits to quadruple current production levels.

The company seeks associations with partners from the field of specialized trade. Its basic aim is the development of commercial activities with E.E.C. countries by finding the most suitable distribution networks.

<i>Sales (m. drhs):</i>	227
<i>Exports:</i>	25
<i>Imports:</i>	1
<i>Employees:</i>	63
<i>Contact:</i>	KARANIKOLAS TH.

CARAD INDUSTRIAL S.A.

NACE - Code 2971

240

The company manufactures mini washing-machines and dish-washers. It has its own premises producing intermediate products and, in another location, assembling equipment and warehouses. More than 50% of its production is exported to E.E.C. countries, Scandinavia, Switzerland, Austria, Yugoslavia etc.

It seeks cooperation with enterprises manufacturing and/or dealing in household appliances in order to promote joint sales in European countries. It is also interested in technology and know-how transfer. Joint venture is a desired form of cooperation in trading and production.

<i>Sales (m. drhs):</i>	720
<i>Exports:</i>	455
<i>Imports:</i>	330
<i>Employees:</i>	42
<i>Contact:</i>	VALSAMIDIS CH.

FURNITURE - HOUSEHOLD GOODS



CHROMIOMETAL LTD.

NACE - Code 3611 2875

241

The company manufactures office chairs of various types, metal chair bases and special metal bases (upon order). It has modern technological equipment which provides a production potential of 4,500 office chairs yearly.

Cooperation is desired with associates within the fields of office furniture manufacturing, plastic accessories as well as from supermarket chains. It is especially interested in finding new distribution networks and in suppliers of office furniture parts and accessories. It also seeks cooperation for the co-production or sub-contract production in Greece, of metal accessories. The promotion of its products in the markets of the E.E.C. and Central and Eastern European countries is one of its immediate goals.

<i>Sales (m. drhs):</i>	216
<i>Exports:</i>	4
<i>Imports:</i>	51
<i>Employees:</i>	42
<i>Contact:</i>	PARPOULAS TH.

COPLAM S.A.

NACE - Code 3663 2521

242

This is a well-known firm in the Greek market which produces plastic window and door-frames. It presently exports to Saudi Arabia, the former Soviet Union and Egypt. The company imports from Germany, Italy and Austria. With its up-to-date machinery and equipment, this company has a production capacity of up to 40,000 m² of frames per year.

It seeks distribution networks and cooperation based on joint venture, with a view to promoting its products into European markets. The company's short term targets include the setting-up of exhibitions in Germany and other European countries in order to maximize product promotion.

<i>Sales (m. drhs):</i>	1 873
<i>Exports:</i>	-
<i>Imports:</i>	670
<i>Employees:</i>	100
<i>Contact:</i>	TSAKOU F.

FURNITURE - HOUSEHOLD GOODS



DORAL S.A.

NACE - Code 3663 2875 2812

243

The company manufactures outer doors and windows of aluminium, protective rolling shutters and insect protection systems. It has up-to-date machine equipment purchased in the 1980's. It imports materials from Germany, Italy and France.

It seeks cooperation with manufacturing and trading companies in similar branches, with research laboratories and public or private works contractors. The company is interested in distribution networks exchange, contraction of commercial deals, joint venture establishment and joint product research and development.

<i>Sales (m. drhs):</i>	796
<i>Exports:</i>	-
<i>Imports:</i>	233
<i>Employees:</i>	85
<i>Contact:</i>	KALLIAS S.

DROMEAS S.A.

NACE - Code 3611 3612

244

Manufacturers of office furniture and melamine chairs, this company possesses modern production equipment and is electronically controlled and programmed, with an overall capacity of 7,000 pieces per 8 hours. The company exports to Poland.

It seeks distribution networks with potential partners within the office furniture trade. The company is interested in both technology exchange and joint research/product development. It is willing to participate in joint venture production with similar enterprises, and would consider the possibility of melamine processing, in order to manufacture an expanded range of furniture.

<i>Sales (m. drhs):</i>	415
<i>Exports:</i>	10
<i>Imports:</i>	56
<i>Employees:</i>	63
<i>Contact:</i>	PAPAPANAGIOTOU A.

FURNITURE - HOUSEHOLD GOODS



EBYK-PEFTITSELIS G. S.A.

NACE - Code 2971 2851

245

Manufacturers of heating appliances, it also, enamels hot water tanks, heating and cooking devices for other companies. With 60 years experience in its field and modern technological equipment this company is able to manufacture 25,000 heating appliances and to enamel 500,000 m² yearly. It exports to Cyprus.

The enterprise seeks partners from the field of metal construction. It is interested in the acquisition of new technology, the development of business relations, joint venture and the undertaking of enamel work from other companies. Specifically the cooperation sought includes: a) in the construction field: gas cooking/heating appliances and hot water containers, b) in the enamel field: hot water containers, cooking and baking appliances, heating appliances, stovepipes and exhaust pipes.

<i>Sales (m. drhs):</i>	630
<i>Exports:</i>	10
<i>Imports:</i>	116
<i>Employees:</i>	105
<i>Contact:</i>	PEFTITSELIS E.

ELDOOR S.A.

NACE - Code 3613 2051 3663

246

One of the largest Greek companies in its field, this company manufactures and markets interior doors, closets, windows, cupboard and door-frames and kitchen doors. The materials used in production are wood, chipboards and fibreboards. The existing hi-tech machinery and equipment can produce up to 2,000 closets, 40,000 interior framed doors and 2,000 cupboard kitchen doors per year.

The company seeks cooperation with enterprises in this field in order to import and export products of similar and related kinds. Furthermore, it seeks new distribution networks, while inturn, offering a wide distribution network in Greece. Joint venture is a prospect and the company appeals to the "do-it-yourself", office and kitchen furniture as well as woodwork industries.

<i>Sales (m. drhs):</i>	1 925
<i>Exports:</i>	-
<i>Imports:</i>	723
<i>Employees:</i>	265
<i>Contact:</i>	ZARZAVATSAKIS P.

FURNITURE - HOUSEHOLD GOODS



EIPLO FITTER LTD

NACE - Code 3610

247

It manufactures components of melamine-coated chipboard, which are assembled to form complete office and household furniture, while ready made office furniture is also one of its products. The company distributes its products through its own stores and franchises and production is accomplished in 5 successive phases, using modern machinery and equipment. The current production level can be increased substantially.

The firm seeks cooperation with potential partners in furniture manufacturing and trade in order to promote its products through new distribution networks, while offering to undertake the representation of foreign firms in Greece. Interested in the transfer of production technology (know-how) the firm is eager to participate in joint-ventures.

<i>Sales (m. drhs):</i>	220
<i>Exports:</i>	-
<i>Imports:</i>	35
<i>Employees:</i>	28
<i>Contact:</i>	MAROULAKOS K.

FEST S.A.

NACE - Code 2972 2875

248

It manufactures and trades non-stick kitchen utensils of aluminium (coated with P.T.F.E). Its modern machine equipment has an annual productive capacity of 3 million utensils. The company's sales and exports are rapidly increasing. It exports to Cyprus, Israel, Australia, Canada and the Arab countries.

prospective partners from the field of the production of non-stick aluminium utensils, with main objectives being a) the exchange of distribution networks, the development of commercial transactions and the undertaking of product representation, b) the use and granting of production rights and patents, c) joint product research and development, d) joint venture at the production level and e) the exchange and development of technology/know-how.

<i>Sales (m. drhs):</i>	848
<i>Exports:</i>	108
<i>Imports:</i>	150
<i>Employees:</i>	60
<i>Contact:</i>	KASTANAS I.

The company offers co-operation in a wide variety of business activities. It is especially interested in

FURNITURE - HOUSEHOLD GOODS



JOHNSON-ROELIDIS BROS & CO LTD.

NACE - Code 2971 2972 2820

249

It manufactures electric water heaters, quick water heaters, boilers, solar energy panels and compact solar energy collectors for household purposes. The JOHNSON firm has become well-established in the Greek market because of the quality and high performance of its products.

The company aims to enlarge its sales network in the E.E.C. countries, through mutually profitable collaborations. It also desires a joint venture in the commercial and productive sector. Cooperation with companies from the water heating and storage sector is desirable.

<i>Sales (m. drhs):</i>	178
<i>Exports:</i>	-
<i>Imports:</i>	9
<i>Employees:</i>	19
<i>Contact:</i>	ROELIDIS M.

KALESIS S.A.

NACE - Code 2972 2875

250

It manufactures stainless steel household utensils. In 1990 it founded a subsidiary commercial company. It exports to Cyprus, Yugoslavia and England and imports from Germany and France. Its buildings and installations cover 1,500 square metres.

It desires the expansion of the distribution networks of its products and seeks partners from the wholesale and retail sectors. Its immediate aims include the expansion of existing factory installations and the modernization of its machine equipment. To achieve this, it is interested in the acquisition of technology/know-how.

<i>Sales (m. drhs):</i>	275
<i>Exports:</i>	2
<i>Imports:</i>	65
<i>Employees:</i>	42
<i>Contact:</i>	KALESIS E.

FURNITURE - HOUSEHOLD GOODS



KIKIS G. & CO LTD.

NACE - Code 2972 2820 2875

251

The company produces heaters and individual boilers for use with oil and solid fuels. It also manufactures stainless-steel utensils and enamels parts, boilers and architectural surfaces. It has 50-years experience in its field. Its technological equipment includes an ultra modern automatic enamelling complex. The company already exports to Israel, Zaire, Nigeria, Cyprus and Australia. Its sales level has shown a significant increase in recent years.

The company seeks cooperation of both commercial and production nature. Joint venture is a desirable prospect. It is interested especially in concluding contracts for construction cooperation and know-how transfer. It also seeks cooperation for the exchange of distribution networks, mutual research and product development, as well as for the acquisition of production rights.

<i>Sales (m. drhs):</i>	248
<i>Exports:</i>	1
<i>Imports:</i>	36
<i>Employees:</i>	76
<i>Contact:</i>	KIKIS K.

KLIMATECHNIKI S.A.

NACE - Code 2971 3610

252

Processing metal and plastic, this company produces a range of products for domestic use, such as small electric ovens, cooker-hoods, plastic garden furniture etc. Its existing machinery and equipment permit it to expand into further products. Its annual processing capacity is 1,400 tons of plastic and 1,500 tons of sheet-iron. Current exports are to Germany, France and countries of the Middle East.

It welcomes cooperation with a view to co-production, at its factory, of small appliances, electrical goods and plastic products. It is also interested in new distribution networks, know-how transfer, production rights and commercial agreements to further export promotion.

<i>Sales (m. drhs):</i>	1 797
<i>Exports:</i>	263
<i>Imports:</i>	726
<i>Employees:</i>	108
<i>Contact:</i>	MARIDIS S.

FURNITURE - HOUSEHOLD GOODS



LAMAPLAST S.A.

NACE - Code 3614 2521

253

The company manufactures a series of plastic products, such as bathroom fixtures, sink siphons, interior and out-door furniture. The company's installations include a complete machine shop for the manufacturing and maintenance of moulds, as well as 32 injection machines with an annual processing capacity of 2,500 tons. The company currently exports to Yugoslavia, Bulgaria, Cyprus and the United Arab Emirates.

The firm wishes to cooperate with companies marketing/producing bathroom fixtures and kitchen articles, as well as garden furniture. The company is interested in new distribution networks, joint research - development and joint venture cooperation related to trade and production. It offers and seeks production rights.

<i>Sales (m. drhs):</i>	1 308
<i>Exports:</i>	43
<i>Imports:</i>	464
<i>Employees:</i>	112
<i>Contact:</i>	MANDALTSIS K.

MALTEZOS S.A.

NACE - Code 2971 2972 2822

254

This company manufactures solar water heaters, solar receivers and heating appliances. It has modern machinery and equipment with a yearly production potential of 10,000 solar water heaters. During recent years, the company's sales have risen steadily. Among the company's major goals is the further improvement and development of its products.

The company seeks partners from the field of construction and trade with products similar to its own. The desired cooperation concerns the expansion of the existing distribution network (9 stores and 140 representatives throughout Greece), preferably to countries of Southern Europe. There is also particular interest in cooperation related to the transfer of technology and production know-how as well as research and development of new products.

<i>Sales (m. drhs):</i>	896
<i>Exports:</i>	-
<i>Imports:</i>	193
<i>Employees:</i>	56
<i>Contact:</i>	ECONOMOU A.

FURNITURE - HOUSEHOLD GOODS



MINOS-MACEDONIAN METALLURGY S.A.

NACE - Code 2971 2972 5157

255

This firm produces a wide variety of metal products for household purposes such as stainless steel sinks, solar and electric water heaters, enamel sinks, kitchen hoods etc. It also imports and markets synthetic sinks. A great part of its production is exported to Arab countries, Indonesia, France, Finland and Yugoslavia.

The main aim of the company is the automation of production, the manufacture of new products and the promotion of its exports. It seeks collaboration with companies that produce and trade bathroom fixtures metalwork enterprises and companies producing automated machinery. The desired cooperation includes the exchange of distribution networks, the contracting of commercial agreements, the purchase of technology and know-how for robotics application, joint research and new product development.

<i>Sales (m. drhs):</i>	1 068
<i>Exports:</i>	443
<i>Imports:</i>	383
<i>Employees:</i>	149
<i>Contact:</i>	VERGINIS J.

NEOSET S.A.

NACE - Code 3610

256

This is one of the largest Greek companies manufacturing components for assembled furniture of coated chipboard. Its products are designed to cover a wide range of furniture for office and household use. Owing modern automated machine equipment, whose annual processing capacity amounts to 25,000 m² of coated chipboard, it exports to Canada and East European countries.

The company seeks partners willing to participate in developing its international distribution network using the franchise method. Additionally, it desires cooperation with commercial firms in order to promote sales to large-scale international projects. This sought-for cooperation aims at expansion into new markets and should be based on joint venture.

<i>Sales (m. drhs):</i>	1 999
<i>Exports:</i>	28
<i>Imports:</i>	760
<i>Employees:</i>	201
<i>Contact:</i>	SIAPKARAS I.

FURNITURE - HOUSEHOLD GOODS



NIKOLIDAKIS K. S.A.

NACE - Code 3613

257

This is a manufacturing company involved in the sale of kitchen fittings, mainly cupboard fronts, made out of wood, chipboard and fibre-board with melamine coating. Equipped with ultra-modern machinery and equipment this company has a productive capacity of 35,000 fronts per month. Exports have so far been to the U.S.A. Besides the above other kitchen fittings are manufactured.

Seeking partners in the wood and furniture business, the sought-for cooperation is aimed at developing the distribution network of its products, exchanging technology and know-how, promoting joint research and development, obtaining patents and production rights. It is also interested in joint ventures. The company seeks partners in the wood and furniture industry. It is interested in exchanging distribution networks and know-how, mutual research and development techniques as well as patents and commercial agreements. It is willing to participate in joint venture.

<i>Sales (m. drhs):</i>	499
<i>Exports:</i>	11
<i>Imports:</i>	72
<i>Employees:</i>	64
<i>Contact:</i>	ZENZEFILLIS G.

PRODUCTION S.A.

NACE - Code 3614 2524

258

The company manufactures plastic furniture for gardens and public places. It possesses technologically updated and highly-automated installations and equipment. The company currently exports to Arab countries, Australia, Cyprus, Eastern Europe and Scandinavia.

The company seeks associates involved in manufacturing plastic products and/or having distribution networks. It desires mutual agreements for the distribution of products, as well as commercial contacts. Furthermore, the company is interested in joint ventures related to production and cooperation in the technology sector.

<i>Sales (m. drhs):</i>	818
<i>Exports:</i>	80
<i>Imports:</i>	340
<i>Employees:</i>	98
<i>Contact:</i>	STAGAKIS CH.

FURNITURE - HOUSEHOLD GOODS



PYRAMIS-METALLURGY S.A.

NACE - Code 2972 2875

259

It manufactures stainless steel sinks and pots and pans. Over 50% of its products are exported to Europe, the U.S.A., Asian and Arab countries, Canada, etc. With the quality improvement of its products the company has established a solid position in the Greek market, and abroad.

The company's interest in cooperation is mainly concerned with the commercial side of business. Commercial collaboration is sought with companies that produce similar products for the joint distribution of goods produced on both sides. There is also interest in the use of rights, patented products promotion and mutual cooperation in research and technology aimed at developing new products.

<i>Sales (m. drhs):</i>	2 666
<i>Exports:</i>	145
<i>Imports:</i>	1 285
<i>Employees:</i>	425
<i>Contact:</i>	BAKATSELOS A.

SATO S.A.

NACE - Code 3610

260

This is one of the biggest office furniture manufacturing companies in Greece, with products covering a whole range of desks, partitions and lounge furniture. The company's products are developed and produced using CAD-CAM systems and ROBOTICS, and it is equipped with a fully-automated wood processing line and the standard machinery found in similar companies. Its products are exported to Cyprus, Bulgaria, Russia, Saudi Arabia, the United Arab Emirates and Germany.

It seeks partners for the exchange of distribution networks and the promotion of its exports. It wishes to cooperate with designers in order to create new products, as well as with similar enterprises for know-how and technology exchange. Other objectives for cooperation are the attainment of joint financing from E.E.C. programs and plans toward the establishment of a European group of enterprises producing and trading office equipment.

<i>Sales (m. drhs):</i>	3 862
<i>Exports:</i>	13
<i>Imports:</i>	955
<i>Employees:</i>	397
<i>Contact:</i>	BOUKLAS K.

FURNITURE - HOUSEHOLD GOODS



SKOUROPOULOS S. S.A.

NACE - Code 3611 3612

261

This is a company with 28 years of experience in the manufacturing and marketing of office furniture. It has complete machinery and equipment for wood cutting, processing and dyeing, as well as for assembling and upholstering chairs. The company currently exports to Germany, the Netherlands, the former Soviet Union, Poland, Hungary, the United Arab Emirates etc.

The company seeks cooperation within the fields of manufacturing and marketing of office furniture. The desired cooperation would concern: 1. the exchange of distribution networks, 2. the promotion of exports, 3. the concluding of mutual agreements for the use of rights in production and licensing, 4. the establishment of a joint-venture enterprise.

<i>Sales (m. drhs):</i>	800
<i>Exports:</i>	21
<i>Imports:</i>	257
<i>Employees:</i>	132
<i>Contact:</i>	SKOUROPOULOS A.

STIEBEL ELTRON HELLAS S.A.

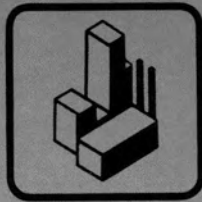
NACE - Code 2971 2921 2822

262

This is one of the largest companies in the Greek market producing solar systems, solar collectors, electric water heaters, boilers, burners and air conditioning systems. It has up-to-date installations with two manufacturing units and one assembly-line (boilers). It exports to Cyprus and the Middle East.

It seeks cooperation with manufacturers of advanced technology solar systems and heating equipment. It is interested in the expansion of its export activity through new distribution networks, cooperation in the technological field, the contraction of commercial deals, the assignment and undertaking of product representation and the use and granting of rights.

<i>Sales (m. drhs):</i>	1 600
<i>Exports:</i>	70
<i>Imports:</i>	800
<i>Employees:</i>	115
<i>Contact:</i>	STAVROPOULOS TH.



CONSTRUCTION

10

CONSTRUCTION



DODEKANISIAKI ILEKTROMIHANOLGIKI S.A.

NACE - Code 4531 7420

263

The company studies, supervises and constructs electromechanical installations. It also trades electromechanical equipment. It has up-to-date in machine equipment for the construction of projects, and computers for research. It has self-owned buildings (offices, shops, apartments) with a total area of 2,500 m².

It desires the development of joint ventures with similar businesses and the construction of electromechanical installations as well as technology/know-how exchange. It also desires cooperation with electromechanical products trade and construction companies for the promotion and representation of its products in Greece. One of the company's plan is the creation of a pilot department store selling electro-mechanical equipment.

<i>Sales (m. drhs):</i>	210
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	16
<i>Contact:</i>	ARFARAS F.

DRAMALIOTIS TAXIARCHIS

NACE - Code 4531 3110 3162

264

This is a technical construction company of electro-mechanical equipment. It also takes on special electro-mechanical constructions to be incorporated into public and private works. At its plant, there are modern technology sections, rolling mills, foundries, machine-shops, welding units, electrolological surface protection, electronic constructions and automation.

In the following order, it is interested in cooperation in the area of production means exchange, equipment know-how and hopes to increase projects on a high technological level. It desires the formation of a joint venture for mutual technological development, introduction to new markets and the development of export activity. It seeks partners from the industrial and construction fields involved with energy, electro-mechanical and other relevant substructure projects.

<i>Sales (m. drhs):</i>	414
<i>Exports:</i>	-
<i>Imports:</i>	180
<i>Employees:</i>	55
<i>Contact:</i>	SANOUDOS Y.

CONSTRUCTION



KATSIANAS S.A.

NACE - Code 2811 3220 3210

265

The company specializes in the manufacturing and installation of: a)towers for the transfer of high voltage electricity b)telecommunications masts and passive reflectors. c)metal industrial buildings d)Metal constructions for substations e)Metal constructions for mines f)electrical panels. g)electronic device casings. The factory's capacity is 1,500 tons per year. The factory occupies an area of 27,000 m², 8,000 of which is covered by buildings.

The company is interested in cooperation with firms that undertake works connected with the transfer and distribution of electric power, telecommunications, building constructions and industrial installations, for the joint execution of works: a)in Greece b)in E.E.C. countries c)in other countries (mainly in the Near East) which are easily reached by ship.

<i>Sales (m. drhs):</i>	643
<i>Exports:</i>	-
<i>Imports:</i>	335
<i>Employees:</i>	111
<i>Contact:</i>	KALAMBALIKIS N.

PANAYIOTIDES GROUP OF COMPANIES S.A.

NACE - Code 4510 4520 7420

266

This is a three-company group with thirty years of experience in the research, study and construction of large technical projects, such as buildings, roads, ports, hydraulic and industrial works, etc. It also undertakes hydrogeological studies, hydrodrilling, geological and geotechnical studies, specimen taking drillings etc.

The group seeks the creation of joint ventures, technology/know-how exchange and the achievement of joint financing from E.E.C. programmes. It also desires the joint undertaking and execution of technical works in Greece and abroad (Balkan countries, Eastern Europe, Arab countries etc.) with another European technical company.

<i>Sales (m. drhs):</i>	266
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	153
<i>Contact:</i>	VOYIATZIS D.

CONSTRUCTION



ROKAS CH. S.A.

NACE - Code 2810 2922 2910

267

The company produces steel constructions, particularly portal cranes, wind generators for Aeolic parks, the metal parts of irrigation systems (pumping systems), conveyor belts etc. The available machine equipment provides an annual production of 10,000 tons of metal structures. The company has undertaken constructions on behalf of large Greek organizations (i.e. the Thessaloniki Port Authorities, the Pireus Port Authorities, the Greek National Electricity Company, etc.). It also exports to the Middle East and India.

The company wishes to contract technology and know-how transfer deals and acquire production rights from respective European countries. It also is interested in examining joint venture prospects. It has developed similar collaborations with companies its field in E.E.C. countries.

<i>Sales (m. drhs):</i>	1 053
<i>Exports:</i>	1
<i>Imports:</i>	450
<i>Employees:</i>	100
<i>Contact:</i>	TROULIS M.

SARANTOPOULOS C.J. S.A.

NACE - Code 4510 4520 7420

268

The company undertakes subcontracts for large public technical projects. It has up-to-date machine equipment (site preparation works, mining, concrete manufacturing, transport etc.).

It seeks cooperation with construction companies, preferably Italian, for joint venture in Europe and the Balkans.

<i>Sales (m. drhs):</i>	2 126
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	310
<i>Contact:</i>	STAVROU A.

CONSTRUCTION



SPECIAL BUILDING CONSTRUCTIONS

NACE - Code 4520 7011 7420

269

Objectives of the company are the study and construction of technical projects in combination with real estate development. It is especially occupied with jobs in central parts of Athens and in selected Greek islands. It manufactures special buildings for banks, embassies, company offices and special stores. At the moment it is constructing a conference centre and bungalows in Mykonos.

It desires cooperation with real estate investment groups and banks for the co-financing of its current activities (conference centre etc) as well as for the joint undertaking of other real estate development jobs. It is also interested in the joint development of a real estate bank which it will co-manage with an international credit-finance organization. It desires the expansion of its activities to countries of Eastern and Central Europe as well as to Cyprus.

<i>Sales (m. drhs):</i>	1 700
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	25
<i>Contact:</i>	MORAITIS M.

TECHNICAL OLYMPIC S.A.

NACE - Code 4520 7420

270

It undertakes the study and execution of technical works of all types. It has vehicles and machine equipment worth 295 million drachmas as well as up-to-date data processing and telecommunications equipment. It also manufactures and trades concrete.

It seeks cooperation with companies engaged in the study-execution of technical projects with the following aims: 1.technology/know-how exchange, 2.the establishment of joint ventures, 3.the assignment/undertaking of sub-contracts. It is especially interested in participating in the execution of large technical projects in the Middle East, Eastern Europe and Africa. Also it wishes to develop collaboration for the supply of pipes, devices, electrical materials etc.

<i>Sales (m. drhs):</i>	1 878
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	51
<i>Contact:</i>	STENGOS A.

CONSTRUCTION



TEMKA S.A.

NACE - Code 2811 4531 2820

271

This firm manufactures metallic parts of buildings, masts, antennas, steam boilers and other stainless steel products. It undertakes contracts for public and private building works and electrical engineering works as well as biological cleaning. It has the necessary equipment and personnel for the production of 1,200 tons of special steel constructions and 10 building and/or electrical engineering projects per year.

It wishes to cooperate with sub-contracting companies, engineering companies, companies that can provide know-how and manufacturers of machines and devices. The type of cooperation that the company pursues on a mutual basis includes know-how transfer, patents, production rights and the establishing of joint venture. There is a particular interest in the manufacture of new products for the Greek market.

<i>Sales (m. drhs):</i>	308
<i>Exports:</i>	-
<i>Imports:</i>	12
<i>Employees:</i>	66
<i>Contact:</i>	ZOGRAFOS G.

TOULIATOS BROS LTD.

NACE - Code 4520 7420

272

The company undertakes the execution of public and private technical works. It is equipped with 3 cranes, 4 trucks, scaffolding, complete iron works and machinery manufacturing aluminium frames and equipment for the prefabrication of large wooden structures.

The company welcomes cooperation with companies manufacturing and marketing lamele cole with a view toward the establishment of joint ventures. It is also interested in cooperation with tour operators for hotel bookings.

<i>Sales (m. drhs):</i>	415
<i>Export:</i>	-
<i>Imports:</i>	58
<i>Employees:</i>	37
<i>Contact:</i>	TOULIATOS A.

CONSTRUCTION



TSOUKALAS CONCERN S.A.

NACE - Code 4520 2664 7415

273

A four-company holding company. Its activities include the construction of buildings and the undertaking of other technical projects, the manufacture of mortar and the touristic development of rural areas.

It desires the establishment of joint ventures for the production of mortar, the execution of technical works, the exploitation of high altitude areas and the development of winter tourism activities. It is also interested in collaborations in the fields of research/development and know-how transfer.

<i>Sales (m. drhs):</i>	<i>2 388</i>
<i>Exports:</i>	<i>-</i>
<i>Imports:</i>	<i>-</i>
<i>Employees:</i>	<i>300</i>
<i>Contact:</i>	<i>KOUNINIS A.</i>



**TRANSPORT - TOURISM -
INSURANCE**

11

TRANSPORT - TOURISM - INSURANCE



AEGEAN SYNERGY

NACE - Code 6330

274

This is a tourist company which offers timesharing services, intermediating between hotels and prospective buyers. It also undertakes the representation of tour operators.

It seeks partnership with timesharing companies, hotels, tourist offices and airline companies. It wishes to undertake representations and develop cooperation, relevant to timesharing in the area of the Dodecanese islands.

<i>Sales (m. drhs):</i>	5
<i>Exports:</i>	-
<i>Imports:</i>	3
<i>Employees:</i>	4
<i>Contact::</i>	KLADAKIS N.

CAPOCCI LTD.

NACE - Code 6000 6311

275

The company effects transport, storage and distribution of goods on behalf of third parties in Greece. Furthermore, it transports imported and exported goods via road, sea, air and rail networks. Its operations also include relevant services, such as customs-broking, settlements, unloading etc. Fully-computerized, with on-line connection to its warehouses and hi-tech telecommunications equipment, its present activities are mainly focused on Europe and the Far East.

It wishes to cooperate with enterprises of a similar nature throughout Europe, aiming at a joint development of international transportation networks. In this context it is interested in reaching agreements concerning mutual representation.

<i>Sales (m. drhs):</i>	594
<i>Exports:</i>	269
<i>Imports:</i>	148
<i>Employees:</i>	60
<i>Contact::</i>	CAPOCCI E.

TRANSPORT - TOURISM - INSURANCE



CRUISE CLUB LTD

NACE - Code 6330

276

This tour organization specializes in special interest travel (archeological, historical etc.) and serves high-income tourists from Canada, Japan, the Netherlands, Israel, Italy and Austria. The company provides deluxe coaches and is equipped with a computer network in its privately-owned offices.

aimed at joint advertising, cruise and coach tourist programmes, as well as the mutual rendering of specialized tourist services. This company seeks participation in a large-scale networked Euro-tourist organization with a view to the setting up of agencies in the U.S.A., Japan, Canada etc. The firm's business targets are the increase of its coach fleet, and the chartering/undertaking of a cruise ship organizing special-interest cruises throughout Europe. Potential partners may be medium-sized tourist businesses, tourist company cooperatives, coach owners and specialists in cruise sales.

The company welcomes contact with similar enterprises desiring joint venture cooperation

<i>Sales (m. drhs):</i>	264
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	9
<i>Contact:</i>	CHOLEVAS P.

INTERAMERICAN LIFE INSURANCE CO S.A.

NACE - Code 6601

277

In operation for the past 20 years, this company has an important name in the Greek insurance field. It specializes in life insurance and has a broad sales network with insurers throughout Greece. Its operation is supported by a computer system.

The company hopes for development in the European market and expansion into other fields of financial services. In this context it seeks cooperation with similar companies and credit-finance organisations in order to create joint ventures.

<i>Sales (m. drhs):</i>	20 686
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	1 998
<i>Contact:</i>	PLIAKOS CH.

TRANSPORT - TOURISM - INSURANCE



INTERSALONICA S.A.

NACE - Code 6601 6603

278

This is a group of companies providing insurance and reinsurance. It also offers insurance training. It cooperates with European insurance companies, which it frequently represents. It has a computer department and recently founded an insurer-training centre in Northern Greece.

It seeks partners from the insurance-reinsurance, bank and investment fields. It is interested in joint venture and in the assigning/undertaking of representations. It also desires to participate in joint research relevant to the improvement of the services offered, the expansion into new insurance and training fields and the application of new forms of investment. Of particular interest would be the exchange of experience with possible partners from countries of Eastern and Central Europe.

<i>Sales (m. drhs):</i>	327
<i>Exports:</i>	19
<i>Imports:</i>	90
<i>Employees:</i>	200
<i>Contact:</i>	YIANNIOTIS M.

INTERSPED MANOLESOS LTD.

NACE - Code 6000 6311

279

This company, of long-standing operation, undertakes international transport, storage and the distribution of goods. Europe is its main area of operations, with branches in Thessaloniki, London and Leicester (Great Britain).

It seeks cooperation with enterprises of a similar nature aiming at connecting their distribution networks, creating joint distribution networks, creating joint storage facilities, as well as expanding their international transport networks. The company intends to expand its operations throughout Europe.

<i>Sales (m. drhs):</i>	344
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	25
<i>Contact:</i>	MANOLESOS G.

TRANSPORT - TOURISM - INSURANCE



KALABOKIS AN. IL. S.A.

NACE - Code 6000 6311

280

The group's operations include: 1) customs brokerage in Athens, Piraeus, Thessaloniki and 40 major cities abroad, 2) international transport by all means of transport 3) the organization of tourist travel 4) all forms of insurance coverage. The group constantly invests in the computerization of its operations, regularly renewing hardware and improving software. It also emphasizes the continuous training of its personnel.

The company seeks cooperation with enterprises in all service branches in which the group is involved. The main objectives of sought-for cooperation are the development of joint international transport networks, the undertaking/assignment of representation, the promotion of joint investment programmes and the establishment of joint venture enterprises. Given that the group's planning includes expansion into advertising, it welcomes contact with similar enterprises.

<i>Sales (m. drhs):</i>	506
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	150
<i>Contact:</i>	KALABOKIS N.

SUPERTRANS HELLAS LTD.

NACE - Code 6025 6110 6210

281

International road, sea and air forwarders, the company functions supported by an up-to-date computer system. Its activities cover the Scandinavian countries, England, the Netherlands, Belgium, Austria, Germany and East European countries.

The company seeks cooperation with similar enterprises for the undertaking of representation as well as for the establishment of joint ventures. It is also interested in the joint development of international transport networks. The company's immediate aims are the creation of warehouses and the expansion of distribution abroad.

<i>Sales (m. drhs):</i>	850
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	26
<i>Contact:</i>	GEORGAKOPOULOS S.

TRANSPORT - TOURISM - INSURANCE



THE ETHNIKI S.A.

NACE - Code 6601 6603

282

The company has been in operation in Athens since 1981 and occupies a well established position in the Greek market. It offers insurance and reinsurance services of every kind (life, fire, car, transport etc.). It has 80 branches throughout Greece. It has installed an IBM MVS/XA operating system and approximately, 500 terminals at its branches and its associates offices.

It seeks cooperation with companies within the insurance field and the development of joint activities in the European area. The desired collaboration concerns all types of insurance coverage.

<i>Sales (m. drhs):</i>	35 708
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	1 174
<i>Contact:</i>	KOKKINOS L.

VERNICOS YACHTS S.A.

NACE - Code 7122 6330

283

Activities of the company are the chartering, trading, insuring, financing for the purchase of recreational sailboats. It possesses approximately 20% of the charter market. It represents the branded boats of a well known french shipyard with whom it has established a joint venture. The company has a wide network of representatives in the greek islands and cooperates with 350 agencies all over the world.

The company seeks the further expansion of the boat rental-advertising network particularly in Europe. In that direction it desires collaboration with agencies and sea tourism development companies. It is also interested in the development of joint ventures in the field of boat financing.

<i>Sales (m. drhs):</i>	857
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	25
<i>Contact:</i>	VERNICOS G.



TRADE - SERVICES

12

TRADE - SERVICES



DEVELOPMENT COMPANY S.A.

NACE - Code 7414

284

The main objectives of the company are the elaboration and application of investment design/planning as well as the provision of business advisory services. It manages E.E.C. financial sources for the application of development programmes. Through a subsidiary company it has assumed the technical support management for the application of the Community Support Framework in Greece. It assists its activities with an up-to-date computer system.

The company seeks cooperation for joint participation in E.C.C. programmes, joint promotion of investment planning/design and joint venture activity.

<i>Sales (m. drhs):</i>	50
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	15
<i>Contact:</i>	KANETAKIS E.

EFFECTIVE MANAGEMENT INTERNATIONAL S.A.

NACE - Code 7414 8042

285

The firm, founded in 1988, regards itself as a management consulting and training company. With a large number of clients in government, public and private organizations, business associations and business enterprises and providing training programs for more than 5,000 people per year, EMI can be considered the largest private independent firm in its area of operation. The company covers all industries. With its own training centre, computer facilities and representation offices in main areas, the company covers the whole country and is taking steps to expand to Cyprus.

The company is looking for partners who would like support in their development and expansion plans in Greece as well as partners who develop and promote new training programs, methods and materials which can realistically be adapted to Greek needs.

<i>Sales (m. drhs):</i>	107
<i>Exports:</i>	-
<i>Imports:</i>	6
<i>Employees:</i>	14
<i>Contact:</i>	FRONTISTIS A.

TRADE - SERVICES



ENVIRONMENTAL PROTECTION ENGINEERING LTD.

NACE - Code 9000 3663

286

The company dispels and cleans up oil spills in the sea and manufactures products for marine environmental protection. At its fully equipped industrial plant there are facilities for oil/water separation, oil content gauge, waste processing systems, anodes, and floating barriers. It exports to Saudi Arabia, the United Arab Emirates, Turkey and Egypt.

It seeks cooperation with producers of marine environmental protection means as well as waste processing/disposal (including dangerous waste). It desires the establishing of joint ventures for the development of new products, methods and techniques. The company's aim is to develop a pilot anti-pollution network as well as a waste-processing centre in Greece.

<i>Sales (m. drhs):</i>	175
<i>Exports:</i>	10
<i>Imports:</i>	40
<i>Employees:</i>	21
<i>Contact:</i>	LAMBROPOULOS K.

E.Y.K.-CONTRACT CLEANING SERVICES S.A.

NACE - Code 7470

287

The company provides cleaning and maintenance services to business premises. Having created a tradition in the Greek market, where it has been successfully operating for ten years, the company possesses a wide range of machinery for the relevant specialized jobs.

It wishes to cooperate with partners in a similar field and in the cleaning and maintenance machinery trade. It seeks technology and know-how and offers cooperation based on joint venture, aimed at the improvement of its structure and the further exploitation of its potential.

<i>Sales (m. drhs):</i>	237
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	220
<i>Contact:</i>	THEODORAKOPOULOS A.

TRADE - SERVICES



GEOTOMI LTD

NACE - Code 7420 4512 7300

288

The company carries out sub-soil research (geotechnical, geophysical, hydro-geological) and executes drilling for research and exploitation purposes. It possesses complete drilling equipment including ground boring machines, complete pumping systems, air compressors, geophysical appliances, research machinery, vehicles etc.

in its field, companies manufacturing and marketing drilling equipment, as well as with financial institutions. The objectives of the sought-for cooperation are: 1) the joint undertaking and execution of geophysical, geotechnical and hydro-geological projects, as well as research and drilling for fumaroles and oil, 2) the transfer of technology related to the above mentioned and the purchase of machinery, 3) the undertaking of representation of drilling materials and machinery and 4) the establishment of joint venture enterprises.

The company welcomes cooperation with technical, manufacturing and research companies

<i>Sales (m. drhs):</i>	88
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	26
<i>Contact:</i>	LAZARIDIS D.S.

GOODY'S S.A.

NACE - Code 5552 5530

289

This is a very well-known, and constantly developing Greek company. It organises catering and restaurant services. It operates through franchising. It has 55 branches throughout Greece. It possesses fully equipped offices with on-line computerisation and trains its executives in privately-owned rooms designed for this purpose.

The company's main cooperation objectives are exchanging know-how, using and granting rights and establishing joint ventures. The company favours cooperation with fast-food restaurant firms. The enterprise aims at creating new stores with franchises throughout Europe.

<i>Sales (m. drhs):</i>	405
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	45
<i>Contact:</i>	HALKIAS V.

TRADE - SERVICES



HELLENIC MANAGEMENT ASSOCIATION

NACE - Code 8042 7414

290

Within the framework of the company are the following: 1) a marketing institute, 2) a production administration institute, 3) an information institute, 4) a financial administration institute, 5) a training and manpower resource development institute. Its activities include the organisation of intra-company instruction, the organising of conferences and day seminars, the issuing of scientific publications, the carrying out of research on business administration matters, the provision of information on E.E.C. programmes etc. It has self-owned installations and a computer system.

It seeks cooperation with educational organisations for the joint organisation of training programmes and conferences. It also desires collaboration with companies that provide enterprises with counsellors, with data base centres and data banks. Aims of the company are the creation of an educational training centre and an online data bank.

<i>Sales (m. drhs):</i>	483
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	55
<i>Contact:</i>	KALIVAS Y.

ICAP HELLAS S.A.

NACE - Code 7413 7414 7240

291

The company provides advisory and information services to companies, conducts financial and market research, organizes vocational training programmes and issues financial publications. It has a data bank consisting of 100,000 of the largest companies in Greece. Its equipment includes 1 IBM AS/400 model D50 with 8 communication lines and 45 terminals, 1 MICROVAX 3100 with 12 terminals, 1 HEWLET PACKARD 3000 GX with 5 terminals as well as 10 PCs. It cooperates with organisations and enterprises in E.E.C. countries on an information-exchange level.

It seeks cooperation with similar companies for the joint undertaking of studies/research, information exchange and interface with data banks. It is interested in joint ventures (co-financing, buying-out, merging).

<i>Sales (m. drhs):</i>	814
<i>Exports:</i>	239
<i>Imports:</i>	12
<i>Employees:</i>	165
<i>Contact:</i>	TZELEPOGLOU R.

TRADE - SERVICES



ICBS LTD.

NACE - Code 8042 7300

292

It offers training services, instruction and research to all business fields. It has a self-owned educational foundation and up-to-date equipment and supervisory material for instructional needs. It cooperates with educational foundations of university level in England and the U.S.A.

It seeks cooperation with educational organisations and research/study organisations aiming at the joint development of programmes and activities in the field of business studies.

<i>Sales (m. drhs):</i>	310
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	92
<i>Contact:</i>	MALAVAKIS H.

INFOGROUP S.A.

NACE - Code 7414 8042

293

It provides advisory services in the fields of information technology, education, business administration, advertising and product promotion, strategic evaluation and technology/know-how. It leads a company group with offices in Athens, Thessaloniki, Patra and Brussels. It offers technical support to the Commission of the E.E.C. and has developed cooperation in countries such as France, Italy, England, the U.S.A. and Belgium.

It seeks cooperation with companies providing business and administrative advisory services, as well as with the research and planning sectors of other companies with the aim of expanding into markets of the E.E.C., Eastern and Central Europe and the Middle East. The establishing of a joint venture is a desirable prospect.

<i>Sales (m. drhs):</i>	117
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	12
<i>Contact:</i>	KATSANOS C.

TRADE - SERVICES



INTER-ALLIA LTD.

NACE - Code 5116

294

The company intermediates between Greek clothing manufacturers and foreign import firms for the correct execution of orders, concerning the quality of exported products according to required specifications. It has founded a subsidiary company which is exclusively occupied with the distribution of top-quality stock clothing to interested foreign firms. It has an up-to-date computer system and together with the excellent organisation of the cooperating manufacturers, has a production level of 5 million quality clothing items per year. It cooperates with firms in Scandinavian countries, Germany, England, the Netherlands and Switzerland.

It seeks cooperation with foreign export/import representatives and department-stores concerning ready-to-wear fashion orders. The clothing will come from selected Greek firms and will undergo strict quality control.

<i>Sales (m. drhs):</i>	1 000
<i>Exports:</i>	1 000
<i>Imports:</i>	-
<i>Employees:</i>	18
<i>Contact:</i>	VENIERIS TH.

KANIOGLOU B. & CO LTD.

NACE - Code 5116 5142

295

The company has 18 years, of experience in the field of the ready-to-wear fashion industry. More than 100 Greek manufacturers/workshops, producing ready-to-wear fashions, are promoted on a commission basis. Its equipment includes six transport vehicles and a computer system. It exports to Germany, England, Austria, Sweden, Finland and the U.S.A.

It pursues permanent cooperation with wholesalers, chain-stores, manufacturers and representatives in the field of ready-to-wear fashions for the establishment of new promotion networks for Greek clothing. It desires corresponding collaboration for the promotion of raw materials, machinery and auxiliary materials in Greece.

<i>Sales (m. drhs):</i>	1 000
<i>Exports:</i>	1 000
<i>Imports:</i>	-
<i>Employees:</i>	10
<i>Contact:</i>	BAUER K.

TRADE - SERVICES



MASTER S.A.

NACE - Code 7440 2956 3663

296

The company produces all kinds of tourist signs and machines for suburban advertising. It is also occupied with the commercial exploitation of advertising space. The existing machine equipment offers capabilities and flexibility for the realisation of new advertising ideas. Its productive capacity amounts to 200 advertising constructions per year.

It desires collaboration with similar companies for the expansion of commercial activities in the European sector and the exchange of views, ideas and methods of construction concerning advertising. It is interested in new distribution networks and also in research and technological development, as well as production rights and patents. Possible joint ventures would be most welcome.

<i>Sales (m. drhs):</i>	800
<i>Exports:</i>	-
<i>Imports:</i>	50
<i>Employees:</i>	67
<i>Contact:</i>	NIKOLAIDIS K.

MI-THITA LTD.

NACE - Code 5119

297

This is a wholesale company which promotes, in both Greece and Cyprus, under exclusive representation, a wide range of consumer and other products such as: smokers items, office supplies, leather and optical, goods, car accessories, fishing and sail-boat articles, binoculars, telescopes, gifts etc. It has a large storage space, a computer system and product loading, unloading and placement equipment. It represents large companies from the Netherlands, England, Switzerland, Germany, France, Italy, the U.S.A., Japan etc.

The company seeks cooperation with industries for the undertaking of exclusive representation and distribution of products similar to the ones it markets in Greece and Cyprus. It offers a wide distribution network as it supplies 2,700 retail stores throughout Greece. The company uses its own salesmen for the promotion of its products while it has a sales network of local representatives in Cyprus.

<i>Sales (m. drhs):</i>	300
<i>Exports:</i>	-
<i>Imports:</i>	192
<i>Employees:</i>	22
<i>Contact:</i>	PAVLOPOULOS N.

TRADE - SERVICES



MOSCHOLIOS CHEMICALS S.A.

NACE - Code 5155

298

It trades and distributes chemical products as raw materials to industries/workshops. Its equipment includes 8 transport trucks, 6 fork lifts, 4 liquid chemical storage-tanks and a machine for the production of chemicals in small quantities. It imports from Germany, France, the Netherlands, England and Italy.

The company aims at the expansion of its activities abroad. It desires collaboration with similar European companies for the joint promotion of chemical products to industries/small enterprises in all fields. It is also, interested in contact with companies in the fertilizer industry and chemical producers of all kinds of chemicals, aiming at the undertaking of product promotion. Collaboration under a joint venture is desirable.

<i>Sales (m. drhs):</i>	3 060
<i>Exports:</i>	-
<i>Imports:</i>	2 221
<i>Employees:</i>	100
<i>Contact:</i>	HORSCHA.

NIKOLAIDIS M. & CO LTD.

NACE - Code 7032

299

The main object of the company is the managing of organised parking lots. It has a complete computerized organisation for the control and programming of parking lot functioning. Its activities are focused on areas characterised by concentrated tourist activity (airports, railway stations etc).

It desires cooperation with similar companies for the joint exploitation of parking spaces in airports, railway stations and other tourist transit areas. It also seeks parking exploitation rights from the prospective partners, while it is interested in participating in relevant international auctions.

<i>Sales (m. drhs):</i>	77
<i>Exports:</i>	-
<i>Imports:</i>	-
<i>Employees:</i>	18
<i>Contact:</i>	NIKOLAIDIS G.

TRADE - SERVICES



PAPADOPOULOS ELIAS S.A.

NACE - Code 5147 5135 5170

300

It exports a wide-range of consumer products (clothing, personal consumer goods etc.) and tobacco. It imports guns and cartridges for hunting, smokeless gunpowder, photographic materials. Its activities are backed up by a computer system. The main countries with which it trades are the former Soviet Union, Egypt, Bulgaria, Yugoslavia and Poland. The company has established two joint ventures in the former Soviet Union and maintains a branch in Moscow.

It seeks collaboration with widely used consumer goods marketing and manufacturing companies, and crude tobacco companies, preferably on a joint-venture basis. It is interested in undertaking joint industrial investment, while it has already programmed investments in the fields of primary wood processing, tobacco processing and the manufacturing of insulating materials.

<i>Sales (m. drhs):</i>	1 775
<i>Exports:</i>	168
<i>Imports:</i>	85
<i>Employees:</i>	13
<i>Contact::</i>	PAPADOPOULOS D.

PERIVALONDIKI LTD.

NACE - Code 9000 7420 5155

301

The company's objectives are: 1) the study and construction of biological waste cleaning plants, 2) the planning and construction of swimming pools and spa services, and 3) the trading of chemical products for water processing. It has developed cooperation in Italy, France and Germany.

The company is interested in joint collaborations in the construction of environmental protection projects and swimming pools as well as in the marketing of relevant equipment and chemical products for water-processing. It desires the development of joint distribution and seeks technology/konw-how.

<i>Sales (m. drhs):</i>	62
<i>Exports:</i>	5
<i>Imports:</i>	11
<i>Employees:</i>	7
<i>Contact:</i>	BOULIOS J.

TRADE - SERVICES



ROKAS THOMAS S.A.

NACE - Code 5550 7484

302

The company caters for airlines and tourist complexes. More than 50% of its revenue is derived from exports to England, Germany, the Netherlands, Scandinavia etc. Equipped with technologically up-to-date machinery for the serial production and packaging of food, confectionery and bakery items, its capacity equals 20,000 portions of food every 24 hours.

The company seeks partners from the food industry in order to expand its distribution network into European countries. It also wishes to exchange technology/know-how and is interested in participating in joint ventures.

<i>Sales (m. drhs):</i>	229
<i>Exports:</i>	131
<i>Imports:</i>	4
<i>Employees:</i>	55
<i>Contact:</i>	ROKAS P.

VIORELIS - KARAJANNIS & CO LTD.

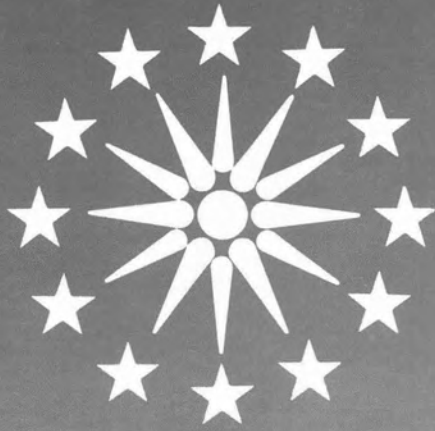
NACE - Code 5141 5142

303

The company's objectives are the import and export of ready-to-wear fashions, textiles and textile thread. It cooperates with 300 manufacturing units whose products it promotes to Germany, England, France, Italy and the U.S.A. It also represents foreign textile firms and ready-to-wear firms from England and Germany. Its equipment includes a quality control laboratory and computer system.

It seeks partners from the fields of wholesale/retail sales, the textile industry, and ready-to-wear clothing manufacturing. Its cooperation interests include: 1) distribution networks exchange, 2) the undertaking of sub-contracted production in the form of LICENCE for Greece, 3) the undertaking of sub-contracted production for countries of Eastern Europe, 4) the production of special orders for foreign markets and 5) the establishment of trade or production joint-ventures.

<i>Sales (m. drhs):</i>	3 200
<i>Exports:</i>	3 136
<i>Imports:</i>	64
<i>Employees:</i>	25
<i>Contact:</i>	KOUMLIS N.



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EUROPARTENARIAT '92 SCHEDULE

22 JUNE 1992	
8:00 - 9:30	Registration of participants
9:30 - 10:30	OPENING CEREMONY
11:00 - 19:30	Business meetings (½ hour sessions)
11:00 - 18:30	Parallel seminars
21:00	Official Reception
23 JUNE 1992	
9:00 - 16:00	Business meetings (½ hour sessions)
9:00 - 16:00	Parallel seminars

THESSALONIKI



DIRECT FLIGHTS FROM AND TO THESSALONIKI

FROM	TO THESSALONIKI		FROM THESSALONIKI		
	SAT.	SUN.	MON.	TUES.	WED.
DUESSELDORF	OA	OA	OA	OA	OA
FRANKFURT	OA-LH	OA-LH	OA-LH	OA-LH	OA-LH
STUTTGART	OA	OA	OA	OA	OA
MUENCHEN	OA-LH	OA-LH	OA-LH	OALH	OA-LH
WIEN	OS	OS	OS	OS	OS
ZUERICH	SR	SR	SR	-	SR
LONDON	OA	-	OA	-	-
MILAN	-	OA	-	-	OA
PARIS	-	OA-AF	AF	AF	-
BUDAPEST	-	-	-	MA	-
AMSTERDAM	-	-	OA	-	OA
BRUXELLES	-	-	-	-	OA
KOPENHAGEN	-	-	-	OA	-

There are also (six) connection flights from Athens to Thessaloniki and back everyday, except on Sundays (five)

Additionally, there will be many charter flights during the summer time to Thessaloniki from many International European Airports.



NOTE: Please note that the above abbreviations are referred to the airline codes, as follows:

OA-Olympic Airways
LH-Lufthansa
OS-Austrian Airlines
SR-Swissair
AF-Air France
MA-Malev

HOTEL XXXXXXXXXX AND FACILITIES OFFERED

HOTELS	CLASS	TV	TEL	BATH R/M	DINING R/M	BAR	CONFERENCE R/M	BUS	TO EP '92	PRICES '000 DRS
MACEDONIA PALACE	LUX	•	•	•	•	•	•		CLOSE	19-32
ELECTRA PALACE	A	•	•	•	•	•			CLOSE	18-22,5
NEFELI	A	•	•	•	•	•	•		FAR	12-20
PHILIPPION	A	•	•	•	•	•	•	•	FAR	7,5-10,5
CAPITOL	A		•	•	•	•	•		AVERAGE	12-18
PANORAMA	A	•	•	•	•	•	•	•	FAR	13-23
CAPSIS	B		•	•	•	•			AVERAGE	10-20
OLYMPIA	B	•	•	•	•		•		CLOSE	12-17
QUEEN OLGA	B	•	•	•		•	•		CLOSE	11-18
SUN BEACH	B		•	•	•	•	•		V. FAR	9-12
METROPOLITAN	B		•	•	•	•			CLOSE	11-16
ASTORIA	C	•	•	•					AVERAGE	14-19
A.B.C.	C	•	•	•	•	•			V. CLOSE	8-20

BOOKING FORM

FOR HOTEL ACCOMMODATION

Return this application form to:
Doucas Agency S.A.
8, Venizelou Street
54624 Thessaloniki
Greece

Telephone: 031/269984/9
Telefax: 031/286610
Telex: 412280

Hotel availability and prices are guaranteed if booking will be received prior to the 22.5.92. Early hotel booking is strongly advised.

Name and Surname _____

Name of Company _____

Address _____

Postal Code _____ Country _____

Telephone: _____ Telefax: _____ Telex: _____

Accompanied by _____

Date of arrival: _____ Estimated time of arrival in Thessaloniki: _____

Arrival by plane (Flight No.) _____ Car _____ Railway _____

Date of departure: _____ Flight No. _____

Please make the following reservation for me/us:

Hotel: 1st choice _____ 2nd choice _____ 3rd choice _____

Single-Room(s) _____ Double room(s) _____

Important Conditions:

The amount owed should be paid with the booking form for hotel reservation by: Bankers draft to: Doucas Agency S.A.

Bank: National Westminster Bank - Ionos Dragoumi - Thessaloniki - Greece

Ref: Europartenariat '92

or by: direct charge to your credit card No

I hereby authorise you to charge the amount of _____ DRS. to my credit card.

The hotel reservation in your name will be confirmed upon receipt of your payment

Cancellation charges:

If cancellation is prior to 31/5/92 the cost of one overnight stay at the hotel will be kept in order to cover cancellation fees, or if it is concerning tours, 20% of the total cost of the tour will be kept in order to cover cancellation fees.

For cancellations received after 31/5/92 no refunds will be given.

I undertake to vouch for the commitments mentioned in the form, as well as on behalf of persons registered by me.

Place: _____ Date: _____

Name: _____ Signature: _____

TOURIST PROGRAMME

Friday 19.6.92

Three day tour to Delphi - Kalambaca - Dion - Thessaloniki

Starting point on the 19.6.92 Syntagma Square - Athens at 09:00 hours.

Arrival at Thessaloniki on the 21.6.92 at approximately 20:00 hours.

Price per person in double rooms drs. 48.500 on half board basis.

Single supplement drs. 8.500

Note: Single rooms are very limited.

Sunday 21.6.92

1. Half day sightseeing of Thessaloniki including the archaeological museum.

Start at 10:00 hours return 13:00 hours.

Price per person drs. 5.000.

2. Full day Mt. Athos (Bus and boat cruise)

Start 07:00 hours return 19:00, *price per person drs. 7.500*

3. Alexander the Great tour (Pella - Vergina - Veria - Edessa)

Start 09:00 return 17:30, *Price per person drs. 6.000*

Monday 22.6.92

Half day sight seeing of Thessaloniki including the archaeological museum.

Start 10:00 return 13:30, *Price per person drs. 5.000*

Tuesday 23.6.92

Half day sightseeing of Thessaloniki including the archaeological museum.

Start 10:00 return 13:00 *drs. 5.000*

Wednesday 24.6.92

1. Full day Mt. Athos tour (Bus and boat cruise)

Start 07:00 return 19:00

Price per person drs 7.500

2. Three day tour to Dion - Kalambaca - Delphi - Athens

Starting point Thessaloniki 09:00

Arrival Athens Syntagma square approximately at 19:00

Price per person in double rooms drs. 48.500 on halfboard basis.

Single supplements drs 8.500

Note: Single rooms are very limited

Various cruises of three days starting from Piraeus

Three day cruise to Myconos - Rhodes - Kusadasi - Patmos - Piraeus

Prices from \$500 to \$1020 depending on cabin category

Port taxes \$40

Starting every Friday from Piraeus at 11:00 am

Return at Piraeus Monday at 7:00 am

Note: There is a minimum number of participants required for the three day tour, therefore, in case this number is not obtained the agent reserves the right to cancel the tour.

TOUR PROGRAMME - REGISTRATION FORM

Return this application form to:

Doucas Agency S.A.
8, Venizelou Street
54624 Thessaloniki
Greece

NAME _____
COMPANY _____ TEL. _____ FAX _____
ADDRESS _____
TELEX. _____

Please reserve the following tours for us/me

1. Athens - Delphi - Kalambaca - Dion - Thessaloniki

Price per person in doubles drs. 48.500
single supplement drs. 8.500
Total drs.

Number of persons _____

Sunday 21.6.92

2. Half day sightseeing of Thessaloniki

Per person drs. 5.000
Total drs.

Number of persons _____

3. Full day Mt. Athos Tours

Per person drs. 7.500
Total drs.

Number of persons _____

4. Alexander the Great (Pella - Vergina - Veria - Edessa)

Per person drs. 6.000
Total drs.

Number of persons _____

Monday 22.6.92

5. Half day sightseeing of Thessaloniki

Per person drs. 5.000
Total drs.

Number of persons _____

Tuesday 23.6.92

6. Half day sightseeing of Thessaloniki

Per person drs. 5.000
Total drs.

Number of persons _____

Wednesday 24.6.92

7. Full day Mt Athos tour (bus and boat tour)

Per person drs. 7.500
Total drs.

Number of persons _____

8. Thessaloniki - Kalambaca - Delphi - Athens

Price per person in doubles drs. 48.500
single supplement drs. 8.500
Total drs.

Number of persons _____

9. Three day cruise to Greek islands and Turkey
Starting every Friday from Piraeus

Prices from \$500 to \$1020 depending on cabin
selection. Plus port taxes of \$40
Total amount

Number of persons _____

The due sum must be paid in full with the registration.

Your booking will be confirmed on receipt of the payment.

All payment should be made to:

Doucas Agency S.A.,
National Westminster Bank,
Ionos Dragoumi - Thessaloniki Greece.

Or with your credit card _____ No _____

I hereby authorise Doucas Agency to charge the amount of..... drs. to my credit card

I undertake to guarantee for the contractual commitments, also on behalf of the other persons registered by me, and herewith enclose the total amount of _____

Name _____ Signature _____ Date _____



REGISTRATION

APPLICATION FORM FOR PARTICIPATION IN EUROPARTENARIAT '92

COMPANY: _____

ADDRESS: _____

POSTAL CODE: _____ COUNTRY: _____

TELEPHONE: _____ FAX: _____ TELEX: _____

DESCRIPTION OF GOODS/SERVICES: _____

YOUR NACE CODE

INTEREST IN BUSINESS ENTERPRISE SECTOR: _____

COMPANIES YOU WISH TO CONTACT:

NAME _____ DIRECTORY NUMBER: _____

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

IF YOU WISH TO CONTACT MORE COMPANIES (MAX. 20), PLEASE ATTACH A SEPARATE SHEET.

PRESENCE OF INTERPRETER DESIRED: YES _____ NO _____

IF YES, FOR WHICH LANGUAGE:

ENGLISH <input type="checkbox"/>	FRENCH <input type="checkbox"/>
GERMAN <input type="checkbox"/>	SPANISH <input type="checkbox"/>
ITALIAN <input type="checkbox"/>	OTHER <input type="checkbox"/>

NUMBER OF PARTICIPANTS:

NAMES OF PARTICIPANTS _____

**YOU ARE REQUESTED TO SEND THIS FORM TO THE CONSULTANT
OF YOUR COUNTRY MENTIONED ON PAGE 205.**

LIST OF CONSULTANTS

The centres listed below were selected by the organisers to promote and coordinate participation of companies from the respective countries in the Europartenariat '92.

BELGIUM

Mr. Jos Helsen - Mr. Ivo Peeters
GOM Vlaams - Brabant
Toekomststraat 36-38, B-1800 Vilvoorde
Telephone 02/2515171 Fax 02/2524594

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