

GREECE

Overview

Unlike other European countries, Greece now spends over 6 percent of its GNP on purchases of military equipment. Although the GOG had decided to reduce defense spending in 1996, the recent dispute over the Island of Imia, which brought Greece and Turkey close to armed conflict, led to a decision to implement a plan for a more "sophisticated" defense spending program. This program calls for the purchase of a wide range of defense items, including telecommunications equipment, electronics, missiles, aircraft, helicopters, and spare parts.

Defense Industry Environment

According to the 1997 Government budget, the Ministry of Defense (MOD) is allocated \$3.3 billion or 6% of total budget expenditures. Since most of these funds will be utilized to drawn down existing debt, the MOD plans to purchase equipment mainly through borrowing. The additional funds for the \$16 billion, five-year defense build up, announced last year have not appeared and will not likely be seen until 1999 at the earliest. In addition, Greece has received U.S. foreign military loan credits in the amount of US \$229 million in both FY 1995 and FY 1996. Market analysts insist that defense firms marketing to MOD should include in their package very favorable financing terms, including advantageous rates and deferred interest.

Domestic Industry

The Greek defense industry consists of both state-controlled and private entities. State controlled firms include EBO, Pyrkal, Elbo, and HAI. Oversight of these companies is carried out by the Ministry of Defense and the Ministry of Industry, Research and Technology. They control such functions as management, employment policy, production priority, investments, research development, and quality control. These companies may also act as private entities to engage in commercial projects.

State Controlled Firms

EBO (Hellenic Arms Industry) - employs about 1200 personnel and produces weapons systems, medium caliber ammunition, and portable equipment. Annual sales are approx. US \$20 million.

Pyrkal (Greek Powder & Cartridge Co) - employs about 1500 and produces small and medium caliber ammunition, projectiles, and shotgun cartridges. Annual sales are approx. US \$22 million.

Elbo (Hellenic Vehicle Industry) - employs about 900 and produces armored vehicles, assembles 1/4 ton tactical vehicles, and non-military vehicles including buses and trucks. Annual

sales are approx. US \$64 million.

HAI (Hellenic Aerospace Industry) - employs about 3,000 and performs a wide range of work including maintenance and repair of aircraft airframes, engines, avionics, and air-to-air missiles; manufactures Stinger missiles (as part of the European consortium), laser range-finders, night vision devices, fire direction computers, and radios. Annual sales are approx. US \$92 million.

Private Firms

Over seventy small to medium-size companies belong to the Association of Greek Manufacturers of Defense Equipment, known as SEKPY. These private firms cooperate with the Ministry of Defense and compete for government tenders. They also participate in international tenders, either as prime or subcontractors and can enter into their own contracts and agreements without Government oversight. A pamphlet published by SEKPY gives information on the products, services, and capabilities of SKEPY members. Contact SEKPY at:

- SEKPY
10 Messogion Avenue
Gr-115 27 Athens, Greece
Tel: 30/1/770-2439

Defense Opportunities

The Greek Armed Forces have released a very long list of equipment that will be purchased within the next five years and is briefly described below.

Army

- New radio transmitters to modernize communications
- The purchase of 250 new tanks. General Dynamics' M1A2 and Krauss Mafei Leopard are strong contenders for this purchase
- Ordnance ammunition, SHORAD and purchase of MLRS
- Purchase of four Apache and seven Chinook Helicopters
- Purchase of six M577 Track vehicles
- Purchase of 80 M901A1 TOW vehicles
- MLRS Battalion (Second Battalion)
- HAWK Missile upgrade
- ATACMS (41 requested, plus additional 30)
- Unmanned aerial vehicles
- NBC protective clothing
- Kevlar helmets and jackets
- 3/4 & 1.5Ton vehicles
- Night vision sights for TOW2 missiles
- Modernization M48A5 and M60 tanks
- Fire control and stabilization systems

- 155mm SP howitzers
- 155mm Howitzer and 105 tank ammunition
- Ammunition carrier vehicles
- Mines and mine dispensation equipment
- Portable anti-tank weapons
- Telecommunications equipment
- Combat simulators
- Tank shield reinforcement systems
- 120mm mortars
- HAWK missiles
- SHORAD
- Stinger launchers
- 5.56mm x 45mm rifles

Navy

- Purchase of two new submarines
- Upgrade of Glafkos-type submarines and purchase of new submarine batteries.
- Purchase two Landing Craft Air Cushioned (LCAC) Hovercraft. Textron is the manufacturer, however, increasing competition from Russia to sell their LCAC, the Zubr
- Purchase two MEKO 200 Frigates, to be built in Greece with U.S. Harpoons and CIWS (Close in Weapon System)
- Harpoon Missiles (24 total buy including a recent request for six additional missiles)
- Helicopters
- Land-to-ship and ship-to-ship missiles
- Upgrade of telecommunications in all "Dutch made" frigates
- Delivery of three frigates (MEKO 200HN) with all equipment, guns, and electronics (only the hulls are made in the Greek shipyard of Skaramangas under German license)
- Replacement of Orion P3 aircraft
- Anti-aircraft protection systems for most Naval vessels
- Modernization of maritime patrol aircraft
- Follow-on support to Adams-Knox class ships, including upgrade of the M13 guided missile launch system
- MK46 torpedoes
- Anti-submarine warfare training targets
- Lease of large tug boats
- Fleet oilers
- Lease of 10,000 ton floating dry dock

Air Force

- The modernization/upgrade of the F-4E Aircraft (Structure and Avionics);
- The purchase of a New Generation Fighter Aircraft. The F-16 and the Mirage 2000 are considered short listed, and the F-15 may be a candidate as well.
- An Airborne Early Warning and Control System using either C-130, P-3, or E-2 aircraft as

a platform.

- Parts and calibration support for P-3 aircraft.
- Ground Air Defense System such as the Patriot
- New Trainer Aircraft to replace ageing T-2 and T-37 aircraft.
- Aircraft missiles (range between 17-150 km)
- Purchase of AIM 9M missiles
- Air-to-ship missiles
- Air-to-air refueling tankers
- Spares and support for C-130B aircraft
- Replacement for NIKE missile
- Search and Rescue helicopters
- 4F-4G Wild Weasel aircraft
- NBC Equipment
- TPS-6 or TPS 70
- A-7E ECM
- ALQ-131
- Command and Control Systems

Competition for many of these contracts will be intense. Industry sources report that the French Government has already implemented a strong promotion strategy for the Mirage and the French candidate for the Army's tank competition. The German Government is strongly supporting DASA within the projected F-4 Phantom upgrade competition while German shipyards reportedly have a virtual lock on the two new submarine contracts. However, U.S. fire control and Harpoon missile systems will be bought for the submarines.

Russia has also established a program to increase defense sales in Greece. A recent Russian delegation to Greece on defense matters included a Deputy Minister who signed an initial Protocol for joint Russian-Greek armament production. Analysts believe that this will give Russia additional leverage to promote the SU-27, its Tor SHORAD system, the S-300 missile and its Armored Transport Upgrade Program.

Defense Procurement Process

Greek Defense Procurement is based on Law 785/78, as amended and supplemented by 284/89 Presidential decree. General and specific terms are published by the Ministry of Defense (MOD) Procurement Office for each military service. Responsibility for procurement planning and implementation is as follows:

Weapons systems and major equipment - The three military Services, Hellenic Army General Staff (HAGS), Hellenic Air Force General Staff (HAFGS), Hellenic Navy General Staff (HNGS), submit their requirements to the MOD who then prioritize the procurement. The General Armaments Directorate (GAD) is then responsible for procurement of those items.

Spare parts and components - These items are procured by the procurement offices of the three military Services, in cooperation with the GAD.

Ammunition and vehicles - Military Services requirements for items manufactured in Greece are passed to the GAD which then places the requirement with the appropriate defense firm (i.e., Pirkal, EBO, or ELBO). Products not available through the state-controlled firms are procured by each Service procurement office using international tenders.

Foreign Sourcing

Greek defense procurement is designed to promote domestic acquisition. Equipment and materials not available domestically are purchased through international tenders, the bulk of which is purchased using foreign military financing. Tendering and offset requirements favor foreign companies which propose projects involving some in-country co-production or cooperation with a Greek defense company.

The GOG supports exports by its defense companies, often to countries outside of NATO in Africa and the Middle East. U.S. Government restrictions on third party sales/transfers are also taken into consideration by the GOG during the tender evaluation process.

The GOG encourages foreign companies who wish to establish domestic operations to locate their facilities outside of major metropolitan areas in order to spread the economic benefit throughout the country. The Government also uses offsets and counter trade in tenders in order to generate foreign investments and to increase exports. In addition, through offsets, the GOG is interested in developing its non-military manufacturing capability.

A foreign contractor may normally select subcontractors. However, a wide range of small business firms in Greece offer subcontracting opportunities. The DID or SEKPY have the most current information and should be contacted to identify potential subcontractors

GOG Offset Policy

On the basis of Presidential decree 284/89, the MOD has established a policy that requires prospective suppliers of defense material to include in their proposal an offset offer. Offsets are required when the total price of material to be purchased exceeds 150,000,000 Drachmas (approx. US \$60,000).

The offset offer should include an industrial compensation program that can be implemented in case the supplier is awarded the contract. Eligible transactions within such programs include transfer of technical information to Greek firms, training and/or technical support, purchase of industrial products and/or services from Greek firms, direct investments and grants of fixed assets to state-controlled defense firms, grants of material/services to Hellenic Armed Forces, and assignment of subcontracting work to a Greek firm.

These transactions may fall in three groups:

Group 1 - transactions related directly to the purchased defense material.

Group 2 - transactions related to the Hellenic defense industry in general, except those falling into Group 1,

Group 3 - transactions related to Greek industrial products and services not falling under Groups 1 or 2.

The offset benefit percentage of a Group 3 transaction should be as high as possible and in any case not less than 60 percent of the purchase price, whereas the respective percentage in Groups 1 and 2 should be at least 50 percent of the purchase price. The whole offset benefit program must be implemented within a pre-specified period.

In case there is a shortfall in the offset benefit obligations after the expiration of the specified time frame, the supplier is liable for the payment of liquidated damages equal to 10 percent of this shortfall. For this reason, the supplier must submit to the Ministry of Defense/Offsets Directorate (MOD/OD) an irrevocable bank guarantee covering 100 percent of the liquidated damages. This amount will be reduced progressively on the basis of the supplier's offset benefit performance. The award of credit for all implemented transactions follows a pre-specified crediting procedure.

Further information on Greek offsets policy and requirements can be requested from the MOD/OD.

Defense Procurement Contacts

Ministry of Defense (MOD)

- General Armaments Directorate (Procurement, Foreign Relations, and Offsets)
Gr-156 69 Goudi, Athens, Greece
Tel: 30/1/777-8308
Fax: 30/1/775-0986

- Hellenic Army General Staff
 - Planning and Programming Directorate
Holargos, Athens, Greece
Tel: 30/1/646-7184

 - Procurement Directorate
1 Petrou Ralli Street
Rouf, Athens, Greece
Tel: 30/1/345-9860
Telex: 214445

- Hellenic Air Force General Staff

- Defense Planning Directorate (D2)
Holargos, Athens, Greece
Tel: 30/1/646-4237
- C' Branch
Office of Procurement
Holargos, Athens, Greece
Tel: 30/1/324-4239
Telex: 21509 AFGS Gr
- Hellenic Navy General Staff
 - Planning and Policy Directorate (GL)
Holargos, Athens, Greece
Tel: 30/1/652-0628
 - Office of Supreme Procurement Committee
2 Paparigopoulou Street
Gr-105 61 Athens, Greece
Tel: 30/1/323-4463
Telex: 215835

In the U.S., the point-of-contact for the Hellenic Armed Forces is:

Embassy of Greece
Defense and Military Attache
2228 Massachusetts Avenue, N.W.,
Washington, D.C. 20008
Tel: (202) 234-0561 or 5695

Diversification/Commercial Opportunities

Opportunities for non-military sales to the GOG include:

- Vessel traffic management and control system for the Coast Guard.
- Launch of a satellite known as HELLAS SAT.
- Airport surveillance radars for the civil aviation authority.

The service sector in Greece, which accounts for about 66 percent of GDP, is the largest and fastest growing sector of the Greek economy. Tourism is booming, and shipping retains its traditional and strong role as a foreign exchange earner. Of note are the opportunities in infrastructure projects to be undertaken in the 1995-98 period, with financing of US \$20 billion from the EU. Priority development sectors identified by the GOG include: transportation;

telecommunications; computerization of Greek Government operations; tourism; public health; energy; irrigation; and environmental protection.

The proximity to the Balkans and the traditional trade ties of Greek businessmen with these neighboring countries, as well as to the Central and Eastern European countries, may offer different types of opportunities. U.S. firms may wish to target these markets from a base in Greece or to explore triangular arrangements with Greek companies. In this regard, it is worthwhile to note that: (1) Greek exports to the Balkans increased by about 60 percent in 1994; (2) Greek investment in Bulgaria is 77 percent of the total foreign investment in that country; (3) there are an estimated 800 Greek-Romanian joint ventures; and (4) Greek investment in Albania is the second largest after Italy.

Greece is a full member of the EU and has adjusted its trade laws to conform to EU requirements.

Computers and Peripherals

Imports supply over 80 percent of the computer and peripheral market. Over 50% of the market is dominated by U.S. suppliers. One of the most promising segments of the market is the public sector, which has embarked on large purchases of computer equipment and software financed by the EU. It is expected that over \$2 billion will be spent in Greece for information technology projects during 1996-2000.

To speed-up the modernization of the public sector, the Greek government provides up to fifty percent prepayment to all state organizations and agencies that wish to proceed immediately with the implementation of their information system projects.

The Ministry of Finance, Greek Social Security System, and the Ministry of Education have already purchased over \$200 million. These purchases include computer hardware, software networks, tailor-made design sub-programs, and development of training and technical support teams. A number of similar projects in several other ministries and government agencies are expected to be announced shortly.

Main competitors to American companies are European companies including: Olivetti (Italy), Philips (Netherlands), Bull (France), and Siemens-Nixdorf (Germany). Two Greek assembly companies, Altec and Quest, cover a significant portion of the market.

Medical Equipment

Imports supply approximately 90 percent of the Greek market for medical equipment and supplies. Main suppliers are from Germany (23%); U.S. (15.6%); Italy (14%); and the Netherlands (7.8%). Imports in 1995 were \$390.0 million and are expected to increase to \$406.6 million in 1996 with a real growth rate of 8-10% annually over the next three years.

Local production of medical equipment is limited. Several small to medium-sized

manufacturers supply hospitals with furniture, inexpensive manual wheelchairs, bandages, gauze, and other rudimentary hospital supplies. Only one dynamic Greek company manufactures high-technology medical equipment such as artificial kidney equipment and hemodialysis equipment.

Despite the current uncertainties regarding the Greek economy, it is anticipated that the total market for medical equipment and supplies will grow over the next three years, at a real rate of 10 percent per annum. This projection is based on an ambitious program announced by the Ministry of Health for the establishment of new hospitals, and on the need for modernizing most existing facilities.

There is an increasingly strong demand for advanced and sophisticated medical equipment, for which U.S. manufacturers enjoy an excellent reputation. As a result, imports from the U.S. have increased from \$11 million in 1989 to \$53.9 million in 1995. There are no non-tariff barriers on the import of medical equipment and supplies from the U.S.

Most promising subsectors are in surgical appliances and supplies, surgical/medical instruments, and electro-medical equipment.

Telecommunication Services

Under a special exemption, the deregulation of the telecommunications market mandated by the EU, will not take effect in Greece until 2003. However, value-added services will be liberalized in 1997, but the state-owned Hellenic Telecommunications Organization (OTE), which has the telecommunications monopoly, except cellular telephony, will have the right of first refusal in the provision of all new services.

To meet the expected competition from private suppliers, OTE is aggressively pursuing a multi-million dollar modernization of its telecommunications network, including entry into the value-added services such as data communication, paging, cable TV, satellite communications and Internet services. The Greek cellular telephony market, deregulated in 1992, is growing rapidly. The two private cellular telephony providers have close to 150,000 subscribers, each. The licences granted to the two operators, gives them a monopoly on GSM cellular telephony until 1988. Despite the legal problems that may arise, OTE has announced the intention to proceed in the introduction of the DCS 1800 system, and has issued an invitation for a qualified operator who will provide the know-how and will have a 25 percent share in the joint-venture.

Following is a list of services with excellent market potential:

Leased circuits for the transmission of data, voice, and video, security systems links and other applications in the banking, insurance, and services sector.

VSATs (very small aperture terminals) which are used primarily for remote areas communications via satellite. Hotels, plants, multi-national or national company outlets are the best customers for VSAT services. Some of the services are:

- Transportable TV signal transmission stations
- Fast public switched data networks
- ISDN high-speed digital networks
- Paging system compatible with HERMES pan European paging system
- Videotext for graphic display applications and video conference applications
- Marine communications via satellite
- New cellular telephony applications in GSM environment

Although OTE offers some of the above services, it does not promote them sufficiently. As soon as the deregulation is put in effect, value-added services will be one of the most promising sectors.

Aircraft & Parts

U.S. import-export statistics of aircraft and parts include civilian and military sales, while equivalent Greek statistics include civilian sales only. No statistics are available on Greece's small local production. According to U.S. statistics, U.S. sales of aircraft and parts to Greece increased from \$77 million in 1994, to \$564 million in 1995. This is largely due to the delivery of helicopters by the military and law enforcement agencies.

The deregulation of Greece's civil aviation in 1993 opened the way for the creation of new private airlines. To date, the liberalization has brought a limited opening to the market for aircraft. As these airlines do not have the financial capacity to purchase, they resort to leasing.

In addition, the EU-mandated liberalization of air transportation scheduled to take effect in 1998, has spurred the government to restructure Olympic Airlines, the country's national carrier. According to the plans, during the period 1997-2003 Olympic Airlines, Greece's prime purchaser of non-military equipment, will gradually withdraw aging aircraft and take delivery of new ones. The cost of the new acquisition program is estimated to be close to be \$1.3 billion, nearly half of which will have to be obtained from the local and international money markets. Aircraft under consideration include the Boeing 737, and 767 and the Airbus A-340. Olympic needs eighteen to twenty 737s, and 4-5 large aircraft. The type and number will depend on whether Olympic will maintain or withdraw its Boeing 747s. Currently, Olympic spends \$10-15 million a year in maintaining spare parts inventory. However, the prospect that Olympic Airlines will have to relocate to the new Sparta airport when it is completed will create additional opportunities for sales to Olympic Airlines. This move has been estimated to cost \$200 million.

Other non-military market segments where purchases of aircraft and parts are expected to show increases are: firefighting, law enforcement, private and executive travel, news coverage and emergency patient transportation.

Environmental Services

The Greek market for environmental protection systems and equipment will have excellent growth potential over the next several years. The heavy concentration of the population in big

cities, the lack of a program for basic protection of the environment and the non-existence of solid waste-disposal systems, create major opportunities for waste management systems and recycling equipment. Almost the same demand exists for water treatment systems.

Despite the drastic increase in environmental pollutants, Greece has not been able to make any expenditures for environmental protection. In response to this, the EU earmarked in 1995 over \$350 million to be spent on waste management and environmental protection projects during the next five years.

Priority has been given to water treatment facilities, recycling and landfills. The following public utilities/ministries are the typical end-users of waste-water and solid waste treatment facilities:

- Major cities and municipalities
- Ministry of Interior
- Ministry of Merchant Marine
- Major Hospitals
- Public Power Corporation (PPC)
- Greek Atomic Energy Institute "Demokritos"

There is an increasing demand in the private sector for waste management systems and equipment, mainly in the following industry sectors:

- Food Processing
- Chemicals
- Plastics
- Paper processing
- Textiles
- Tanneries
- Pharmaceuticals
- Cement

Ministry of Merchant Marine and Port Police Projects

Over US \$100 million will be spent during the next five years for the modernization of the Ministry of Merchant Marine and the Coast Guard. The following projects may be of interest to U.S. companies:

- Purchase of patrol/rescue boats and helicopters (US \$28 million).
- Hardware and software networks that can satisfy all of the needs of the Port of Piraeus, the busiest port in Greece. These needs include traffic control with radars, monitoring of cargo warehouses, and providing shipping services and administration for the Piraeus Port Authority (US \$11 million).

- Installation of a large number of information systems in various other ports and the upgrade of the Ministry's system, in addition to the purchase of 25 vehicles.
- The Ministry of Merchant Marine has received approval for a pilot research project to track schools of fish in the Aegean Sea utilizing satellite technology. This project is funded under the EPEST II program of the EU. If it proves successful, it may be implemented by other European countries.

Greek Port Police contacts include:

- Rear Admiral Heracles Ousatzopoulos
Chief of the Greek Port Police
Piraeus Port Authority
2 Defteras Merarchias St.
Gr-185 35 Piraeus, Greece
Tel.: 30/1/452-0910/19
Telex: 212187 olp gr
Fax: 30/1/452-0852
- Lt.SG A. Stylianopoulos
Piraeus Port Authority (OLP)
1 K. Paleologou Street
Gr-185 35 Piraeus, Greece

Greek Telecommunications Satellite

The demand for a Greek telecommunications satellite comes from both the public and private sectors. The launching by Turkey of two Aerospatiale satellites (Turk Sat-1 and Turk Sat-2) spurred the Greek Ministry of Defense to consider a similar satellite for Greece. However, due to its high cost, a purchase decision has been delayed. The two GOG-controlled TV and radio broadcasting networks (ERT 1 and 2) have a strong interest in transmitting and receiving TV programs to and from Europe and the U.S. via satellite. The private TV station "Antenna", is already transmitting its programs to Australia, certain cities in the U.S., and Cyprus. It plans to include TV transmission to additional regions in the U.S. via Panamsat or another carrier that has a cable distribution network.

Another demanding private sector client for satellite communications is the shipping industry which feels strongly that modern telecommunications is an important tool contributing to its successful operation. The GOG built a modern telecommunication park at the Port of Piraeus where the Hellenic Telecommunications Organization (OTE) has installed a new digital network for the shipping industry. With an increasing need to communicate with its ships around the world, the shipping industry remains the number one customer for VSAT and other satellite services. Demand is also great in banking, in the state-controlled defense firms, and in the large private corporations.

GOG telecommunications and shipping industry points-of-contact are:

- Mr. Dimitris Ioannidis, Advisor
Ministry of Communications
13 Xenofontos Street
GR-105 57 Athens, Greece
Tel: 30/1/331-0506
- Mr. John Goumas, President of the Union
Mr. Nick Efthymiou, Member of the Board of Directors and Project Manager
Union of the Greek Shipowners
85 AKTI Miaouli Street
Gr-185 38 Piraeus, Greece
Tel: 30/1/429-1159
Fax: 30/1/429-1166.

Civilian Agency/Association Points-of-Contact

- Ministry of Commerce
20 Kaningos Street
Gr-101 81 Athens, Greece
Tel: 30/1/361-6240-54
Telex: 21 5282, 21-6735 dkg gr
Fax: 30/1/364-2642
- Ministry of Public Works
182 Char. Trikoupi Street
Gr-101 78 Athens, Greece
Tel.: 30/1/644-9113, 644-7324
Telex: 21 5018, 22 5259 yder gr
Fax: 30/1/642-6836
- Ministry of Transportation & Communications
13 Xenofontos Street
Gr-105 57 Athens, Greece
Tel.: 30/1/325-1211-9
Telex: 21 6369 YSYG Gr
Fax: 30/1/324-7400
- Ministry of Industry, Energy, & Technology
80 Michalakopoulou Street
Gr-101 92 Athens, Greece
Tel: 30/1/770-8615-19
Fax: 30/1/777-2485

- Civil Aviation Authority
1 Vassileos Georgiou Street
Gr-166 04 Hellenikon, Athens, Greece
Tel.: 30/1/894-4263
Telex: 214444 lgac gr
Fax: 30/1/894-7101
- Public Power Corporation (PPC)
30 Chalkokondyli St.
Gr-104 32 Athens, Greece
Tel.: 30/1/523-4301/523-0301
Telex: 216052 Dei Gr
Fax: 30/1/523-9845
- Public Petroleum Corp. (Dep-EKY)
357-359 Leoforos Messoghion
Gr-152 31 Halandri, Athens, Greece
Tel.: 30/1/650-1357
Telex: 210897 dep gr
Fax: 30/1/650-1383
- Public Petroleum Corp. (Dep, SA)
199 Kifissias Ave.
Gr-151 24 Amaroussion, Athens, Greece
Tel.: 30/1/806-9301/10
Telex: 2215-83
Fax: 30/1/806-9317
- Hellenic Telecommunications Organization (OTE)
Sub-Directorate of Supplies
OTE Building, 99 Kifissias Avenue
Gr-151 24 Amaroussion, Athens, Greece
Tel.: 30/1/123-1 or 01/611-8256
Telex: 215487 DLK Gr
Fax: 30/1/611-7456
- Greek Atomic Energy Commission
Nuclear Research Center "Democritos"
Aghia Paraskevi Attikis, Athens, Greece
Tel.: 30/1/651-3111/19, 651-8919,651-9219
Telex: 216199
Fax: 30/1/651-9180
- Hellenic Railways Corporation (OSE)
1 Karolou Street

Gr-104 37 Athens, Greece
Tel.: 30/1/524-1510
Telex: 215187 ceha gr
Fax: 30/1/524-3290

- Piraeus Port Authority
2 Defteras Merarchias Street
Gr-185 35 Piraeus, Greece
Tel.: 30/1/452-0910/19
Telex: 212187 olp gr
Fax: 30/1/452-0852
- Thessaloniki Port Authority
Organisimos Limenos Thessalonikis (OLTH)
Purchasing Department
P.O. Box 10467
Gr-541 10 Thessaloniki, Greece
Tel: 30/31/593-217
Telex: 41-2536 thpa gr
Fax: 30/31/530-729
- Institute of Social Insurance (IKA)
Directorate of Supplies
8 Aghiou Constantinou Street
Gr-104 31 Athens, Greece
Tel.: 30/1/522-2148, 523-6060
Fax: 30/1/522-9180
- Agricultural Bank of Greece (ATE)
Supplies Service
23 Panepistimiou Street
Gr-102 21 Athens, Greece
Tel.: 30/1/323-0521/7 or 323-6253
Telex: 215810 Agrobank
Fax: 30/1/329-8713
- Hellenic Radio-Television (ERT-1)
432 Messogion Avenue
Gr-153 42 Agia Paraskevi, Athens
Greece
Tel: 30/1/639-5970
Telex: 222635
Fax: 30/1/639-6504
- Hellenic Radio-Television (ERT-2)

136 Messogion Avenue
Gr-156 69 Athens, Greece
Tel.: 30/1/770-1911
Telex: 210886, 214439
Fax: 30/1/779-1917

- Customs Authority
Director General of Customs
Ministry of Finance
10 Karageorgi Servias Street
Gr-101 84 Athens, Greece
Telex: (0601) 214001 YOIK Gr
Fax: 30/1/323-2240

Doing Business in Greece

American firms interested in developing a business relationship, such as finding a sub-contractor or entering into a cooperative venture, should contact the Office of Defense Cooperation, Greece (ODC-GR), Defense Cooperation in Armaments (DCA), Bilateral Affairs Division; and the Commercial Office at the American Embassy in Athens. These offices can provide specific information on the business environment in Greece and can identify or provide background information on potential local business partners. Firms interested in selling defense products to the Greek military should contact the Security Assistance Division of the Office of Defense Cooperation.

Procurement for infrastructure projects sponsored by the North Atlantic Treaty Organization (NATO) is open to international competitive bidding. U.S. firms not already certified to participate in NATO bidding should send a resume of their qualifications to the Office of Telecommunications (Strategic Systems/NATO), Room H-1001A, U.S. Department of Commerce, Washington, D.C. 20230.

In order to supplement the efforts of local agents of American firms in Greece and to inform those U.S. firms without agents in Greece, the Commercial Office at the American Embassy in Athens reports significant tender announcements to the U.S. Department of Commerce in Washington. The Department disseminates this information electronically through its economic bulletin board and through publication in leading commercial newspapers.

Commissions

The payment of commissions to agents for both commercial and military tenders is a legal and common practice. This commission may be paid as a fixed amount or on a percentage basis, depending on the agreement between the company making the bid and its agent. Furthermore, according to Greek law, the commission must always be paid in Greece and in Drachmas. It is up to the company quoting on tenders to the public sector to decide whether or not to show the commission as a separate expense or to include it in the overall bid price. As another alternative,

a company could choose to pay the commission out of its real profits, thus lowering its bid price. In some cases, military and possibly commercial tender documents may state that no commission may be paid to an agent. In cases such as these, it is still legal to pay commissions out of the company's profits on the sale.

No commission is payable on direct U.S. Government to Greek Government sales financed by FMS credits. Commissions are payable on commercial military sales (U.S. Company to GOG) financed by FMS credits. Such commissions are subject to approval by the Government.

If U.S. companies do not include the commission as an expense item when bidding on Greek tenders, this helps to eliminate a disadvantage of the U.S. bidders vs. European bidders during the evaluation process since it is not the European custom to include this information in their bids.

U.S. Government Points of Contact

American Embassy

- Office of Defense Cooperation
DCA/Bilateral Affairs Division or Security Assistance Division
U.S. Embassy
9 El. Venizelou Ave., 5th Floor
Gr-106 71 Athens, Greece
or
PSC 108, Box 42
APO AE 09842
Tel: DCA/Bilateral: 30/1/322-5732
Security Assistance Division: 30/1/323-9657
Fax: 30/1/321-4821
- Commercial Counselor
91 Vassilissis Sophias Blvd
Gr-101 60 Athens, Greece
or
PSC 108, Box 30
APO AE 09842
Tel: 30/1/721-2951, ext. 2302/2303
Fax: 30/1/721-8660

Names, addresses, and products of selected SEKPY members are as follows:

- Elfon S.A.
30 Ikarias Street
Gr-166 75, Glyfada

Athens, Greece
Tel: 30/1/962-8212, 962-8234
Fax: 30/1/962-8539
Contact: Mr. G. Chrysos and/or Mr. D. Kemos

Electronic and telecommunication equipment for ships (including submarines) and aircraft; develops production and quality control systems.

- Matren S.A.
30 Sina Street
Gr-106 80 Athens, Greece
Tel: 30/1/362-3153, 361-8120
Fax: 30/1/360-8128
Contact: Mr. Agglos and/or Mr. Nontas Triantafillou

Spare parts for tanks and ships; upgrading of tanks; ammunition.

- Mercury S.A.
8 Sekeri Street
GR-106 74 Athens, Greece
Tel: 30/1/363-4134
Fax: 30/1/364-5885
Contact: Mr. Spanakos

Spare parts for tanks.

- Milcom S.A.
338 Tatoiou Street
Gr-510 85 Kato Kifissia
Athens, Greece
Tel: 30/1/807-3245
Fax: 30/1/807-8697
Contact: Ms. Theodosiadou and/or Mr. Psilogiannis

Telecommunication equipment; amplifiers; protective shields for antennas.

- Siber S.A.
Factory: 21st Klm of Markopoulou Avenue
Gr-194 00 Koropi, Attiki, Greece
Tel: 30/1/664-6211
Contact: Mr. Karabelas and/or Mr. Pavlis

Electronic telecommunication equipment; automatic control systems.

- Biokat

6 Aristidou Street
Gr-105 59 Athens, Greece
Tel: 30/1/686-6700
Fax: 30/1/683-0454
Contact: Mr. J. Karantzakis

Metal constructions, alternators, mining machines.

An important non-SEKPY private firm is Econ S.A. which manufactures ammunition, amplifiers, electro-optical systems, night vision binoculars, and target and laser range finders.

- Econ Industries
32 Kifissias Avenue
Gr-151 25 Athens, Greece
Tel: 30/1/682-8601
Fax: 30/1/684-1524
Contact: Mr. Dimitrios Economides