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22356

***FINAL REPORT***

PROMOTION OF STONE - TECHMART

JAIPUR, INDIA, 2-6 February 2000

TO GREEK BUSINESS COMMUNITY

By Yvonne Alexadnridou

CONTRACT NO. 2000/020P

UNIDO PROJECT NO. US/IND/99/043

Thessaloniki, 14 February 2000

**CONTRACT NO. 2000/020P**

between

**THE UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION**

**(UNIDO)**

and

**YVONNE ALEXANDRIDOU IMPORT - EXPORT HOUSES**

***FINAL REPORT***

**Conducted by Yvonne Alexandridou**

**UNIDO Project No. US/IND/99/043**

**Thessaloniki, 14 February 2000**

This final report is covering all works performed in accordance to paragraphs 1.01. and 2.01 of the contract No. 2000/020P between the United Nations Industrial Development Organization (UNIDO) located at Vienna and Yvonne Alexandridou Import - Export Houses located at Thessaloniki, Greece under the Project No. US/IND/99/043.

The aim of this Contract was to promote the Rajasthan Investment and Technology Programme in marble and granite sector in Greece, to mobilize a business delegation of at least 5 - 7 entrepreneurs in marble and granite from Greece to the Rajasthan Investment and Technology Promotion Programme, 2-6 February 2000, Jaipur and provide assistance to the Greek delegation by participating in the Stone Techmart in India.

The Contractor, Yvonne Alexandridou Import - Export Houses commenced performance according to paragraph 2.03 of the Contract in order to fulfill the requirements of the Rajasthan Investment and Technology Promotion Programme, 2-6 February 2000 in Jaipur.

The Contractor made available the services of Mrs. Yvonne Alexandridou and her staff in order to mobilize the Greek business community related with marble and granite.

Namely the following Companies have been contacted all over Greece by the contractor by circulating the Stonetechmart prospectuses, having direct communications on the phone or by arranging individual meeting and persuading them to participate at the Stonetechmart 2-6 February 2000 at Jaipur, India.

1. DIONYSSOS PENTELICON MARBLE CO., Attiki
2. FRUGANIOTIS, K. BROS S.A., Aliveri
3. CRECIAN MAGNESITE, S.A., Attiki
4. HARITOPOULOS, D.N. MARMARA SKY., Thassos
5. IKTINOS HELLAS S.A., Metamorfossi, Attiki
6. KYRIAKIDIS, E. S.A., Drama
7. KAVALA MARBLE, Kavala
8. LAZARIDES, G. DRAMA MARMOR A.G., Drama
9. MACEDONIAN MARBLES OF GREECE S.A., Kavala
10. MARBLES OF GREECE S.A., Thassos
11. MATKO D. TYRNENOPOULOS & CO. S., Kozani
12. MICHAILIDIS, E. S.A., Ioannina
13. NAXOS MARBLES-P. LOGIATOS BR, Aspropirgos Attiki
14. NEA MARMARODOMI COOP. LTD NESTOS S.A. Kavala
15. PAPAGIANNOULIS, J. BROS S.A., Attiki
16. PAVLIDIS MARMARA GRANITES S.A., Drama
17. PARTHENON QUARRIES S.A. Attiki
18. PSOFAKIS MARBLES S.A., Attiki
19. SIDIROPOULOS, V.&M. s.a. «VASILY M», Drama
20. SINETERISTIKI Ltd, Attiki
21. SISKOS, P. MARBLES S.A., Drama

22. SKARIS MARBLES S.A., Drama
23. THASSOS MARBLE FILIPPIDES S.A., Thassos
24. WHITE MARBLE OF STENOPOS S.A., Kavala
25. XANTHI MARBLES KANTARTZIS BROS, Xanthi

The Contractor found a lot of difficulties during the investigation of identifying companies and many efforts were made to persuade them for participating at the Stonetechmart.

Some of these companies were not able to participate at the Stonetechmart because of the limit of the time they had to decide while others were tied-up on these dates. Some others expressed their strong interest to discuss further the proposed matter for a future response. Other companies referred that they don't know the India market and would be difficult to take the risk for potential co-operations in this area. Few companies mentioned the long distance of India from Greece which is an obstacle for having a proper supervising for operations. Some companies are not interesting because their strategic targets are the Balkans where they have already operations and they don't intent for giving additional funds for seeking investment in other countries.

The Greek Delegation which finally participated at the Stonetechmart is as below:

1. **Company:** SINETERISTIKI Ltd.  
**Activities:** Distributors, Stockists, Agents, of equipment for quarries and mines  
**Representative:** Mr. Loucas LOUKAS, Managing Director.  
**Address:** 100, Athinon Ave., 10 442 Athens, Greece  
**Tel:** 30 1 514.3704/ 5/ 6 **Fax:** 30 1 514 2315 **e-mail:** sineter@acci.gr
2. **Company:** CRECIAN MAGNESITE S.A.  
**Activities:** Producers and exporters of caustic & deadburned magnesia, basic monolithic refractors & raw magnesite.  
**Representative:** Mr. Lucas ATHANASAKIS, Marketing Dept.  
**Address:** 42, Michalacopoulou str., 115 28 Athens, Greece  
**Tel:** 30 1 7240446 **Fax:** 30 1 7249711 **e-mail:** grecmagn@hol.gr
3. **Company:** LAZARIDIS MARMOR S.A.  
**Activities:** Extraction, processing and trade of natural stones.  
**Representative:** Mr. Georgios PAPADOPOULOS, Managing Director  
**Address:** Terma Komninon, 61100 Drama, Greece  
**Tel:** 30 521 33880 **Fax:** 30 521 34793 **e-mail:** lazamarm@otenet.gr
4. **Company:** JOHN PAPAGIANNOULIS, S.A.  
**Activities:** Quarrying, Manufacturing, Processing  
**Representative:** Mr. Odysseas AGROS, Export Manager  
**Address:** 83, Irinis str., 177 78 Athens, Greece  
**Tel:** 30 1 3451912 **Fax:** 30 1 3451941

5. **Company:** PAVLIDIS S.A. MARBLE - GRANITE  
**Activities:** Quarries and manufacturer of marble and granite  
**Representative:** Mr. Christos MARMARIDES, Export Manager  
**Address:** Industrial Area of Drama, 61100 Drama, Greece  
**Tel:** 30 521 81126 **Fax:** 30521 81234 **e-mail:** pavlidismg@otenet.gr
  
6. **Company:** YVONNE ALEXANDRIDOU IMPORT - EXPORT HOUSES  
**Activities:** Import - Export  
**Representative:** Yvonne ALEXANDRIDOU, Mang. Director  
**Address:** 12, Prassakaki str., 546 22 Thessaloniki, Greece  
**Tel.** 30 31 273 493 **Fax:** 30 31 273 447 **e-mail:** yvalex@hol.gr
  
7. Mrs. Eleni PETALIDOU,  
**Activities:** Registered journalist of specialized magazines for housing and decorative marbles (marble, granite, etc.)  
**Address:** 5, Lamprou Porfyra str., 546 46 Thessaloniki, Greece  
**Tel:** 30 31 421 383 **Fax:** 30 31 421 383