ASSOCIATION OF GREEK TOURIST ENTERPRISES

1991-2001

10 years AGTE

ATHENS 2001

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PREFACE

Ten years have past since 9 entrepreneurs of the broader tourism sector met in ELOUNDA MARE and discussed about the present and the future of Greek tourism.

There was a common belief over the fact that the state actually had failed in resolving the current problems of the sector, to plan a long-term strategy for Greek tourism which already had started to relent from the emerging international competition and to properly and timely promote the country and its tourism in the international tourism market.

It was also clear to everybody that the split trade unionism of the tourist enterprises had failed- in lack of convincing arguments -to show the importance of the contribution of tourism to the GDP, in terms of exchange earnings and employment, as well as its catalytic role in preventing the population of the border areas from leaving.

It is the securing of vested rights and the resolving of routine problems which on the contrary have constituted the monotonous content of the sector's demands. The few existing exceptions are simply justifying the rule.

It was immediately decided to activate the entrepreneurs for the unification of all tourist enterprises characterized by the high quality of their services, to an Association which would fill the gap discovered on the syndicalistic area and would try to unify the sector, express its views and represent it dynamically.

This new Association would express the views of all tourist sub sectors regarding the main and common problems of the sector but also generally those of the Greek Economy, as it at the same time would be a convincing interlocutor and adviser to the State, from which it would demand the marking out of a policy and the legislation of rules which would be offering the tourism, the role it could play in the Greek economy and the course towards the United Europe.

An Association which would stretch beyond the borders, discussing with other corresponding organizations throughout the world, examining the intentions of the European Union for the tourism of the United Europe of tomorrow and supporting the standpoints of the Greek tourism.

The economic support of such an organization would constitute a basic condition for the achievement of its aims

That was the reason which gave birth to the opening of the Association to tourism related enterprises nevertheless directly profited by the prosperity of the Greek tourism.

It was this way AGTE, the Association of Greek Tourist Enterprises was born.

During the years that followed and always through substantiated standpoints based on studies of recognized researchers and institutions, AGTE proved the real contribution of tourism to the Greek economy and society and focused its efforts on the improvement of the competitiveness of Greek tourism through the qualitative upgrading of the services.

In that purpose it organized training programmes and a series of events within the frame of "1994, Year of Quality of the Greek Tourism".

It supported each effort of upgrading the education and training of those employed within the field of tourism by financing a series of scholarships, with lectures for its members in universities and tourist-schools, by inviting prominent professors of the Universities of Cornell and Surrey through Athens Laboratory of Business Administration (ALBA) for a series of seminars for the executives of the Association's enterprises.

It has further provided its entrepreneurs with a constant flow of information on tourist issues and tourist events throughout the world and has arranged several business lunches and official dinners for politicians, publishers and journalists in order to inform them about the importance of tourism for Greece and what to expect from it.

In 1993 it became a member of the World Tourist Organization, (WTO) and since 1997 it holds one position in the Vice Presidency of the Executive Committee in the WTO Business Council.

It participates actively in all international fora related to tourism, many times as the single representative of Greece.

It does systematically follow the tourism development on European Union level and has a close cooperation with the Greek Members of the European Parliament for the improvement of the position of tourism within the governing bodies of the European Union.

It is hosting foreign journalists, politicians, diplomats and eminent personalities of art and literature, people who can be very important for the promotion of Greece.

With fixed, formed standpoints and always in the interest of Greek tourism and the entrepreneurs of the tourist sector, it has discussed with the State and never hesitated to exercise criticism, many times sharp when needed. It has never compromised or deviated from its course.

During all these years AGTE has acted complementary to the existing organizations of the tourist sector, having as its purpose to unify the Greek tourist entrepreneurs for the achievement of common aims.

It is my true belief that the Association has, through determined and persistent work, managed to achieve the aims set by its founders. During its ten years course it has always been selective as concerns its expansion in order to keep its philosophy and homogeneity intact.

It has received positive criticism and some times negative, not always well-intentioned, nevertheless it has been accepted both by the State and the entrepreneurs who are looking ahead whether they are members of AGTE or not.

This work is a result of the enthusiasm and harmonious cooperation of the Board Members, the hard and effective work of the Management and its cooperators but most of all it is a result of the dedication and brave financial support of its Members.

It is absolutely certain that AGTE will keep to its principles in the future and continue to work hard for them. It is also certain that it will adjust to the needs of the business, social and political environment as it is shaped in the European Union.

It is certain that it, under these conditions, will unify the entrepreneurs from the whole tourist spectrum, for I believe that the union of all our powers is a one- way road to the achievement of our goals.

Completing a ten years period during which I had the honour to be in charge for and to coordinate AGTE's action, I wish to thank all the friends, Members of the Board of Directors, the Members of the Association for their moral and economic support and the executives of the Association who during all those years have shared my vision for the future of the Greek Tourism.

Athens, March 2001

Spyros Kokotos

Chairman of the Board
of Directors of AGTE, 1991-2001

FOREWORD of Edition

During the ten years period between 1991-2001, the Association of Greek Tourist Enterprises (AGTE) has performed a very important work, creatively intervening in the tourist development. The summary of its work provides a very interesting and useful material so much for the Greek Tourism as for the evaluation of AGTE's work.

In the preface, Mr. Spyros Kokotos, AGTE's Chairman, is making a brief reference to the Foundation, the Aims and Action of the Association .

The first part is an approach, of the most important issues which are always engaging Greek Tourism. An approach through the standpoints and policy proposals which represents the business principles of AGTE's members.

The second part presents briefly the Association's main initiatives.

The third part is a chronicle of AGTE's activities enriched by photographic and press clipping material.

In the fourth and last part, there is a comlplete a list of the Founding Members, Boards of Directors and all the Enterprises which have joined AGTE.

This edition was realized through the cooperation of the executives of AGTE, Georgios Hamakos, Vasiliki Gionna and Liza Vlachou.

Many thanks to Georgios Argyros (Kalofolias Editions), Rita Zampeli (Goldair), Roula Saloutsi (Aegean Airlines) and Aggeliki Stamelia (Vernicos Yachts) for their valuable assistance.

Georgios Drakopoulos
General Manager of AGTE
March 2001

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STANDPOINTS

A POLICY FOR TOURISM

Concerted action between the state and the tourism sector, in addition to a relationship of common understanding, are crucial to the development of tourism in Greece. Relations between the state and the tourism industry are influenced by the views of successive governments on the tourism issue, and by the administrative structures established by them to deal with emerging international economic, political and social developments. But the Greek state's flexibility and ability to adapt to these developments appears to be lacking in comparison to that of the tourism industry, and, as a result, there are constant problems in dealing with key issues.

Since 1991, AGTE has maintained that the Greek state had turned a blind eye to the tourism industry, and had no responsible, modern or long-term policy for the future of the sector. Instead of occupying a dominant position in the waging of tourism policy, the Greek Tourism Organisation (EOT) found itself downgraded in status, either due to a lack of funds or because of its inability to play a part in the decision-making process.

A similar case can be made for successive tourism ministry heads, who also took no drastic decisions or bold measures. Instead, their role was limited to that of administration. They would usually overturn the policies of their predecessors without a previous study of the matter, their sole criterion being the possible effects or side-effects that their decisions would have in terms of political cost.

AGTE's response to this nebulous state policy was to put forward detailed views on the matter, arguing that a tourism industry operating in an environment of economic development and international competition should have a modern outlook. Starting off from the accepted logic that tourism and its related activities represent a much larger, and increasing, share of contribution to Greece's gross domestic product and to employment than do industry and agriculture, AGTE has presented the state with a variety of proposals that would stabilise this rising trend and yield important benefits.

In particular, AGTE recommended the introduction of a law providing incentives for the creation of upgraded tourist facilities. The Association also proposed the building of infrastructure, and called for measures to improve the training of tourism industry staff. Finally, AGTE recommended the introduction of advertising methods that would successfully face up to the policies of other tourist destinations currently competing with Greece.

AGTE's main concern has been to remind the Greek state that the blurring of responsibilities between EOT and various ministries is detrimental to the development of Greece's tourism sector. The Association made a clear case to the competent ministries - who is the one that maps out tourism policy, and who is the one that finally implements it?

Added to the absence of a long-term policy is the problematic execution of whatever short-term policy exists. The structure and exact part played by EOT, and by the Ministry of Development (or whatever Ministry is in charge of tourism in the absence of an independent ministry of tourism) in conducting this policy is still in question.

Tourism must be integrated into the Greek state's long term economic programme. Only thus, through the cooperation of the public and private sectors, can our tourism industry obtain a competitive advantage. There must be a quantitative and qualitative analysis of our goals, in terms of the tourism sector's contribution to GDP, to the balance of trade, and to employment, so that we can set our course and determine the role of tourism in the Greek economy and society.

THE DEVELOPMENT AND COMPETITIVENESS OF GREEK TOURISM

The success of Greek efforts for economic and social development are directly linked to the competitiveness of Greek tourism. As a tourist destination, Greece and Greek tourist entreprises are nowadays operating on a global level. They are called upon to compete against emerging, different, exotic destinations. Destinations that offer high quality, and that are often more attractive in terms of pricing.

The only way to secure long-term viability, competitiveness and profitability is to strike a good price/quality ratio in the services we provide. These services should be regularly adapted to changes in international demand. They should also be properly advertised, under a stable tourism policy that will promote our culture and protect our environment.

At the supply level, improving general and case-specific tourist infrastructure while also raising the quality norm is a necessary prerequisite. This calls for the introduction of quality criteria, and for constant controls to be conducted across the tourism industry spectrum of supply. Provision of this supply across the country should be made available depending on existing tourist facilities in each region, and with a mind to creating added value.

At the level of demand, there must be an expert monitoring of international trends and figures relevant to Greece, leading to the establishment of quantitative and qualitative goals on our part. The effect which the lengthening of the tourist season will have on the time allocation of demand will significantly improve the yield on tourist investment. It will also give the Greek countryside a boost and raise employment.

The development and competitiveness of Greek tourism are in need of a stable legal framework providing complete market liberalization, rationalistic and reciprocal taxation, efforts to combat the grey economy, and a selective encouragement of quality investment through lucrative development regulations and a cutback in bureaucracy. Constant training and specialisation of tourism professionals will give our product the added value it needs. Properly promoted, it will strengthen the competitiveness of both Greek tourism and Greece.

TOURISM & QUALITY

Quality of service, and the improvement of this quality in particular, is a concept that has come to dominate the tourism industry in recent years. The development of the sector, the level of its organisation and especially the intensification of competition on a global scale have brought the matter of Quality in Tourism at the centre of discussion.

Total quality is a basic prerequisite for growth, competitiveness and other general benefits that can accrue to Greece from the tourism industry - be they economic, social, cultural or national. Total quality in tourism translates into the provision of quality services throughout the whole spectrum of tourist activities by those directly or indirectly involved, starting from before the beginning of a customer's journey and ending after its conclusion. It is not influenced by the size of a tourist entreprise, its ranking, its location or the time period involved. Among legally-operating entreprises, it can be measured via the relation between the price and the service they provide.

AGTE reacted dynamically to the threat of a downgrade faced by the industry by proclaiming 1994 a "Year of Quality for Greek Tourism." The Association introduced quality as a term to the daily vocabulary of Greek tourism entrepreneurs and professionals. It organised congresses, meetings, educational seminars focused on the issue. AGTE spoke out on the need to upgrade infrastructure, to train employees, entrepreneurs and professionals alike. The Association also boosted the appeal of Greek tourism through a series of advertising campaigns, events, speeches and meetings.

In its membership policy, AGTE makes a candidate company's dedication to quality a basic prerequisite. It should be noted that all ISO-certified hotels in Greece are AGTE members.

In an atmosphere of intense competition currently developing in the Mediterranean region and other destinations competing against Greece, Greek tourism cannot and must not base its competitiveness purely on price, but on quality and on a good price/quality ratio.

Adherence to quality is the sole option for the development of the tourism industry and the securing of long-term viability for tourist entreprise. This is an issue that concerns us all.

TOURISM & EDUCATION

Development is inconceivable without education, and without the fostering of a professionalist ethos. Particularly in the case of tourism, a sensitive sector where experts from different disciplines and education levels interact, and where the product is addressed to individuals or groups of varying cultural backgrounds. The goal of a multi-faceted and qualitative development of the tourism industry must encompass general and case-specific education initiatives.

AGTE believes that this education initiative must begin in school and be continued in tourism academies. The fact that tourism is of not only economic, but also cultural and national importance to Greece should be continuously stressed.

The constant need of tourism entrepreneurs and employees to adapt to new trends in demand calls for the establishment of a system of continuous training. To achieve this, there must first be a survey on the current situation. This should be followed by the development of flexible educational programmes, to be implemented in cooperation with all authorities involved in the tourism field.

In spite of the efforts already made towards this end, one cannot argue that the Greek system of tourism education that currently exists is either at the desired level, or that it can quantitively and qualitively cover the tourism sector's pressing need for trained personnel. Despite the prominent position that tourism holds in Greece's overall economic activity, our country has no complete tourism courses to offer at university level.

Upgrading the provision of tourism education at university level, and organising post-graduate courses that meet the country's needs serves a national purpose, as it would also upgrade Greece's standing in the general Balkan, Black Sea and Middle Eastern region.

AGTE has taken the following steps to improve the provision of tourism education in Greece, and to keep tourism entreprise staff abreast of developments:

In cooperation with the Athens Laboratory of Business Administration (ALBA), AGTE hosts annual tourism management seminars with the participation of professors from universities of international standing.

AGTE has also organised a series of seminars on "Managing Total Quality" and "Environmental Management."

The Association organises educational trips on tourism destination management for local administration representatives.

Finally, AGTE has published educational material on implementing ISO regulations at hotels, and environmental management guidelines for tourism enterprises.

TOURISM & CULTURE

Greek tourism products must be rich and diverse in order to be competitive. Given Greece's ample cultural resources, the proper blend of tourism and culture could act as a lucrative incentive to tourists of a higher socio-economic level.

Tourism and culture can represent Greece's interests abroad in the best possible way. All parties involved in the tourism industry must come to realise that these two elements have to go hand in hand in any strategy to develop Greek tourism. The qualitative upgrading of Greek tourism must incorporate cultural characteristics.

Aiming to promote modern Greece and its cultural heritage to millions of tourists visiting our country every year, AGTE launched in 1996 a Tourism and Culture initiative involving the following actions:

- creating libraries and film/video collections at Greek hotels
- promoting Greek cooking
- promoting public relations
- publishing books and brochures on cultural initiatives
- publishing books on modern Greece
- holding exhibitions
- publishing books on cultural events

Private organisations, intellectuals and artists contributed to this initiative.

AGTE has also suggested that tourism installations provide space to exhibitions that the Ministry of Culture has been unable to house, with the cost to be borne by tourism entrepreneurs.

The Greek language, and Greek intellectual expression in general, can be utilised to promote tourism. The hosting of seasonal seminars providing courses in modern Greek, the study of Greek history at locations where important events have taken place, and archaeological research are examples of policies of strategic importance which can yield not only positive economic results, but also benefits of national importance.

It has been confirmed that young people who have come into contact with Greek culture through lessons and seminars become Greece's most ardent supporters abroad.

TOURISM & ENVIRONMENT

The exact relationship between tourism and the environment is quite difficult to analyse, and estimating the environmental impact of tourist development is even more complicated. This makes the need for a policy on tourism and the environment even more pressing.

Constantly rising demand on the part of tourists cannot always be satisfied by the limited resources of a tourist destination (particularly during the high season.) Problems arise as a result, either involving infrastructure (eg accommodation, transport networks) or the tourists themselves.

An environmental tourism policy should focus on examining and solving these problems.

Providers of tourist services should be aware of their responsibility to tourist-consumers, to local inhabitants, and to the environment. The size of tourist entreprises should be set by studying the maximum carrying capacity of a destination. Particular emphasis should be placed on the aesthetic look and decoration of buildings, which should be representative of local architecture and culture. Furthermore, the cost of environmental protection should be incorporated in any plans to build new infrastructure, and the appropriate funds should be set aside for this purpose.

Long-term viability and the profitable operation of tourist entreprises are sometimes at odds with environmental protection. But these entreprises must realise that protecting the environment is a necessary prerequisite for survival. A good environmental policy also raises tourist satisfaction and ensures company profitability.

The public sector must also recognise the importance of the environment as a factor that influences tourism strategy, determines the selection of locations for tourist development, and sets a limit on this development. An evaluation of the impact of tourism on the environment could be carried out through an input-output model similar to that used to calculate economic impact. Such a model would track the relationship between tourist demand and environmental degradation. Analysts will certainly be faced with a challenge, since it is very difficult to create environmental indices for every sector of the economy, and to set up a model of environmental interaction with the whole economy and tourism in particular. Yet it remains a necessary requirement for rationalistic tourist development.

In addition to its proposals on tourism and the environment, AGTE has organised a series of meetings and seminars on the issue, and has published brochures with instructions on the environmental management of tourism entreprises.

PROMOTING AND ADVERTISING GREEK TOURISM

Both the public and private sectors recognise the need for continuous promotion of Greek tourism on the international market through an advertising campaign that will be part of a wider marketing strategy. It is a well-known fact that Greek tourism is usually promoted without prior market research. Funds allocated to advertising are usually insufficient, and deadlines are not adhered to. The effectiveness of such campaigns is thus reduced, and fewer visitors are brought in as a result.

In 1994, AGTE called for the establishment of a five-year Marketing Plan. The logic behind this proposal was that a campaign that does not focus on clear goals and specific target markets, or one that offers few incentives and merely concentrates on cost, is ineffective. The Association's proposal analysed the advantages of such a Marketing Plan, and set out target requirements and a methodology. It also stressed that the advertising campaign must be continuous (at least over 3-5 years) and consistent (there should be no changes in logos and mottos, as this would reduce the time available for the message of the tourist product's quality and importance to sink in.)

Unfortunately, AGTE's proposal ultimately won little approval in excess of the initial praise that followed its publication, and was not implemented. The Association returned with another advertising proposal in 1997. Taking the latest international developments and trends into account while also considering the needs of the Greek tourism industry, AGTE proposed that a limited liability company be formed through public and private-sector participation to handle the task of advertising and promoting Greek tourism.

The proposal specified that the funds for this company should come from both state and private resources, particularly from entreprises that benefit from tourist activity. It also stressed that the company's management be run by professionals to ensure a solid technocratic framework and enhance flexibility. Once again, however, the state hesitated, and the ineffectiveness of subsequent advertising campaigns - when actually held - is a fact. Their shortcomings are particularly glaring when measured against campaigns carried out by competitor-countries.

When Greece undertook to organise the 2004 Olympics, AGTE was quick to point out that this event offers a unique opportunity to promote and further the interests of Greek tourism. Taking advantage of the tourist aspect of the Games is obviously a matter of communication, first and foremost. Aware of the prior practice of other countries that linked the promotion of their tourism with the Olympic Games, AGTE has been asking for similar steps to be taken in Greece since April 1999. Such action has sadly not been taken until now. As a result, Greece risks becoming the first country, and Athens the first city, threatened by a fall in tourist

numbers in spite of hosting the Olympics.

As part of its own efforts to promote Greek tourism, and thanks to the contribution of its members, AGTE invites to Greece every year a great number of foreign journalists and personalities from international political, economic, and social circles. The Association has also set up a hospitality programme for foreign students following Greek language courses abroad, in order to promote our country, our language and our culture.

At an international level, AGTE is a participant of every world forum that has a bearing on Greek tourism, in many cases as Greece's sole representative. The Association has been a member of the World Tourism Organisation (WTO) since 1993, and has occupied one seat at the Vice-Presidency of the WTO Business Council since 1997. AGTE is also a member of the International Hotel & Restaurant Association (IH&RA), and cooperates with the World Travel & Tourism Council (WTTC), the European Tourism Action Group (ETAG) and the Association for the Monetary Union of Europe (AMUE).

AGTE has also developed links to counterpart organisations in other countries - such as the Association of Cypriot Tourist Entreprises (STEK), the Turkish Tourism Investors Association (TYD), the Egyptian Federation of Tourist Chambers (EFTC), the Confederacao do Turismo Portugues (CTP) in Portugal, the Bundesverband der Deutschen Tourismuswirtschaft (BTW) in Germany, and Australia's Tourism Task Force (TTF).

The purpose of these contacts is to foster exchanges of information and expertise, and to promote Greek tourism entreprise and the tourism industry as a whole.

AIR TRANSPORT AND AIRPORT GROUND FACILITIES

On the one hand, the trends and prospects of international tourist demand, and the location of Greece in relation to countries that act as the main sources of tourism, and the constantly rising demand for short-term vacation on the other, have turned air transport into a key factor for the development of tourist destinations and entreprises.

Regardless of government, the policy of the Greek state on air transport has always been limited to half-measures, and the postponement of any serious discussion of major concerns. The matter has never been examined in free market or competition terms, to the detriment of the Greek economy, society, and naturally the tourism industry as well.

In general terms, Greece's air transport policy must be detached from policies put in place to benefit the imaginary interests of Olympic Airways, thus ceasing to cause problems to other carriers, be they domestic or foreign. State protection of Olympic Airways has stifled the company's rationalistic growth to this day. It has also driven many carriers from Greece, and has discouraged others from using Greek airports, a development that has had a negative impact on our tourism industry and economy.

Under a free market framework that encourages healthy competition, the Greek state should cease to regard Olympic Airways as a 'national' carrier entitled to benefits and selective treatment that enable it to enjoy an unfair advantage over other companies both in terms of air transport but also ground handling.

It is obvious that this policy endangers the viability of emerging private carriers who have contributed to an increase in air traffic, have visibly improved the quality of service, have helped cater to the needs of other Greek cities, and who have created thousands of new jobs.

The state of Greek airports and the level of services rendered is not only what is should be, but actually forms the source of most passenger complaints. The fact that, until May 2000, only 290.5 billion drachmas of about 448 billion yielded by an airport modernisation tax (TEAA) had been put to proper use, merits investigation.

The breaking-up of closed-shop practices in the ground support sector has so far proceeded at a snail's pace in the interests of protecting Olympic Airways. As a result, Olympic has been able to abuse its dominant position in the market, holding as it does a monopoly over ground support services at most Greek airports. This has a negative impact on both the quality and the cost of service. It also seriously hampers the development of new firms and prevents the creation of new jobs.

It is doubtful whether the new 'Eleftherios Venizelos' Athens International Airport will be able to act as a hub between Europe and Asia/Africa due to its highly uncompetitive rates. This

in itself threatens to sharply reduce the number of foreign tourists flying in. But this development also threatens to increase domestic flight costs, reducing domestic tourism and hampering the development of the Greek countryside.

AGTE believes that the only way to increase the number of Greek airport users is through a lucrative Open Skies price policy, and via the granting of indiscriminate passenger and commercial rights to all carriers.

In its ten years of action, AGTE has proposed that a general air transport plan be drawn up as part of Greece's tourism policy. The Association has also repeatedly:

- called for measures to improve the country's airports
- requested the introduction of free market policies to promote an environment of healthy competition.
- argued for the need for change at Olympic Airways and in the preferential treatment it enjoys, backing up its arguments with facts
- pointed out the problems plaguing the air transport sector
- presented proposals on making the TEAA tax more productive

MARINE TOURISM

Given Greece's geographical position and ground morphology, marine tourism obviously has an extremely important role to play and can make a significant contribution to the country's tourist development. Marine tourism is one of the most important aspects of the product-mix offered by Greek tourism, and it is also one that is addressed to a higher socio-economical class of tourist. In addition, the development of marine tourism has much to offer to the development of Greek island territory as a whole.

As regards coastal shipping, a wise development policy would concentrate on opening up sea lanes to competition, providing well-trained staff, improving port facilities, and upgrading the level of service, while also holding broad talks with the competent authorities on the present situation and future prospects of coastal shipping.

At cruise level, the uniqueness of the Greek sea front offers an important comparative advantage over other destinations. This advantage should be enhanced by opening up the market, creating quality infrastructure and establishing a link to other forms of tourism.

With respect to yachting, this form of tourism cannot evolve without an expansion of the tourist port network and a provision of quality support services.

In the past ten years, the introduction of new vessels has demonstrated the effectiveness of Greek marine tourism entreprise, and its ability not only to survive, but also to flourish in an environment of fierce international competition.

This success can have even better results for Greece, provided it is assisted through the introduction of a proper legal framework on the development of marine tourism.

It is certain that we will witness important developments in this sector in the coming decade. Turning our comparative advantage in marine tourism into a competitive one to benefit our country's prosperity and progress is a task that should motivate us all. Many new jobs can be created in this field, and we believe that Greek shipping concerns are capable of dominating Greek waters in the future.

HIGHLIGHTS

1991

FOUNDATION OF AGTE

On the October 31st, 1991 nine hoteliers, namely Mr. N. Metaxas, Mr. N. Daskalantonakis, Mr. T. Grigoriadis, Mr. N. Aggelopoulos, Mr. S. Voulgaris, Mrs. N. Kapsis, Mr. I. Sbokos, Mrs. T. Mamidakis and Mr. S. Kokotos met after the invitation of Mr. S. Kokotos, in Elounda Mare Hotel to discuss and examine the present and the future of Greek Tourism, the relation between State and Tourist Enterprises, the efficiency of the Trade Union Organizations of the broader tourist sector as well as the ability and the intention of the State to resolve the lasting problems of this sector.

The accumulation of all these problems for a long period of time, the State's failure in financing basic tourist infrastructure projects due to the extended economic crisis and the inactivity of the Trade Union Organizations, are all factors which are threatening to degrade the country's tourist product in the near future, lessen its competitiveness in comparison to the neighboring markets and finally lead to a gradual marginalization of our tourism in the Mediterranean area.

We were consequently led to the decision of attempting to activate the entrepreneurs of the broader Tourist Sector. An activation expressed through the unification of sound and vigorous Tourist Enterprises from the whole country, from the entire spectrum of tourist activities such as hotels, travel agencies, car rental companies, cruisers, yacht rentals but also any other directly or indirectly Tourist related Enterprises.

Minutes from the Meeting of the 31/10/91 in Elounda

1992

Community Action Plan for Tourism

AGTE submitted substantiated proposals to the Ministry of National Economy and to the GNTO regarding the Community Program "Balanced Development on Tourism-IV"

The position of Tourism in the National Economy

In the purpose of pointing out and promote the importance of Tourism, AGTE presented a study showing the potential of the sector and its contribution to the national economy, the regional development and the employment.

Productive use of the local taxes and the tax for the modernization of airports

By unifying the views of the representatives of the Tourist sector and by a profound study of those two important issues, AGTE submitted its proposals for the return and productive use of the taxes.

A. Papandreou, President of The Panhellenic Social Movement, PA.SO.K.
Meeting with AGTE's Board of Directors in Ekali, February 1992

"AGTE will, by activating the tourist entrepreneurs and by realizing its aims, contribute to the promotion of tourism and the recovery of the Greek economy".

1993

TOURIST BILL

Within the framework of the discussion for the Tourist Bill, AGTE submitted a complete point- by- point bundle of remarks and proposals covering all tourist activities.

2nd CSF

AGTE submitted proposals within the frame of the 2nd Community Support Framework with the keystones of the acknowledgement of the importance of tourism in the Greek economy, the best allocation of grants and administration of resources for the development of tourism in Greece.

Tourism: Development and Problems

In continuance to the previous study of 1992, the Association presented a further analysis of the contribution of tourism to the Greek economy, with special reference to the development and the problems, making at the same time an estimation of the State receipt losses from the non-registered accommodations.

Tourism and Balance of Payments

This study is referring to the contribution of tourism in the Country's Balance of Payments. It contains an evaluation and presentation of the inflow of exchange earnings deriving from tourism and the importance of its contribution to the national income, employment and regional development.

Competitive analysis of the Spanish Tourist Product

For the improvement of the Greek Tourist Product's competitiveness, AGTE studied the Strategy of Spanish Tourist Marketing coming to very important conclusions and proposals for Greece.

A. Doxiadis, Chairman of GNTO
Letter, March 1993

"Within the short period of two years from its foundation, the contribution of AGTE to Greek Tourism has really been important".

1994

Year of Quality for Greek Tourism

Having the quality upgrade of tourism as its main aim and through the sensitization of all parts involved, AGTE announces 1994 as "The Year of Quality for Greek Tourism" and through a series of actions (meetings, conferences, campaigns) AGTE is stressing the importance of quality in Greek Tourist Enterprises, Tourist Professionals and Public Institutions involved with tourism.

Development Law and Taxation Bill

The provisions of the Development Law 2234 (establishment of Areas of Intergrated Tourist Development, modernization of accommodations, investment grants for special forms of tourism) were expressing AGTE's philosophy about qualitative upgrading and serious investment initiatives.

AGTE submitted proposals about the Taxation Bill for the improvement of the investment-enterprising climate and the rationalization of the taxation system.

Tourism and Environment

Within the effort of cultivating an Environmental conscience among the Tourist Enterprises and in cooperation with the Association of German Tourist Agencies, AGTE published and distributed a leaflet in Greek with the Subject: "Instructions of environmental management for Tourist Installations"

N. Skoulas former Minister of Tourism
Speech, April 1994

"AGTE's announcement of 1994 as "The Year of Quality for Greek Tourism" is a timely accurate initiative taken in a critical period for the country"

1995

Green Paper for the European Tourism

The basic philosophy of AGTE's standpoints regarding the Green Paper was the upgrading and the support of tourism in the countries of the European Union.

These standpoints were supported in the European Parliament (Tourism Intergroup) in specific and analytical proposals.

Action plan for the upgrading of Quality of Greek Tourism

An action plan in cooperation with Horwath Consulting was elaborated, contributing decisively in the forming of proposals for the qualitative upgrade of the Greek Tourism so much as concerns the handling of immediate quality issues as for the long-term planning of a quality policy for the Greek Tourism.

AeTOs (Insurance covering Tour Operator's bankruptcy)

In cooperation with Phoenix Insurance Company, AGTE created an advanced insurance programme for the covering of the Greek Tourist Enterprises against Tour Operator's bankruptcy.

Qualitative Improvement of the Airports

AGTE presented a study about the situation of the airports and proposed, through a Memorandum to the Competent Authorities, specific resolutions of fast intervention for the improvement of the appearance and the services during the high season.

St. Manos, ND, Member of the Parliament
Meeting with AGTE's Board of Directors

" I have been following AGTE since its foundation in 1992 with a great interest. This is something new because it is bringing together all the Enterprises involved within the Tourist Industry, and finally because I can see an emphasis on quality. How I wish I could relate everything Greek to quality".

1996

Tourism and Culture

The development strategy of the Greek Tourism can connect the qualitative upgrading to a Greek culture centricity. The Greek Tourist Enterprises as Greek "beehives of culture" but also the natural and cultural environment are the levels towards which AGTE proceeded when it was forming proposals for the connection between Tourism and Culture.

Income losses due to "non- registered" accommodations

AGTE presented a study and pointed out the negative effects of the operation of non-registered accommodations, making an approach of the extend of the Grey economy and the State receipt losses.

Green Globe - Initiative for the Environment

AGTE arranged, in cooperation with the Green Globe (the Department of Environment of the World Travel Tourism Council) an educational seminar with the subject: "The Environment as a Business Issue for Tourism" with the purpose to inform and obtain know-how for environmental activities in tourism.

AGTE on the Internet

AGTE was the first of all tourist Associations to be on the Internet with its members, promoting Greek Tourism through new technologies (www.sete.gr).

Environmental Audit

Within the frame of its actions for the environment, AGTE created a programme supplying special consulting services in purpose to inform about and apply innovations on the infrastructure of the buildings, management and operation of a Tourist Enterprise. Innovations which will not only lead to a better environmental efficiency but also to economic benefits.

K. Simitis, Prime Minister of Greece
Message to the Annual General Meeting of AGTE, May 1996

"A sound tourist development should not only be dealt with as another source of invisible income but as a National issue. The Public and the Private Sectors coming together and jointly mapping out a mid- long term tourist policy will constitute the "vehicle" with which our country will pass to the next century of development and prosperity"

1997

Foundation of a joint stock Company for the promotion of Greek Tourism

The proposal is pointing out the need of a detailed and profound research and analysis of the way with which the advertising campaign should be carried through and the ways of financing it. It considers the cooperation between the Public and the Private Sector as necessary and suggests ways of financing the activities of promotion through the tax returns and the economic contribution of all the enterprises which are directly or indirectly being activated within the tourism.

Classification of Hotels in "Star" Categories

Having the improvement of the competitiveness as its aim AGTE proposed the creation of a classification system of hotel accommodations which will secure the recognition and comparison on basis of the descriptive harmonization of International standards.

Social Dialogue

AGTE took stand and submitted proposals for the development in the frame of the social dialogue (private and public investments, financial sector, problematic enterprises, efficiency of the Public Corporations and Organizations (DEKO), collective bargaining, working hours and fees, the total wage bill of labour, part-time employment, sensitive social groups a.s.o).

Winter Tourism

AGTE presented a research related to the development of Winter Tourism in Cyprus, while it also made proposals about the prolongation of the tourist season in Greece.

AGTE at the Vice Presidency of the WTO's Business Council

AGTE was elected as one of the Vice Presidents of the Executive Committee of the WTO's Business Council (WTOBC).

V. Papandreou, Minister of Development
Annual General Meeting of AGTE, April 1997

"We need to encourage and develop the entrepreneurial spirit, to create a new business culture in Europe and Greece. We should develop a new perception about the tourism, a perception based on the search of quality and variety as well as on the protection of our natural and cultural heritage".

1998

Foundation of the Task Force for Ideas and Action (SID)

SID was created in order to achieve a more substantial intervention within the field of tourism by activating young, dynamic, well-educated and well trained executives and entrepreneurs.

Institutional Framework of Coastal Navigation

AGTE stressed the need of reforming the institutional framework of the Coastal Navigation by supporting a free market and lessen State interference.

The Tourist Development of Turkey

In the frame of constant research and study of the competitive destinations, AGTE carried out a research in Turkey, recording the development and the prospects of the Turkish tourism.

The Financial Situation of the Greek Tourist Enterprises

In cooperation with the Foundation for Economic and Industrial Research (IOBE), the Association evaluated the financial situation of the Greek Tourist Enterprises on basis of the analysis of the figures of their balance sheets and the current economic situation.

D. Bakogianni, New Democracy, Member of the Parliament
Annual General Meeting of AGTE, March 1998

"The initiative of your Association could be characterized as a milestone, as it is the first step towards the dialogue between the two main parties and the productive forces of the tourist activity. Maybe will such a procedure of dialogue and constructive exchange of views, proposals and ideas,constitute the spark for settling it for the good of the Greek Tourism".

1999

EURO and Tourist Enterprises

In cooperation with the Association for the Monetary Union of Europe and the EFG Eurobank, AGTE undertook the initiative of publishing a detailed preparation guide titled:" EURO and Tourist Enterprises", in Greek and distributed 15000 copies to Tourist Entrepreneurs and professionals.

Cooperation with the Organization of Local Government OTA

In the framework of developing a cooperation between the Public and the Private Sector and acknowledging the importance of the Local Government to tourism, AGTE organized an educational trip to Costa Del Sol, Spain, for 17 Mayors of tourist municipalities, for information on issues concerning planning and administration of tourist destinations.

3rd Community Support Framework (CSF)

AGTE proceeded to the elaboration of standpoints related to the lines of the measures and actions for the 3rd Community Support Framework and their presentation to the Ministry of Development, the GNTO and other Organizations and Enterprises, for the efficient planning of the 3rd CSF. AGTE pointed out the need of a special sectoral and independent sectoral programme of tourism, independent unit of realization of works and removal of the poor incentives of the Development Law.

The Olympic Games 2004

On basis of the obvious importance of the Olympic Games of 2004, AGTE assigned the Foundation for Economic and Industrial Research (IOBE) to carry out a relative study, stressing that our main concern must be to maximize the benefits through coordinated marketing actions concerning the tourist destination Greece before and after the Games.

Upgrading of the Tourism in the Institutions of The European Union

AGTE and the Greek EU members of the European Parliament's Committee of Regional Tourism Policy and Transport are constantly in contact in the purpose of mutual information and cooperation for the upgrading of tourism within the Institutions of the European Union.

E. Venizelos, Minister of Development
Annual General Meeting of AGTE, March 1999

" The upgrading of the quality in Hotel Installations, supplementary accommodations, entertainment spaces, congress centers and exhibition spaces will not be enough if there isn't a broader infrastructure to show of all the above or in any case to not undermine them. Those broader infrastructures are infrastructures which concern the State".

2000

The taxation on Tourism

In cooperation with Athens University of Economics Research Center, AGTE carried out a study for the taxation of Tourism, examining the Taxation of the Tourist Product on both National and International level and submitted proposals for a fair and returning taxation of the Greek Tourist Enterprises.

Employment and Tourism

AGTE and the Aegean University introduced a research which is expected to be completed in the middle of 2001 concerning the employment within the Tourism, in order to submit to the State a scientifically documented approach which will allow the estimation and observance of the employment deriving from Tourism on annual basis.

World Travel & Tourism Council (WTTC)

Inaugurating the official cooperation with the World Travel and Tourism Council, AGTE organized an International meeting with the subject" Tourism and Employment". The WTTC was founded in 1990 and constitutes one of the most important representatives of the Private Sector on world level. Its aim is the close cooperation with Governments for the upgrading of tourism all over the world and the constant creation of new employment positions within this field.

Turkish Tourism Investors Association (TYD)

In the frame of improvement of the Greek-Turkish relations, AGTE has developed a cooperation with TYD, contributing to the development of a climate of mutual understanding and the creation of proper conditions for business cooperation.

The Aegean University

AGTE began an active cooperation with the Aegean University with the purpose of a mutual support of research activities and the connection between the University community and the Business community.

A. Diamantopoulou, EU Commissioner
Anual General Meeting of AGTE, March 2000

" If they who are responsible for the decision making within the Private and the Public Sectors took advantage of the possibilities of developing the Tourist Industry in the 10 following years, the contribution of tourism to the GDP of the EU and to the employment would increase 2,5%-4% and 1%-1,5% respectively on annual basis".

CHRONICLE

1992

January 1992

- Press Release with the subject: "AGTE and the Greek Tourism"
- Presentation of AGTE's study: "The standpoints of Tourism and its contribution to the National Economy"
- Meeting of AGTE's Board of Directors with the Chairman of the GNTO Mr. M. Raphail and the Secretary General of the GNTO Mr. K. Pylarinos

February 1992

- Meeting with the Head of the main Opposition Party and President of PA.SO.K Mr. A. Papandreou
- Meeting with the Minister of Merchant Marine Mr. A. Pavlides. Subject of Meeting: " Marine Tourism and Transportation"

March 1992

- Press conference with the subject: " Official announcement of the purpose of AGTE's foundation and its objectives"

April 1992

- Letter to the Minister of Economics Mr. G. Palaiokrassas with the subject of: "The Reconsideration of the rates of amortization for the Tourist Enterprises"

May 1992

- Regional meeting of AGTE on Corfu island
- Official Meeting with the Prime Minister Mr. K. Mitsotakis
- Meeting with the Minister of National Economy Mr. St. Manos
- Meeting with the Undersecretary of National Economy Mr. Chr. Dousis
- Presentation of Study: " Facts about the development of Greek Tourism"

June 1992

- Meeting with the Vice President of the Government Mr. Tz. Tzanetakis and with the Undersecretary of National Economy Mr. A. Tsiplakos
- Regional meeting of AGTE on the island of Crete

July 1992

- Conference:" Second and third generation of Entrepreneurs and the role they are called to play in Tourism"

1991

October 1991

Foundation Meeting in Elounda

τουρισμός

ΑΠΟΦΑΣΙΣΤΙΚΗ ΠΑΡΕΜΒΑΣΗ ΕΠΙΧΕΙΡΗΜΑΤΙΩΝ ΣΤΟΝ ΤΟΥΡΙΣΜΟ

Δυναμική πρωτοβουλία για την αναβάθμιση και την ανάπτυξη του τουρισμού στην Ελλάδα, υπό την ευρύτερη έννοιά του ανέλαβε ισχυρή ομάδα επιχειρηματιών απ' όλους τους κλάδους του τομέα.

Η κίνηση αποβλέπει στην ίδρυση Ενώσεως Τουριστικών Επιχειρήσεων Ελλάδος, και κατά το σκεπτικό του προκαταρκτικού ιδρυτικού εγγράφου, επεβλήθη από την κατάσταση που έχει δημιουργηθεί λόγω της αδυναμίας της πολιτείας να χαράξει μια υπεύθυνη, μακρόπνοη και σύγχρονη τουριστική πολιτική και της αδυναμίας των επαγγελματικών οργανώσεων όλων των κλάδων του τουρισμού να προωθήσουν τα ιρέχοντα προβλήματα, να μελετήσουν μελλοντικούς στόχους και να τεκμηριώσουν τις θέσεις του κλάδου.

Στην Ενωση Τουριστικών Επιχειρήσεων Ελλάδος θα μετάσχουν εκπρόσωποι από μεγάλες μονάδες όλων των κλάδων του τουρισμού, ξενοδοχείων, τουριστικών πρακτορείων, κρουαζιερών, αεροπορικών εταιριών και εταιριών ενοικιάσεως θαλαμηγών και αυτοκινήτων. Μεταξύ άλλων, στην κίνηση συμμετέχουν οι κ.κ.: Μεταξάς Νίκος (Creta Maris - Silva Maris), Δασκαλαντωνάκης Νίκος (Crecotel), Καψή Ντία (Astoria Ξενοδοχεία Καψή), Αγγελόπουλος Νίκος (Cretan Village - Knossos Royal Village), Γρηγοριάδης Τηλέμαχος (Grigodiadis Group of Hotels - Palini Beach - Athos Palace - Creta Star), Μαμιδάκη Τζίνα (Minos Palace - Minos Beach - Arina Sand - Candia Park Village), Σμπώκος Ιωάννης (Creta Sun - Agapi), Βούλγαρης Στέφ. (Aeolos Beach), Κοκοτός Σπύρος (Elounda Mare - Porto Elounda Mare), Ιωάννου Δάκης (Intercontinental Hotel), Μουσαμάς Αντ. (Holiday Inn - Hellenic Palace), Κουλουβάτος Χρήστος (Amalia), Μίτσης Κων. (Norida - Ramira Rinela), Αργυρού Ντέτα (Poseidon Club), Σεφεριάδης Στέλιος (Sun Wing Hotels Hellas - Corcyra Beach Hotel), Γ. Καραγιάννης & Βρούχος (Ελληνικά Ξενοδ. Αιγαίου), Δρακόπουλος Σπύρος (Marbella).

- Από τις αεροπορικές εταιρίες: Γκολέμης Στυλιανός (Πρόεδρος Ενώσεως Αεροπορικών Εταιριών).
- Από ενοικιαζόμενα θαλαμηγά σκάφη: Βερνίκος Γιώργος (Vernicos Yachts).
- Από τα ενοικιαζόμενα αυτοκίνητα: Βασιλάκης Θ. (Hertz), Καμμένος Ηλίας (Η. Καμμένος ΑΕ).
- Από πρακτορεία: Παπακαλιάτης Εμμ. & Μιχ. (Ζευς), Τσιλίδης Γ. (George S Travel), Τσαλδάρης Αρ. (Horizon Travel), Χολέβας (Cruise Club Holidays), Κουλουβάτος Κων/νος (Hermes en Grece Chat Tours).

Οπως διευκρινίζεται από τους ιθύνοντες της κινήσεως, η δημιουργία της Ενώσεως δεν αποτελεί αιχμή εναντίον των επαγγελματικών οργανώσεων του κλάδου, αντιθέτως όλα τα μέλη της νέας Ενώσεως παραμένουν στις οργανώσεις τους και αποσκοπούν να τις βοηθήσουν ηθικά και υλικά, ώστε να αξιοποιήσουν την πείρα και το κύρος τους. ■

1992

January 1992

- Press Release with the subject: "AGTE and the Greek Tourism"
- Presentation of AGTE's study: "The standpoints of Tourism and its contribution to the National Economy"
- Meeting of AGTE's Board of Directors with the Chairman of the GNTO Mr. M. Raphail and the Secretary General of the GNTO Mr. K. Pylarinos

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July 1992

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τουρισμός

ΕΝΗΜΕΡΩΣΗ ΤΗΣ ΠΟΛΙΤΙΚΗΣ ΗΓΕΣΙΑΣ ΑΠΟ ΤΟΝ ΣΕΤΕ

ΠΡΩΤΟΒΟΥΛΙΑ ΤΟΥ ΣΥΝΔΕΣΜΟΥ ΓΙΑ ΕΠΕΝΔΥΣΕΙΣ ΣΤΗΝ ΑΛΒΑΝΙΑ

August 1992

- Letter to the Undersecretary of Economics Mr. M. Galenianos with theses and proposals concerning the Municipal taxes.

September 1992

- Memorandum to the Minister of National Economy Mr. St. Manos and the Commander of the Civil Aviation Authority (YPA) Mr. St. Ledakis with the subject of imposing airport taxes.

October 1992

- Regional meeting/Press conference in Northern Greece
- Official dinner with the Secretary General of the Ministry of Northern Greece Mr. I. Tsalouchidis

November 1992

- Participation in the 8th Tourist Exhibition "Philoxenia"
- Press Release of AGTE: " Frequent changes of the heads of Tourism"
- Proposal of AGTE, concerning the Community Action Plan for Tourism

December 1992

- Presentation of study: "AGTE's proposals for the allocation and administration of resources concerning Tourism from the 2nd Community Support Framework"
- Meeting with the Chairman of GNTO Mr. M. Raphail

Meeting with the Prime Minister Mr. K.Mitsotakis

1993

First Annual General Meeting of AGTE

τουρισμός

ΠΕΡΙΣΣΟΤΕΡΑ ΚΟΝΔΥΛΙΑ ΔΙΕΚΔΙΚΕΙ Ο ΤΟΥΡΙΣΜΟΣ

ΟΙ ΠΡΟΤΑΣΕΙΣ ΤΟΥ Ξ.Ε.Ε. ΚΑΙ ΤΟΥ Σ.Ε.Τ.Ε. ΓΙΑ ΤΟ ΠΑΚΕΤΟ ΝΤΕΛΟΡ ΙΙ

January 1993

- First Annual General Meeting of AGTE
- Presentation of the study: " Tourism: Development and Problems"
- Meeting of AGTE's Board of Directors with the Chairman of the GNTO Mr. A. Doxiadis and the Secretary General of the GNTO Mr. I. Agglos

February 1993

- Press Release with the subject: "Greek Tourism 1993"
- Presentation of AGTE's proposal on the subject of: "The announcement of year 1994 as "Year of Quality for Greek Tourism"
- Press release with the subject: " Decision of the Minister of Commerce about the plastic table clothes"
- Proposals to the Undersecretary of the Ministry of National Economy Mr. Th. Kassimis, the Chairman of the GNTO Mr. A. Doxiadis, the Secretary General of the GNTO Mr. I. Agglos on the subject of: " Specifications of golf courses"
- Proposal to the GNTO on the subject of: " Specifications of Therapeutic Tourism"
- Proposal to the GNTO on the subject of: "Elaboration of study of strategic planning for the development of qualitative tourism in Greece"
- Memorandum to the Undersecretary of the Ministry of National Economy Mr. Th. Kassimis, the Chairman of the GNTO Mr. A. Doxiadis, the Secretary General of the GNTO Mr. I. Agglos with the subject of :" The Regulation of the Civil Aviation Authority concerning Community transports"
- Meeting with the Minister of Culture Mrs. D. Bakogianni

March 1993

- Proposal of study in the Prefecture of Northern Greece on the subject of: "The Tourist development of Northern Greece"
- AGTE's proposals to the Minister of National Economy Mr. St. Manos, the Undersecretary of the Ministry of National Economy Mr. Th. Kassimis, the Chairman of the GNTO Mr. A. Doxiadis and the Secretary General of the GNTO Mr. I. Agglos on the subject of: "The Tourist Bill"
- Meeting with the Undersecretary of the Ministry of National Economy Mr. A. Tsiplakos
- Meeting with the Undersecretary of Economics Mr. M. Galenianos
- Memorandum to the Prime Minister and Undersecretary of the Ministry of the Aegean Mr. K. Mitsotakis with the subject of : "The development of Tourism with the new Community Support Framework"
- AGTE joins the World Tourism Organization (W.T.O) as an Affiliate Member
- Publication of the first issue of AGTE's magazine.

April 1993

- Letter to the Minister of National Economy Mr. St. Manos, Undersecretaries of National Economy Mr. A. Tsiplakos and Mr. Th. Kassimis, the Chairman of the GNTO Mr. A. Doxiadis, the Secretary General of the GNTO Mr. I. Agglos and the Tourist Committee of the Ministry of National Economy, with the subject of: "AGTE's proposal outline for the allocation and administration of the resources concerning the Tourism from the 2nd Community Support Framework"
- Memorandum to the Minister of Economics Mr. St. Manos and the Undersecretary of Economics Mr. M. Galelianos, with the subject: "Amendment of provision referring the taxation of the overrating from the sale of property"
- Letters to the Undersecretary of the Ministry of National Economy Mr. Th. Kassimis, the Chairman of the GNTO Mr. A. Doxiadis and the Secretary General of the GNTO Mr. I. Agglos with the subject of : "The fencing of beaches on tourist units which are providing high quality services"
- Meeting with the member of the Council of Economic Experts (SOE) and coordinator of the Community Support Framework Mr. I. Drossopoulos
- Actions for the exception of the imposing of fine for the water over-consumption in the hotels of Athens

Τουρισμός

ΤΟΥΡΙΣΜΟΣ ΚΑΙ ΕΟΚ

• ΕΙΔΗΣΕΙΣ • ΝΟΜΟΘΕΣΙΑ • ΟΔΗΓΙΕΣ
• ΠΡΟΓΡΑΜΜΑΤΑ • ΣΤΑΤΙΣΤΙΚΕΣ

ΠΡΟΤΑΣΕΙΣ ΤΟΥ ΣΕΤΕ
ΓΙΑ ΤΟ ΚΟΙΝΟΤΙΚΟ ΣΧΕΔΙΟ ΔΡΑΣΗΣ

May 1993

- Meeting of AGTE's Board of Directors with the Undersecretary of National Economy Mr. Th. Kassimis with the subject: "Subsidy of the Hotels of Northern Greece"
- Letter to the Minister of National Economy Mr. S. Manos, the Undersecretary of National Economy Mr. Th. Kassimis, the Chairman of the GNTO Mr. A. Doxiadis and the Secretary General of the GNTO Mr. I. Agglos with the subject:" Observations and Proposals concerning the tourist bill"
- Regional meeting of AGTE in Athens
- Meeting with the Manager of the Hellenic Productivity Center, ELKEPA Mr. Th. Kamprelis
- AGTE's Proclamation of the granting of scholarships for attending the Hotel Management Tourism studies Programme on the Centre International de Glion, Grece
- Letters to the Prefectures of Eastern Macedonia and Thrace and Northern Aegean on the subject of: "Tourist development of the regions"
- Presentation of a complete file of proposals regarding Investments to the Evaluation Committee of the Albanian State.
- Publication of the second issue of AGTE's magazine
- Letter to the Undersecretary of National Economy Mr. Th. Kassimis, the Chairman of the GNTO Mr. A. Doxiadis and the Secretary General of the GNTO I.Agglos on the subject: "Pricing policy proposals, advertising goals, expansion and penetration in new markets"
- Letters to the National Meteorological Service (EMY) the Hydrographic

Service and Hellas Radio on the subject:" The weather forecasts and their importance to the Marine Tourism"

- AGTE is pointing out the problem of sound pollution and illegal installations to the Ministry of Macedonia and Thrace, the GNTO of Macedonia and Trace, The Union of hotel owners in Chalkidiki and the Police Authorities.

June 1993

- Regional meeting on Crete
- Press Release with the subject of: " The Tourist Bill"
- Proposals concerning improvement works of the main airports in the country
- Reaction on the defamatory content of a press conference with the owner of a German agency Mrs. Elke Hetzel Mante regarding the Greek Tourism
- Presentation of AGTE's study:" Tourism and Balance of Payments"
- Regional meeting on Rhodes
- Proposals made by AGTE to the Minister of National Economy Mr. S. Manos, to the Undersecretary of the Ministry of National Economy Mr. Th. Kassimis, the Chairman of the GNTO Mr. A. Doxiadis, the Secretary General of the GNTO Mr. I. Agglos concerning: " The settlement of the problem of hotels which are unable to fulfill their loan obligations"

July 1993

- Meeting of AGTE's Board of Directors with the Undersecretary of National Economy Mr. Th. Kassimis
- Regional meeting in Chalkidiki
- AGTE join the Greek Union for the Protection of the Marine Environment HELMEPA as an affiliate member
- Announcement of a program which offers vacations to the best students in Contemporary Greek of Universities abroad

August 1993

- Letter to the President of the Greek Republic Mr. K. Karamanlis on the subject of: Announcing the year of 1994 as "Year of Quality for Greek Tourism"

September 1993

- Meeting of AGTE's Board of Directors with the Minister of National Economy Mr. S. Manos
- Presentation of Study on the subject of: "Tourism and Balance of Payment"
- Meeting in cooperation with the Administration of Enterprises Association (EEDE) and Piraeus University on the subject: "Quality and Competitive Position of Greek Enterprises"

- Press Release regarding: "Proposals for the recovery of Greek Tourism"
- Presentation of study: "The importance of Greek Tourism and the necessity of measures for its development"
- Press Conference regarding: " Information to the Political Parties and the Public about the problems of the sector and the standpoints of the political parties on that subject at the upcoming elections"
- Meeting with the Minister of Commerce Mr. V. Kontogiannopoulos
- Letter to the Undersecretary of National Economy responsible of tourism related issues Mr. Th. Kassimis, on the subject of: " Proposal to the GNTO for study on the marketing plan of the Greek Tourism"
- Letter to the Secretary General of the Ministry of Health and Care Mr. I. Pieroutsakos concerning the waste disposal of tertiary biological cleaning and promotion of new technologies
- Press Release regarding the World Tourism Day

Regional meeting in Corfu

October 1993

- Regional meeting on Corfu
- AGTE's visit in Brussels and series of meetings with Commission representatives
- Meeting with the Chairman of the Chamber of Commerce and Industry (EBE) Mr. P. Konstandinidis
- Meeting with the Secretary General of the GNTO Mr. A. Koimisis

November 1993

- Letter to the State Secretary of National Economy Mr. G. Papantoniou and submission of a series of studies made by AGTE concerning the Greek Tourism
- Meeting of AGTE's Board of Directors with the State Secretary of National Economy Mr. G. Papantoniou, the Undersecretary of the Ministry of National Economy Mr. G. Romaios and the Secretary General Mr. G. Kandalepas
- Participation in the 9th Tourist Exhibition "Philoxenia"
- Meeting of AGTE's Board of Directors with the Minister of Tourism Mr. D. Livanos
- Presentation of study on the subject of: " Competitive analysis of the Spanish tourist product"
- Organization of the 1st Training Programme of Tourist Management, in cooperation with Athens Laboratory of Business Administration (ALBA)
- Organization and realization of Training Programmes within the tourist professions in the cities Alexandroupolis and Kavala
- Letter to the Minister of Tourism Mr. D. Livanos about the relations between tourism - summer vacations and agriculture within the European Economic Community

Meeting of AGTE's BoD with the Secretary General of GNTO Mr. A.Koimisis

1994

ΚΑΘΗΜΕΡΙΝΗ
18 ΦΕΒ. 1994

Πρωτοβουλίες για ποιοτικό τουρισμό

Προγραμματίζει ο ΣΕΤΕ

January 1994

- 2nd Annual General Meeting of AGTE and first Extra ordinary Meeting of AGTE
- Organization of the 2nd Training Programme of Tourist Management in cooperation with ALBA
- Press Release on the subject: "Managerial Structure of GNTO services Ministry of Tourism"
- Letter to the Prefectures of Southern and Northern Aegean regarding: "The promotion of proposals for the tourist development in the region"
- Publication of the third issue of AGTE's magazine
- Meeting with the Minister of National Economy Mr. G. Papantoniou and the Secretary General of the Ministry of National Economy Mr. M. Papaioannou

ΗΜΕΡΗΣΙΑ
Σάββατο 1 Ιανουαρίου 1994

Ετος αναβάθμισης το 1994

February 1994

- Initiative of AGTE on the subject of: "The securing of lower prices of vacations for the Greek consumers"
- Opening Event "1994 Year of Quality for Greek Tourism" and Press Conference
- Meeting with the Minister of Environment Planning and Public Works Mr. K. Laliotis and the Secretary General of the Ministry of Environment Planning and Public Works Mr. A. Voulgaris
- Letter to the Undersecretary of Environment Planning and Public Works Mrs. E. Papazoi about the initiatives of AGTE concerning issues as: "Tourism and Environment" within the framework of the events of "1994-Year of Quality for Greek Tourism"
- Proposal to the Undersecretary of Labour Mr. A. Kotsakas on the subject of: " The Creation of Tourist Development Poles"

ΚΕΡΔΟΣ

Εκδηλώσεις για το «Έτος πολιτισμού του τουρισμού»

March 1994

- Meeting of AGTE's Board of Directors with the Secretary General of the GNTO Mr. E. Giannakoulias
- Letter of AGTE to the Undersecretary of Labour Mr. A. Kotsakas about AGTE's opinion on the subject of the preparation of the Human Resources Training Programme of the 2nd Community Support Framework
- Proclamation of competition in composing a work study on the subject of: "Qualitative improvement of tourist services Proposals and expected benefits". This action is included in the activities within the framework of "1994-Year of Quality for Greek Tourism"
- Meeting with the Minister of Economics Mr. A. Papadopoulos
- Press Release on the subject: " Proposed policy for Hotel Investments

April 1994

- Conference concerning: " The competitiveness of Tourist Enterprises: The role of Quality". It was organized within the frame of "1994- Year of Quality for Greek Tourism"
- Memorandum to the Undersecretary of Economics Mr. D. Georgakopoulos about the " Taxation Bill"
- Meeting with the Minister of the Aegean Mr. K. Skandalidis
- Publishing of pamphlet on the subject of: "The Environmental Protection" Recommendations for hotels and tourist installations", in cooperation with the Association of German Tourist Agencies (DRV)
- Participation in the Prime Ministerial Mission, official visit in the USA
- Intervention for the exception of the hotel enterprises from the nominalisation of shares

May 1994

- Regional meeting on Corfu
- Organizing a seminar on the subject of: "Total Quality Management" within the framework of the events of "1994-Year of Quality for Greek Tourism"
- Meeting with the Undersecretary of Economics Mr. D. Georgakopoulos
- Implementation of Hospitality Programme with the aim of promoting the Greek Language, for students with outstanding performance in Contemporary Greek, from Universities abroad

June 1994

- Regional meeting in Northern Greece
- Letter to the Minister of Industry, Energy, Technology and Commerce Mr. K. Simitis, with the subject: " Bill for the wandering trade"
- AGTE's proposal to the Ministry of Environment Planning and Public Works concerning the illegal opening of coastal roads
- Meeting with the Undersecretary of Labour Mr. A. Kotsakas and the Chairman of the Greek General Confederation of Labour of Greek Workers, GSEE, Mr. Ch. Protopapas
- Actions concerning the payment of reduced contributions (charges) to the Institution for Social Insurance, IKA in the mainland, provincial and insular regions

July 1994

- Regional meeting Western Crete and seminar on the subject of: " Total Quality Management", in the frame of the events of "1994-Year of Quality for Greek Tourism
- Letter to the Hellenic Telecommunications Organization (OTE) about the tourism and appeal for direct reestablishment of telecommunications in case of technical problems

- Meeting on Kos and seminar regarding: "The Total Quality Management" , within the framework of the events of "1994- Year of Quality for Greek Tourism"
- Regional meeting on Zakynthos
- AGTE's remarks about the Development Law
- Remarks of AGTE regarding the legislative regulation for the environmental protection

Regional meeting in Kos

August 1994

- Proposals to the Secretary General of Administration of Community Resources of the Ministry of Labor Mrs. V. Sotiriadou, regarding: "The National Certification System for Institutions of Professional Training and Education"
- Opening of Advertising Campaign with the slogan: "Smile, we are Greeks"
- Initiative of AGTE for the establishment of a department of Tourist Management studies in the University of Piraeus

September 1994

- AGTE's meetings with, and proposals to, the two candidates for the Mayoralty of Athens city, Mr. Th. Pagalos and Mr. D. Avramopoulos
- Organization and realization of the Training Programmes on Tourist Professions in the cities of Kavala and Xanthe
- Press Release concerning the "World Tourism Day"

October 1994

- Organizing the European Congress on the subject of:" Quality and Education in Tourism"
- Proposals of AGTE regarding:" The planning of the Community Programme INTEREGG II"
- Meeting with the State Secretary of National Economy Mr. G. Romaios
- Regional meeting-Eastern Crete- and seminar on the subject of: " Total Quality Management", within the framework of the events "1994-Year of Quality for Greek Tourism"
- Meeting with the Governor of Employment Organization of Labour force (OAED) Mr. R. Spyropoulos
- Letter to the Minister of Tourism Mr. D. Livanos and the Secretary General of the GNTO Mr. E. Giannakoulias about the subject of:" Special Operation License"
- Seminar on Zakynthos concerning: "The Total Quality Management", within the framework of the events of "1994- Year of quality of Greek Tourism"

November 1994

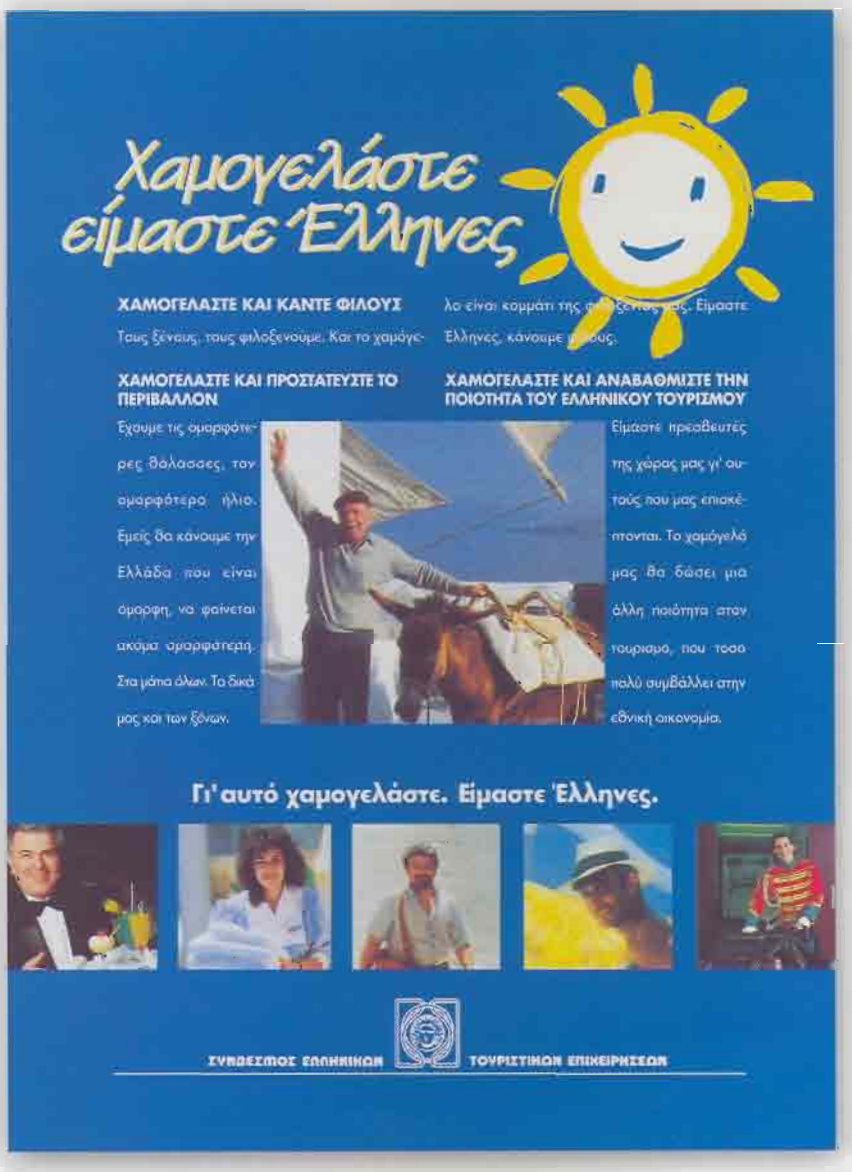
- Participation in the 10th International Tourist Exhibition "Philoxenia"
- Meeting with the Minister of Macedonia Thrace Mr. K. Triarides
- Meeting with the Mayor of Thessaloniki Mr. N. Kosmopoulos

- Press Release on the subject of: "The amount which corresponds to the tourist advertisement of the country"
- Press Release regarding:" Measures for the strengthening of employment"
- Seminar in Athens concerning the subject of:" Total Quality Management", organized within the framework of the events of "1994-Year of Quality for Greek Tourism

Seminar in Athens "Total Quality Management"

December 1994

- Meeting with the Commander of the Civil Aviation Authority (YPA) Mr. F. Makedos
- Press Release concerning the subject of: "Denationalization Policy"
- Meeting with the Chairman of the Institute of Labour, of the General Confederation of Labor of Greek Workers, GSEE Mrs. P. Tsoukatou
- Conference on the subject of:" The Total Quality Management", within the framework of the events of "1994-Year of Quality for Greek Tourism



1995

3rd Annual General Meeting

January 1995

- Regional meeting in Athens
- Organizing the 3rd Training Programme of Tourist Management in cooperation with ALBA

February 1995

- Intervention of AGTE about the entrance ticket in hotels
- AGTE's proposals to the GNTO on the subject of:" The Updating of the legislation in force concerning Tourist Agencies"
- Letter to the Secretary General of the GNTO Mr. E. Giannakoulias regarding: "The elaboration of study about the prolongation of the tourist season"
- Presentation of study concerning:" The Action Plan for the Qualitative upgrading of the Greek Tourism

March 1995

- 3rd Annual General Meeting of AGTE, official speaker: The Secretary General of the GNTO Mr. E. Giannakoulias
- Proposals concerning the subject of:" International Tourism Exhibition "Philoxenia"
- Proposals concerning the subject of: "Prolongation of the tourist season of the areas of Chalkidiki, Rhodes, Crete and Corfu"
- Proposals on the subject of:" Integrated Areas of Tourist Development (POTA)"
- Official visit on Cyprus
- Press Release on the subject of: " The Foundation of Cyprus Association of Tourist Enterprises"

Meeting with the Mayor of Athens Mr. D. Avramopoulos

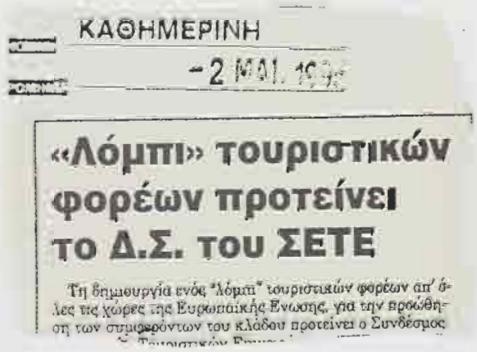
April 1995

- Press Release concerning: "The Russian market"
- AGTE's intervention in the Ministry of Foreign Affairs and the Ministry of Public Order about the granting of visa to Turkish tourists

May 1995

- AGTE's meeting with the European Commissioner Ch. Papoutsis
- Meeting with the Mayor of Athens Mr. D. Avramopoulos
- Press Release on the subject of: "The Foundation of Athens Tourism Organization"

- Memorandum to the Minister of Transportation Mr. A. Tsouras regarding:" Works proposed for the immediate improvement of Greek airports"
- AGTE's meeting with the General Secretary of the GNTO Mr. E. Giannakoulias
- Presentation of Study on the subject of: "Demand estimation of qualified personnel in the Tourist Sector


ΚΑΘΗΜΕΡΙΝΗ

-2 ΜΑΙ. 19

«Λόμπι» τουριστικών φορέων προτείνει το Δ.Σ. του ΣΕΤΕ

Τη δημιουργία ενός "λόμπι" τουριστικών φορέων απ' όλες τις χώρες της Ευρωπαϊκής Ένωσης, για την προώθηση των συμφερόντων του κλάδου προτείνει ο Συνδεσμος

June 1995

- Meeting - Business Lunch with the Honorary Chairman of the political party New Democracy (ND) Mr. K. Mitsotakis
- Study:" Qualitative upgrading of the tourist destination Hersonissos, Crete within the frame of the events of "1994- Year of Quality for Greek Tourism"
- Proposal concerning the upgrading of Tourism within the governing bodies of the European Union
- Standpoints of AGTE regarding the Green Paper of Tourism

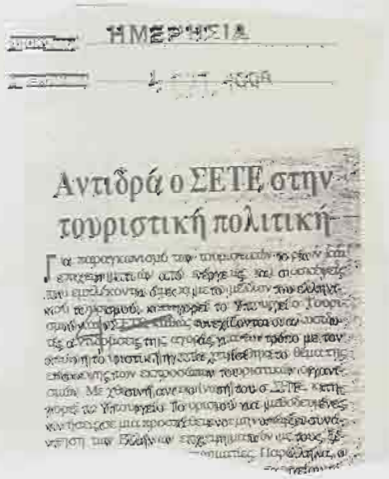
July 1995

- Regional meeting on Santorini-Subject of Meeting:" Special characteristics and tourist development of the Cyclades"
- Study on the subject of: "The Qualitative upgrading of the tourist destination Gouvia within the frame of the events of "1994-Year of Quality for Greek Tourism"
- Seminars on Crete concerning the subject of:" Tourism Quality Environment" and "Total Quality Management", within the framework of 1994- Year of Quality for Greek Tourism"
- Meeting with the Secretary of the Central Committee of the political party Panhellenic Socialist Movement, PA.SO.K Mr. A. Tsohatzopoulos
- Study concerning the subject of:" The Qualitative upgrading of the Tourist destination Sifnos within the framework of "1994-Year of Quality for Greek Tourism

Meeting with the Secretary of the Central Committee of PA.SO.K Mr. A.Tsohatzopoulos

August 1995

- Memorandum to the Minister of Transport and Communication Mr. A. Tsouras, the Undersecretary of Transport and Communication Mr. N. Sifounakis and the Secretary General of the GNTO Mr. K. Kosonas, concerning: "The amendment of the Law 711/77 about special tourist busses"
- Seminar in Athens concerning: "The Total Quality Management", in the frame of 1994-Year of Quality for Greek Tourism"


ΗΜΕΡΗΣΙΑ

Αντιδράᾳ ο ΣΕΤΕ στην τουριστική πολιτική

September 1995

- Press Conference on the subject of:" Greek Tourism in 1996"

ΚΑΘΗΜΕΡΙΝΗ

15 Δεκ 1995

Με τους φορείς οι αποφάσεις για τα τουριστικά θέματα

Δέσμευση Ν. Σηφουνάκη έναντι του ΣΕΤΕ

- Proposal to the Minister of Tourism Mr. N. Sifounakis concerning:" Efficient promotion of the Greek tourist product and elaboration of a strategic Marketing Plan"
- Letter to the Minister of Tourism Mr. N. Sifounakis concerning the subject of:" The Greek participation in International Tourist Exhibitions"
- Regional Meeting in the city of Volos
- Seminars: Chalkidiki, Euboea and Skyros regarding:" Tourist Quality-Environment", within the framework of the events of "1994-Year of Quality for Greek Tourism"
- Seminars: Karistos, Oreoi and Asmenio concerning: "Training and education of executives in tourist issues"
- Presentation of study on the subject of:" The situation of the Greek airports and its effects on tourist traffic"
- Presentation of handbook about: "Applying ISO on hotel enterprises"

October 1995

- Meeting with the Minister of Transport and Communication Mr. E. Venizelos
- Memorandum to the Minister of Transport and Communication Mr. E. Venizelos on the subjects of:" The Proposals for the improvement of the entrance points of our country", "Cooperation between the tourist sector and the Olympic Airways", "Issues concerning the Tourist Agencies" and "Issues concerning the tourist busses"
- Regional meeting on Crete
- Meeting business lunch of AGTE's Board of Directors with the Minister of National Defense Mr. G. Arsenis
- Meeting with the Minister of Tourism Mr. N. Sifounakis and the Secretary General of the GNTO Mr. A. Kosonas
- Regional meeting on Santorini

Meeting with the Minister of Aegean Mr. N.Sifounakis

November 1995

- Participation in the 11th International Tourism Exhibition Philoxenia"
- Organizing workshops on the subjects of : "Tourism and Environmental Administration: Environmental signs and their importance in the quality of the services ISO 14000" and "Quality and certification of tourist enterprises according to ISO: A challenge for the future"
- Press Conference on the subject of:" Qualitative upgrading of the Greek tourism"
- Organization of the European Week of Quality, in cooperation with the Chamber of Commerce and Industry (EBEA) Greek Manufacturers Association (SEB) Greek Association of Enterprises Administration (EEDE) the University of Piraeus and the Greek Quality Forum.
- Organization of meeting: "Aiming at Quality" within the framework of the

European Quality Week

- Meeting Business lunch with former Minister and New Democracy, Member of the Parliament Mr. S. Manos

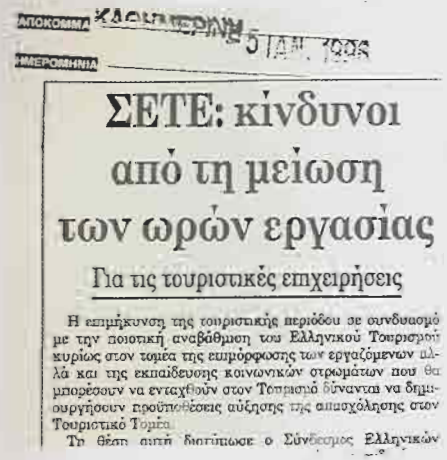
At the 11th International Tourism Exhibition Philoxenia.

December 1995

- Proposal to the Mayor of Athens Mr. D. Avramopoulos concerning the foundation of Athens Tourist Organization
- Meeting of AGTE's Board of Directors with the Minister of Tourism Mr. N. Sifounakis
- Meeting with the European Commissioner Mr. N. Sarlis
- Meeting of the Board of Directors with the Archbishop of the US Mr. Iakovos and the Chairman of the Council of Hellenes Abroad Mr. A. Athens
- Meeting for the completion of the Training Programme "Total Quality Management"

Mr S. Kokotos, Chairman AGTE, Mr A. Kossonas, Secrtetary General GNTO, Mr S. Andreadis Vice Chairman AGTE.

1996



ΑΠΟΚΟΜΜΑ ΚΑΘΗΜΕΡΙΝΗ 5 ΙΑΝ. 1996

ΗΜΕΡΟΜΗΝΙΑ

ΣΕΤΕ: κίνδυνοι από τη μείωση των ωρών εργασίας

Για τις τουριστικές επιχειρήσεις

Η επιμήκυνση της τουριστικής περιόδου σε συνδυασμό με την ποιοτική αναβάθμιση του Ελληνικού Τουρισμού κυρίως στον τομέα της επιμόρφωσης των εργαζόμενων αλλά και της εκπαίδευσης κοινωνικών στρωμάτων που θα μπορέσουν να εντεχθούν στον Τουριστικό δύνανται να δημιουργήσουν προϋποθέσεις αύξησης της απασχόλησης στον Τουριστικό Τομέα.

Τη θέση αυτή διατύπωσε ο Σύνδεσμος Ελληνικών

January 1996

- Organizing the 4th Training Programme of Tourist Management in cooperation with ALBA
- Press Release on the subject of: "The Employment within the Tourist Sector"

February 1996

- Meeting with the Secretary General of the GNTO Mr. V. Kourtesis

March 1996

- Letter to the Minister of Development Mrs. V. Papandreou with AGTE's stands-proposals concerning the subject of:" VAT for Charter-party of Yachts"
- Meeting with the Minister of Development Mrs. V. Papandreou
- Proposals for the improvement of the competitiveness of Greek Tourism: Short and Long-term measures
- Organizing of workshop in cooperation with the Green Globe, the environmental department of the World Travel and Tourism Council with main subject: "The environment as a Business Issue for Tourism"
- Initiative taken for the promotion through the Internet and the use of e-mail by the members of AGTE

The BoD of AGTE with the Minister of National Economy Mr. G.Papantoniou.

April 1996

- Letter to the Chairman of the Chamber of Commerce and Industry (EBEA) Mr. Papathanasiou concerning the subject of:" The freeing of the working-hours of Gas Stations
- Participation in the 1st Exhibition "Tourist Panorama"

ΕΛΛΗΝΙΚΕΣ ΕΠΙΧΕΙΡΗΣΕΙΣ

Προτάσεις ΣΕΤΕ για ενίσχυση του τουρισμού

May 1996

- 4th Annual General Meeting of AGTE. Official Speakers: The Minister of National Economy Mr. G. Papantoniou and the Member of the Parliament Mr. S. Manos
- Presentation of the Programme AeTOs (Insurance covering Tour Operators' Bankruptcy)
- Proposal regarding the subject of: "The Foundation of a Quality Organization"

June 1996

- Regional meeting on Rhodes

- Regional meeting on Kos
- Letter to the Minister of Culture Mr. S. Benos concerning the subject of: "Comments and proposals in relation to the archaeological sites and other cultural activities"
- Proposals of AGTE on the subject of: " The Pricing Policy"
- Letter to the Chairman of the Board of Directors of the Public Enterprise of Electricity (DEI) Mr. G. Birdimiris concerning the subject of:" The pricing of DEI services to seasonal hotels"
- Press Release regarding: " The cooperation of AGTE with the Chamber of the Dodecanese"
- Presentation of the Study on the subject of: "Losses of State incomes from illegal accommodations"
- Press Release with the subject of:" The Creation of a Tourism Coordinating Unit"

Πρωτοβουλία για Οργανισμό Ποιότητας Τουρισμού

July 1996

- Proposals to the Chairman of the Organization for Labour Force Employment (OAED) Mr. R. Spiropoulos and the Secretary General of the Administration of Community and other Resources of the Ministry of Labor Mr. G. Tountziarakis on the subject of:" Carrying out training seminars for employees of Tourist Enterprises"
- Regional meeting in Northern Greece
- Proposals to the Minister of Environment Planning and Public Works Mr. K. Laliotis, the Secretary General of Environment Planning and Public Works Mr. A. Voulgaris, the Minister of Development Mrs. V. Papandreou and the Secretary General of the GNTO Mr. V. Kourtesis concerning the subject: Noise protection of resort hotels"

Mr. G. Papantoniou, Minister of National Economy, Mr. S. Kokotos, Chairman AGTE, Mr. S. Manos, Member of the Parliament, Mr. Kourtesis, Secretary General GNTO at the 4th Annual General Meeting of AGTE.

August 1996

- Letter to the Ministry of Health Care and Social Security, stressing the main points on the subject of Management of Hotel accommodations"
- Hospitality offer on behalf of AGTE's members to the Greek winners of Atlanta Olympic Games

Εθνική υπόθεση η υγιής τουριστική ανάπτυξη

September 1996

- Meeting of AGTE's Board with the Minister of Development Mrs. V. Papandreou
- Meeting of AGTE's Board with the leader of New Democracy Mr. M. Evert

October 1996

- Meeting on the subject of: "Experience and Consideration of the implementation of quality programmes in tourist development areas of France, Spain, Portugal and Greece" . This discussion was carried out in

ΑΠΟΓΕΥΜΑΤΙΝΗ
- 1 ΟΚΤ. 1996

Σε ιδιώτες ο στρατηγικός σχεδιασμός της τουριστικής αγοράς

ΖΗΤΕΙ Ο ΣΥΝΔΕΣΜΟΣ ΤΩΝ ΕΠΙΧΕΙΡΗΜΑΤΙΩΝ

cooperation with the European Association for the Quality in Tourism (EUROQUALITAS)

- Organization of a conference in cooperation with EEDE on the subject of: " Greek Tourism and Marketing"
- Standpoints about the Organization of the Olympic Games and the prolongation of the tourist season
- Meeting with the Secretary General of the GNTO Mr. V. Kourtesis

November 1996

- Meeting official dinner with Mr. Colin Clark Director Horwath U.K. as a speaker on the subject of: "Trends and Prospects of the Markets of Eastern Europe"
- Organizing workshops in the frame of the 12th International Tourist Exhibition "Philoxenia" on the subject of:" The Estremadura case in Spain"
- A series of meetings for the European Quality Week in cooperation with EBEA, SEB EEDE, the University of Pireus and the Greek Quality Forum

December 1996

- Memorandum to the Minister of National Economy Mr. G. Papantoniou regarding the subject of: " AGTE's stands concerning the new measures of taxation"
- Regional meeting on Corfu and presentation of study on the subject of: "Qualitative upgrading of Gouvia, Corfu", within the framework of the tourist events of "1994-Year of Quality for Greek Tourism"
- Memorandum to the Minister of National Economy Mr. G. Papantoniou and the Undersecretary of Economics Mr. G. Drys on the subject of:" Readjustment of value of fixed assets"
- Proposals to the National Tourist Council on the subject of:" Tourist Training".
- Press Release on the subject of: "AGTE's stands about the effects of the farmers demonstration on Greek Tourism"
- Document to the General mover of the Majority on the taxation bill Mr. Adamopoulos Georgios on the subject of : " AGTE's standpoints concerning the measures of taxation"
- Press Conference meeting: "Completing 5 years of AGTE's creative intervention in the Greek Tourist development"
- Proposal on the subject of:" profitable use of the GNTO's property "

ΚΑΘΗΜΕΡΙΝΗ
29 ΝΟΕ. 1996

ΣΕΤΕ: ωθούνται και υγιείς επιχειρήσεις στην παραοικονομία

Πλήρης αντίθεση του συνδέσμου στη φορολογική πολιτική της κυβέρνησης

1997

January 1997

- Arrangement of conference in cooperation with the Union of Greek Air Traffic Controllers on the subject of: "Tourism and Air Transport"
- Organizing the 5th Training Programme of Tourist Management in cooperation with ALBA
- Presentation of the Programme: "Tourism and Culture"

Conference on the subject of "Greek Tourism and Air Transportation".

February 1997

- Letter to the GNTO regarding :"The holiday centers"
- Press Release on the subject of "The tourism in 1997"
- Support of the initiative of the creation of a postgraduate Programme for the Tourism in the University of Piraeus

March 1997

- Memorandum to the Minister of the National Economy Mr. G. Papantoniou and the Minister of Development Mrs.V. Papandreou concerning the subject of:" The Application of the Obligatory Law 1892/80 through L.2324/95-for the modernization of tourist units"
- Meeting with the Undersecretary of Economics Mr. G. Drys

April 1997

- 5th Annual General Meeting of AGTE. Official speaker: the Minister of Development Mrs. V. Papandreou
- Participation in the 2nd Exhibition "Tourist Panorama"
- Presentation of study on the subject "Winter Tourism in Cyprus"

ΘΕΜΑΤΑ

ΣΕΤΕ: 10 δράσεις για ανάδειξη της πολιτιστικής μας κληρονομιάς

May 1997

- Initial proposal for the classification of hotels in "Star" Categories
- Appeal to the State for the immediate coping with the problem of the Albanian Mafia actions
- Letter to the Ministers of Development Mrs. V. Papandreou, Environment Mr. K. Laliotis, the Undersecretary of Commerce Mr. M. Chrysochoidis and the Secretary General of the GNTO Mr. N. Skoulas on the subject of:" The Upgrading of the picture of Greek Tourism : "A few immediate measures"
- Letter to the Minister of Interior Public Administration and Decentralization Mr. A. Papadopoulos concerning:" The imposition of tax to companies directly or indirectly activated within the tourist sector, for OTA

ΚΑΘΗΜΕΡΙΝΗ

ΣΕΤΕ: Κατάταξη ξενοδοχείων με βάση τα αστέρια

Πρόταση για νέο σύστημα αξιολόγησης

Τη δημιουργία ενός συστήματος κατάταξης των ξενοδοχείων με βάση τα αστέρια, αναλόγου με το ελβετικό, το οποίο θα λαμβάνει υπόψη εκτός από τις τεχνικές προδιαγραφές και μία σειρά ποιοτικών μεταβλητών για την αξιολόγηση των εγκαταστάσεων αλλά και των προσφερομένων υπηρεσιών, προτείνει ο Σύνδεσμος Ελληνικών Τουριστικών Επιχειρήσεων.

Ειδικότερα, η πρόταση για τη δημιουργία του νέου συστήματος, όπως υποβλήθη πρόσφατα από τον Σύνδεσμο στον ΕΟΤ, έχει στόχο τη βελτίωση της ανταγωνιστικότητας του ελληνικού ξενοδοχειακού προϊόντος μέσω της κάλυψης των αναγκών της διεθνούς τουριστικής ζήτησης για ακριβή και αξιόπιστη ενημέρωση και πληροφόρηση σχετικά με το εύρος και την ποιότητα των εγκαταστάσεων και των προσφερομένων υπηρεσιών ανά κατηγορία και είδος ξενοδοχείου. Στο πλαίσιο αυτό προτείνεται με το νέο σύστημα να εισάγονται μερικές ποιοτικές μεταβλητές, σύμφωνα με τις οποίες θα γίνεται η αξιολόγηση-βαθμολόγηση των ξενοδοχείων και στη συνέχεια η κατάταξη με βάση τα αστέρια. Όπου αφορά στις

Meeting with the President of New Democracy Mr. K. Karamanlis.

June 1997

- Meeting - Business Lunch with the Minister of Culture Mr. E. Venizelos
- Meeting Business Lunch with the Leader of the Chief Opposite Party Mr. K. Karamanlis
- Environmental Audit Programme for the members of AGTE

July 1997

- Letter to the Minister of Culture on the subject of "The creation of libraries in Hotels"
- Meeting with the President of the Government Mr. Simitis, the Minister of Development Mrs. V. Papandreou, the Secretary General of the GNTO Mr. N. Skoulas, and other tourist institutions.
- Memorandum to the President of the Government Mr. K. Simitis on the subject of: "The Qualitative upgrade of the Greek Tourist Product and the increase of its competitiveness"
- Proposals of AGTE for the development in the frame of Social Dialogue
- Letter to the President of the Government Mr. K. Simitis with proposal concerning the invitation to Leaders of other European countries to visit Greece.
- Regional meetings on Crete and Corfu concerning subjects as:" Presentation of the new Credit Risk Insurance Programme of Tourist Enterprises in cooperation with an Insurance Company" and Presentation of the Energy Enterprising Programme Information for the private investments in cooperation with the General Secretariat of the Ministry of Development"

August 1997

- Submitting investment proposals of the hotel enterprises for the Energy Enterprising Programme
- Proposals concerning the participation of AGTE's members in workshops of GNTOs in Japan

September 1997

- Document to the Minister for the Interior, Public Administration and Decentralization with comments about the Capodistrias Plan
- Press Release concerning the World Tourism Day
- Regional meetings on Cos and in Chalkidiki on the subject of: "The Credit Risk Insurance Programme of Tourist Enterprises" and the presentation of the Energy Enterprising Programme Information for the Private Investments in cooperation with the General Secretariat of the Ministry of Environment"

- Letter to the Undersecretary of Economics Mr. G. Drys on the subject of: "The Return of VAT on "All inclusive" allotment of the Hotels"

October 1997

- Organizing workshop in cooperation with the Travel Agencies Union of Venezuela (AVAVIT)
- Organizing meeting concerning: "Tourism-Culture"
- Regional meeting on Corfu on the subject of: "The Credit Risk Insurance Programme for Tourist Enterprises"
- Letter to the Member of the Parliament of the New Democracy, Chairman of the Tourist Programme Committee Mr. Th. Kassimis, with AGTE's stands and proposals on tourist issues

November 1997

- Press Conference on the occasion of AGTE completing 6 years of dynamic presence in Tourism
- Participation in the 13th International Exhibition of Tourism "Philoxenia"
- Official dinner discussing the subject of: "The effects of Euro on Tourism". Keynote speaker by the EU Commissioner Mr. Ch. Papoutsis
- Meeting on the subject of:" Quality assurance in Tourist Enterprises", in cooperation with Greek Association of Enterprises Administration, EEDE within the framework of the European Quality Week
- Presentation of AGTE's proposal for the classification of hotels in "star" categories
- Event on the subject of: "Experiences of applying ISO in Tourist Enterprises"
- Press Release on the subject of:" AGTE's standpoints in relation to the Budget of 1998"
- Press Release concerning: "AGTE's standpoints on the issue of employment and the coping with the unemployment" on occasion of the EU Summit in Luxembourg
- Letter to the Minister of Culture Mr. E. Venizelos concerning: "Exhibition of mementos of Aghio Oros and request of its prolongation"

December 1997

- Meeting with the Minister of Development Mrs. V. Papandreou
- Memorandum to the Minister of Development Mrs. V. Papandreou on the subjects of: "Advertisement, Denationalizations, Development Law, modernization of the GNTO, Olympic Games"
- AGTE's proposal on creating a joint Stock Company with the

Mrs .D.Capsi,Vice President of BoD of AGTE, Mr. E.Venizelos the Minister of Development,and Mr.S.Kokotos Chairman of the BoD of AGTE.

The BoD of AGTE at a Press Conference.

ΗΜΕΡΗΣΙΑ

ΔΙΑΛΟΓΟΣ ΜΕ ΤΟΝ ΣΕΒ ΓΙΑ ΤΙΣ ΕΠΕΝΔΥΣΕΙΣ

Οι προτάσεις του ΣΕΤΕ για τον κοινωνικό διάλογο

contribution of both the Public and the Private Sector for the advertising promotion of the Greek Tourism

- Meeting with the Secretary General of the GNTO Mr. N. Skoulas
- Letter to the Minister of Development Mrs. V. Papandreou on the subject of:" 1998: Year of Quality for Greek Economy"

Ειδήσεις

Θετική η ανδεξιά για την επερχόμενη τουριστική περίοδο

Κοινή προσπάθεια για ποιοτική αναβάθμιση...

Σχέδιο για την παροχή κοινή των τουριστικών επιχειρήσεων ενόψει πωλήσεων tour operators

ΚΑΘΗΜΕΡΙΝΗ 28/12/97

Αύξηση κονδυλίων για προβολή του τουρισμού

Πρόταση για ίδρυση χρηματοδοτικού φορέα με συμμετοχή επιχειρήσεων του ιδιωτικού τομέα

Mr.G.Papadopoulos, Governor of Thessaloniki, Mr.Ch.Papoutsis, EU Commissioner,Mr.S.Kokotos,Chairman of the BoD of AGTE, and Mr. A.Kourtis, President of HELEXPO.

1998

January 1998

- Letter to the Secretary General of the Cretan Prefecture Mr. V. Valassopoulos regarding: "The energy saving within the Tourist Industry"
- Press Conference on the subject of: "The New Tourist Season"
- Upgrading and updating the AGTE's site on the Internet and connection of its members
- Letter to the Secretary General of the Cretan Prefecture Mr. G. Valassopoulos on the subject of: "Radar installation at the Airport of Heraclion"

ΤΟΥΡΙΣΜΟΣ

«Αλλα 20 δισ. χρειάζεται η προβολή του τουρισμού μας»

February 1998

- Organizing the 6th Training Programme of Tourist Management in cooperation with ALBA
- AGTE's seminar in cooperation with ALBA, on the subject of:" Creative Problem Solving: Management and Marketing utilities and applications"
- Press Release concerning the subject of :" Amendment about the Public Corporations and Organizations (DEKO)"
- Meeting-Business Lunch with the Chairman of the World Council of Hellenes Abroad, Mr. A. Athens
- Meeting-Business Lunch with the Minister of Transport and Communication Mr. A. Mantelis
- Meeting-Business Lunch with the CEO of the Olympic Airways Mr. Th. Tsakiridis
- Memorandum to the Minister of Transport and Communication Mr. A. Mantelis on the subject of:" Air transport and Tourism"
- Meeting-Business Lunch with the former Minister and Member of Parliament of Athens Mr. S. Manos
- AGTE being awarded by The Greek Radio, ERA with the "Institutional Sector award"
- Press Release concerning: "The opposing of AGTE to the cuts of grants from the Sub-programme of Tourism"

AGTE award by The Greek Radio

March 1998

- Letter to the Minister of National Economy Mr. G. Papantoniou on the subject of:" The exchange rate mechanism"
- Letter to the commander of The Civil Aviation Authority Mr. D. Kalophonos concerning:" New runway of the Heraclion Airport"
- Press Release on the subject of :" The Olympic Airways"
- 6th Annual General Meeting of AGTE. Official Speeches by the Minister of Development Mrs. V. Papandreou and the ND Member of the Parliament Mrs. D. Bakogianni

- Letter to the Undersecretary of National Economy Mr. Ch. Pachtas regarding: " The cut down of funds from the Tourism Sub-programme"

April 1998

- Letter to the Minister of Culture Mr. E. Venizelos on the subject of:" The Prices of tickets in Archeological sites and Museums"
- Letter to the GNTO attn. Mr. N. Skoulas on the subject of: The Housing of tourist offices and branches in air port and harbor terminals"
- Participation in the 3rd Exhibition "Tourist Panorama"
- Letter to the airport master of Heraclion Airport Mr. N. Georgakakis on the subject of :"The Heraclion Airport"
- Foundation of the Taskforce for Ideas and Actions, SID of AGTE

Mrs.V.Papandreou, Minister of Development, Mr.S.Kokotos, Chairman of the BoD of AGTE, and Mrs. D.Bakogianni, Member of the Parliament.

May 1998

- Answering Letter to the Secretary General of the GNTO Mr. N. Skoulas concerning :" The classification criteria of hotel accommodations in Stars"
- Official visit of AGTE's Board of Directors at the new Athens Airport "Eleftherios Venizelos" in Spata
- Letter to the Ministry of Environment Planning and Public Works regarding the subject of: "Comments on the Plan " Instructions for the viable development of the Greek Coasts"
- Proposals for the classification of hotels in "Star" categories
- Letter to the Minister of Transport and Communication Mr. A. Mandelis on the subject of: "Problems in the air traffic control "

June 1998

- Proposal for the setting up of an air transport policy
- Meeting Business lunch with the Parliament member of the Dominion, Mr. P. Pavlopoulos
- Proposals for new specializations of tourist professions in the Private Professional Training Schools, IEK
- Press Release on the subject of : "The critical problems of Greek Tourism and the stands of the Greek Tourist Entrepreneurs"
- Presentation of study on the subject of: " The tourist development of Turkey"
- Meeting with the Undersecretary of National Economy Mr. A. Baltas
- Support of the Students' summer Practice
- AGTE as the member of the National Committee of the Olympic Games "Athens 2004"
- Regional meeting on Corfu

July 1998

- Meeting with and memorandum to the counselor of the Prime Minister on Economic matters Mr. T. Giannitsis, with proposals concerning tourist policy issues
- Letter to the Undersecretary of Commerce Mr. M. Chrysochoidis on the subject of: " Prices of bottled water and refreshments"
- Letter to the Minister of Transport and Communication Mr. Mandelis concerning: "Chauffeur driven Car rental services"
- Press Release on the subject of: " Changes within the GNTO"
- Hospitality Programmes of Greek speaking students of Southern Italy

August 1998

- Letter to the Minister of National Economy Mr. G. Papantoniou concerning: "Grants of the Development Law"
- Letter to the GNTO in Germany concerning a publication which created negative impressions for the Greek Tourism

September 1998

- Meeting of AGTE with the candidates of Athens Mayoralty Mrs. M. Damanaki and Mr. D. Avramopoulos
- Letter to the Minister of National Economy Mr. Giannos Papantoniou on the subject of: " Business Plan of the 3rd CSF"

October 1998

- Letter to the Head of Directorate of the Ministry of Environment Planning and Public Works Mr. S. Stergiou on the subject of: " Negative impressions of the Greek Tourism (flooding on Corfu Golf - courses)"
- Meeting of AGTE's Board with the Secretary General of the GNTO Mr. M. Kyriakidis
- Regional meeting on Crete
- Meeting-Business lunch of AGTE's Board with the Minister for Labour and Social Insurance, Mr. M. Papaioannou, the Undersecretary for the Ministry of Labour, Mr. N. Farmakis and the Chairman of the Employment Organization of Labour Force (OAED) Mr. Efstratoglou
- Meeting in cooperation with the International Air Transport Association, IATA on the subject of: "The Services of Tourist Enterprises through the BSP and IBIS systems"

November 1998

- Regional meeting in Northern Greece
- Participation in the 14th International Tourist Exhibition "Philoxenia"
- Manifestation on the subject of: "Stock Exchange and Greek Tourist Enterprises". Official Speech by the Deputy Governor in the National Bank

αγορά

Η ΙΔΙΩΤΙΚΗ ΧΡΗΜΑΤΟΔΟΤΗΣΗ ΤΗΣ ΔΙΑΦΗΜΙΣΤΙΚΗΣ ΚΑΜΠΑΝΙΑΣ

Πολύ καλά κάνει ο ΣΕΤΕ και νοιάζεται για το πού θα βρεθούν τα αναγκαία κονδύλια, ώστε σε μόνιμη βάση να χρηματοδοτείται εγκαιρα και σχεδιασμένα η εθνική καμπάνια της Ελλάδας ως τουριστικού προορισμού στις διεθνείς αγορές. Η πρόταση την οποία παρουσίασε ο ΣΕΤΕ στον Τύπο πρόσφατα (πενταετες στρατηγικό σχεδιο marketing, δημιουργια ανώνυμης εταιρίας για τη διαφήμιση και το marketing) είναι πολύ ενδιαφέρουσα. Εδώ και χρόνια υποστηρίζουμε ότι δεν πρόκειται να δούμε φως εν προκειμένω, αν τα περιμένουμε όλα απο το κοπτορ. Χω-

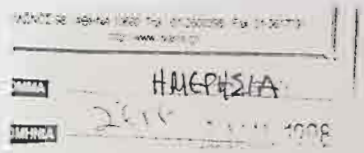
Mrs.V.Papandreou, Minister of Development, Mr.N.Skoulas,former Minister of Tourism Mr. M. Kyrakides, Secretary General of GNTO

of Greece and Chairman of ETEBA Ltd. Dr. N. Karamouzis

- Meeting Business lunch of SID with the Professor of the Aristotle University of Thessaloniki Mr. Spyros Vougias and the former Municipal counselor of Thessaloniki Mr. Nikos Tachiaos
- Press Release on the subject of: "AGTE's stands about the 1999 Budget"

December 1998

- Meeting Business lunch with the newspaper publisher of "Nautemboriki" Mrs. M. Athanasiadou, the Newspaper publisher of "EXPRESS" Mr. T. Kalofolias, the newspaper publisher of "KERDOS" Mr. Th. Liakounakos and the newspaper publisher of "ETHNOS" Mr. G. Mpompolas
- Press Release on the subject of: "The reduction of the interest rates of grants"
- Meeting with Reporters of tourist reportage at the offices of AGTE


ΗΜΕΡΗΣΙΑ

ΗΜΕΡΗΣΙΑ 4.18 Ο ΤΟΥΡΙΣΜΟΣ

▶ ΑΥΞΗΣΗ ΣΤΙΣ ΑΦΙΞΕΙΣ ΛΟΓΩ ΜΕΙΩΣΗΣ ΤΙΜΩΝ

Κίνητρα χωρίς αντίκρισμα καταγγέλλει ο ΣΕΤΕ

Του ΠΑΝΑΓΙΩΤΗ ΔΗΜΑΚΟΥΛΕΑ

Οι μηροι της τακτικής που ακολουθεί η Πολιτεία είναι οι ελληνικές τουριστικές επιχειρήσεις, καθώς τα κίνητρα που θεσπίζονται για τον κλάδο στην πορεία τους αποδυναμώνονται με την καθιέρωση μιας σειράς αντικινήτρων, τα οποία καθιστούν ιδιαίτερα επώδυνη την επιβίωση των επιχειρήσεων.

Αυτό επέσημανε ο πρόεδρος του Συνδέσμου Ελληνικών Τουριστικών Επιχειρήσεων, κ. Στέφανος Κοκοτός, σε χθεσινή συνάντηση μελών του διοικητικού συμβουλίου με τους δημοσιογράφους, ασκώντας σκληρή κριτική στην ακολουθούμενη τουριστική πολιτική και ειδικότερα στην αδυναμία του γενικότερου μηχανισμού δημόσιας διοίκησης να στηρίξει με τις απαιτούμενες ενέργειες την πορεία του ελληνικού τουρισμού.

ΔΙΑΦΗΜΙΣΤΙΚΕΣ ΔΑΠΑΝΕΣ

Χώρα	Εσοδα 1994	Διαφημιστική δαπάνη 1995	% εσόδων για διαφήμιση
Ισπανία	21.853.000	78.647	0,36
Πορτογαλία	3.828.000	37.271	0,97
Ταϊλάνδη	6.584.000	51.198	0,77
Αίγυπτος	1.597.000	24.468	1,53
Κύπρος	1.700.000	16.320	0,95
Τυνησία	1.640.000	16.423	1,00
Τουρκία	4.321.000	33.822	0,78
Ελλάδα	6.521.000	10.528	0,16

Ποσά σε χιλ. δολ. ΗΠΑ

Μικρή αύξηση στον αριθμό των τουριστών που θα επισκεφθούν φέτος τη χώρα μας ρίπου στα 30 δισ. δραχμές.

με τον πρόεδρο του ΣΕΤΕ κ. Σ. Κοκοτό, ο κύριος λόγος που μας επιλέγουν εφέτος οι ξένοι τουρί-

τουργία των επιχειρήσεων επιδεινώνεται περισσότερο με την αύξηση του λειτουργικού τους κόστους επιβάλλοντας έτσι στις επιχειρήσεις να προβούν σε συνδυασμένες ενέργειες για την αντιμετώπιση της όλης κατάστασης.

Ιδιαίτερη αναφορά έκανε ο πρόεδρος του ΣΕΤΕ στο αρνητικό επενδυτικό κλίμα της αγοράς αλλά και τις συνθήκες μέσα στις οποίες καλούνται να δραστηριοποιηθούν οι τουριστικές επιχειρήσεις.

Συγκεκριμένα ο κ. Κοκοτός επεσήμανε ότι οι διατάξεις του νέου σχεδίου νόμου για τα κίνητρα στη δημιουργία τουριστικών επενδύσεων, ενώ περέχουν άρθρα που ενισχύουν ορισμένες δράσεις, όπως π.χ. η διεύρυνση της βάσης εκσυγχρονισμού των ξενοδοχείων, παράλληλα αποθαρρύνουν την πιχειρηματική δράση σε ορ

1999

January 1999

- Press release on the subject: "Changes within Tourism Striving for Flexibility and Efficiency"
- Press Release on the subject of: AGTE about the Olympic Airways"
- Press Release on the subject of: " AGTE's proposals for the allocation of the 3rd CSF grants"
- Meeting Business Lunch of SID with the New Democracy Parliament Member Mr. G. Voulgarakis

February 1999

- AGTE as a member of AMUE (Association for the Monetary Union of Europe)
- Letter to the General Secretary of the GNTO Mr. M. Kyriakides regarding the proposed plan of hotel classification
- Letter to the Minister of National Economy Mr. G. Papantoniou concerning the Social dialogue
- Letter to the Minister of Development Mrs. V. Papandreou for the cause of the submitted Presidential Decrees regarding the modernization of the GNTO
- Letter to the Minister of Culture Mr. Venizelos on the subject of : " The return of the Parthenon Marbles and the permanent commission of the Olympic Games to Greece
- Letter to the Secretary General of the GNTO Mr. K. Kyriakides concerning : "Re-operation of the Andravida Airport for Charter Flights"
- Organizing of the 7th Training Programme of Tourist Management in cooperation with ALBA

March 1999

- Letter to the Commander of the Civil Aviation Authority Mr. D. Kalofonos on the subject of: "the problem of the Heraclion Airport"
- Memorandums to the Secretary General of the GNTO Mr. E. Giannakopoulos in relation with crucial matters for the Greek Tourism
- 7th Annual General Meeting of AGTE. Official speeches by: The Minister of Development Mr. E. Venizelos and the member of the New Democracy Parliament Member Mrs. D. Bakogianni

April 1999

- Presentation of study elaborated by the Foundation for Economic and Industrial Research, IOBE on the subject of: "Strategic Planning for the Tourism on the broader area of the capital and in Greece before the Olympic Games of 2004"
- AGTE's critical approach on the studies of ITEP and IOBE for the Olympic Games 2004

ASSOCIATION FOR THE MONETARY UNION OF EUROPE

Mr.E.Venizelos, Minister of Development.

Mrs.D.Bakogianni, Member of the Parliament.

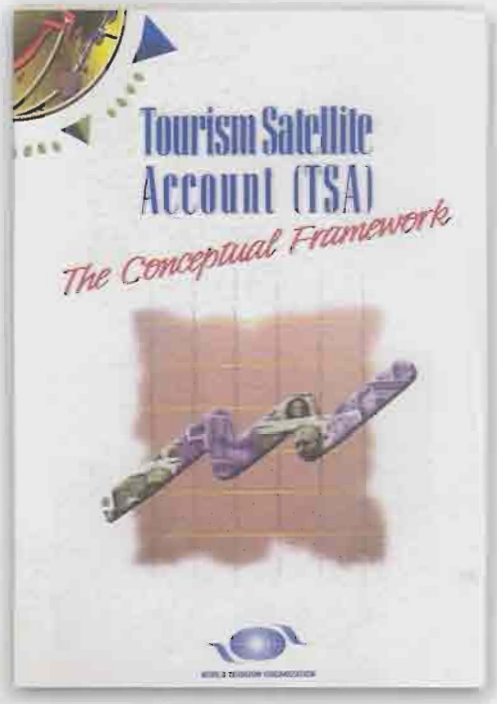
Mr.T.Vasilakis,Vice President of the BoD of AGTE, Mr.S.Voulgaris, Member of the BoD of AGTE, Mr.N.Aggelopoulos, Vice President of the BoD of AGTE and Mr.E.Giannakopoulos Secretary General of the GNTO.

- Press Release concerning: " Proposals to the Ministry of Development for the grants of the 3rd CSF"
- Letter to the Minister of Public Order Mr. M. Chrysochoidis about the security of the citizens and the visitors of Greece
- Participation in the 4th "Tourist Panorama" Exhibition

May 1999

- Letter to the Governor of the Bank of Greece Mr. L. Papadimos concerning: "Measures for credit limitation"
- Letter to the Minister of Development Mr. E. Venizelos regarding the: "Regional Development Plan 2000-2006 / Tourist Sector"
- Event in cooperation with the Association for the Monetary Union of Europe, The National Bank and the EFG Eurobank. Official opening of a series of presentations of a Euro Guide titled: "EURO and Tourist Enterprises". Official speaker: The Commissioner for Tourism of the European Union Mr. Ch. Papoutsis
- Letter to the Minister of Culture Mrs. E. Papazoi about "The operation of the archaeological sites and museums"

June 1999



- Letter to the Minister of Development Mr. E. Venizelos on the subject of: " The Delays in Airports and employment of seasonal personnel"
- Regional meeting on Rhodes and presentation of the Euro Guide
- Letter to the Chairman and Manager of the Olympic Airways concerning the subject of: "The Change of Name of the Macedonian Airlines"
- Press Release on the subject of: "The recovery of the Olympic Airways"
- Regional meeting on Santorini and presentation of the Euro Guide
- Letter to the Minister of Development Mr. E. Venizelos on the subject of: "The Development of Satellite Accounts for the Greek Tourism"

July 1999

- Regional meeting in Chalkidiki and presentation of the Euro Guide
- Letter to the Secretary General of the GNTO on the subject of: "Compensation for the Tourist Enterprises"
- Regional meeting on Corfu and presentation of the Euro Guide
- Press Release on the subject of: "The contribution of Tourism to the reduction of unemployment"

September 1999

- Comment about the Market Study of the GNTO
- Hotels-Members of the Association offer hospitality to the members of EMAK and their families
- Letter to the Secretary General of the GNTO Mr. E . Giannakopoulos on the

subject of: " Submitting of proposal for the formation of a plan for the Enterprising Programme of Tourism 2000-2006"

- Meeting Business Lunch with the Deputy Governor of the National Bank Mr. Th. Pantalakis and the Manager of Astir Palace Resort Mr. A. Koimisis
- Press Release about the World Tourism Day

Presentation of the Guide: "EURO and Tourist Enterprises"

October 1999

- Letter to the Undersecretary of Economics Mr. G. Drys on the subject of: "Advertisement tax imposed for the Municipalities charged through forms, periodicals a.s.o"
- Regional meeting on Crete
- Letter to the Secretary General of the GNTO Mr. E. Giannakopoulos concerning: "Chartered Flights at the Airport of Andravida"
- Press Release on the subject of: " Advertising Campaign and Promotion of the Greek Tourism for the period 1999-2000"

November 1999

- Letter to the Minister of National Economy Mr. G. Papantoniou regarding: "The removal of restrictions and proposed amendments for the application of the supports of the Development Law"
- Meeting Business Lunch of AGTE's Board of Directors with the CEO of the Olympic Airways Mr. R. Lynch
- Participation in the 15th International Tourist Exhibition "Philoxenia and presentation of the Euro Guide
- Regional meeting in Northern Greece and official dinner with speech by the Minister of Development Mr. E. Venizelos
- Letter to the Secretary General of the GNTO Mr. Giannakopoulos about the pay off of local taxes"
- Participation in the visit of the National Olympic Committee, EOE, in Sydney, Australia
- Meeting of the members of Athens on the subjects of: "Presentation of results from the visit of the National Olympic Committee in Sydney for the preparation of the Olympic Games", Short presentation of the Organization and Operation of the ATC (Australian Tourist Commission)" and discussion about the preparations for the Olympic Games 2004
- Letter to the Secretary General of the GNTO Mr. E. Giannakopoulos on the subjects of: The Organization of the Olympic Games and the ATC (Australian Tourist Commission)

AGTE Delegation at the Townhall of Marbella, Spain

December 1999

- AGTE with representatives of Local Governments on educational trip to Costa Del Sol, Spain
- Meeting Business lunch of SID with the Members of the Parliament Mr. M. Stavrakakis (PA.SO.K) and M. Kefalogiannis (ND)

- Press Release on the subject of: "TheEuropean Summit in Helsinki"
- Meeting Business lunch of AGTE's Board of Directors with the MEP's Mr. K. Chatzidakis, A. Karamanou, R. Kratsa and E. Bakopoulou
- Letter to the Minister of the National Economy Mr. G. Papantoniou concerning the amortization of the exchange differences from loans in YEN"
- Letter to the Minister of Interior Mrs. V. Papandreou regarding the subject of: " Adjustment of payments of fines on local taxes"
- Letter to the Minister of Development Mr. E. Venizelos regarding: The position of tourism within the European Union"
- Press Conference
- Meeting with the President of the Republic Mr. K. Stefanopoulos

2000

January 2000

- Press Release concerning: " The central rate readjustment of prices drachmas/Euro"
- Meeting Business Lunch of AGTE's Board of Directors with the Chairman of the Economic Expertise Committee Mr. I. Stournaras

ΟΙΚΟΝΟΜΙΑ

ΣΕΤΕ: Εκκληση για ενίσχυση του τουρισμού

February 2000

- Participation of AGTE in the Tourism Intergroup Meeting with the European Travel & Tourism Action Group (ETSG) in Brussels
- Invitation to the political parties PA.SO.K and N.D for the arrangement of a public discussion before the elections on issues concerning tourism
- Participation in the East Mediterranean International Travel and Tourism Exhibition (EMITT) in Istanbul and meeting with the Turkish Tourism Investors Association (TYD)
- Participation in the mission of the Greek Turkish Association of Business Cooperation, AGTES in Istanbul
- Meeting Business lunch of SID/AGTE with the Chairman of the Economic Expertise Committee Mr. I. Stournaras
- AGTE's Board of Directors visiting the New International Airport of Athens "Eleftherios Venizelos" at Spata
- Letter to the Secretary General of the GNTO Mr. E. Giannakopoulos on the subject of: " Classification of hotels in "Star" categories"
- Organizing the 8th Training Program of Tourist Management in cooperation with ALBA

Meeting with TYD in Thessaloniki

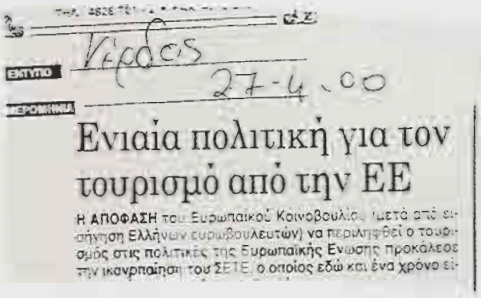
March 2000

- Meeting of AGTE's Board of Directors with the Turkish Tourism Investors Association (TYD) in Thessaloniki
- Participation in the discussion of the International Exhibition "Education 2000"
- 8th Annual General Meeting of AGTE, official speech by the EU Commissioner Mrs. A. Diamantopoulou

Mr.S.Golemis Secretary General of the BoD of AGTE, Mr.S.Kokotos,Chairman of the BoD of AGTE, Mr.S.Andreadis, Vice Presedent of the BoD of AGTE,and Mrs.A.Diamantopoulou, EU Commissioner.

April 2000

- Meeting Business lunch between SID and the correspondent of the newspaper Frankfurter Allgemeine Zeitung, Dr. Reiner Herman
- Letter to the Minister of Development Mr. N. Christodoulakis concerning issues of tourism and proposal for the organization of a conference on the


Κήρυξ
27-4-00
Ενιαία πολιτική για τον τουρισμό από την ΕΕ
Η ΑΠΟΦΑΣΗ του Ευρωπαϊκού Κοινοβουλίου (μετά από εισήγηση Ελλήνων ευρωβουλευτών) να περιληφθεί ο τουρισμός στις πολιτικές της Ευρωπαϊκής Ενωσης προκάλεσε την ικανοποίηση του ΣΕΤΕ, ο οποίος εδώ και ένα χρόνο εί-

subject: "Towards a Community Policy for Tousrism"

- Press release regarding: The Tourism in the Policies of the European Union
- Visit of AGTE's delegation in Egypt and meeting with the Egyptian Federation of Tourist Chambers (EFTC)

May 2000

- Comparative study of the Tourist Traffic of Athens and that of Istanbul
- Hospitality of Japanese journalists
- Meeting with the Commander of the Civil Aviation Authority Mr. D. Georgarakis
- Participation in the 5th Exhibition "Tourist Panorama"
- Meeting-Business lunch between SID and the PA.SO.K member of the Parliament Mrs. F. Gennimata and the N.D member of the Parliament Mr. M. Varvitsiotis
- Meeting of AGTE's Board of Directors and the Management of the International Airport of Athens "Eleftherios Venizelos"
- Letter to the Secretary General of the GNTO Mr. E. Giannakopoulos on the subject of " The National Council of Tourism, Business Plan 2000"

June 2000

- Meeting Business lunch between SID and the responsible for CNN's International TV program- "Art Cities" Mrs. Renee Pappas
- Proposal for the creation of a University Department of Tourist Studies on Corfu
- Press Conference
- Arrangement of discussion on the subject of: "The Development of the Air Transports in Greece and their contribution to Tourism" within the framework of the events of the Money Show 2000
- Proposals for the amendment of the Development Law
- Regional meeting on Crete
- Letter to the Secretary General of The Ministry of National Economy Mr. K. Theos on the subject of : "Amendment of the Development Law"
- Regional meeting on Kos

Mr.S.Golemis, Secretary General of the BoD of AGTE, Mr.S.Kokotos,Chairman of the BoD of AGTE, Mr.N.Aggelopoulos, Vice President of the BoD of AGTE, and Mr.G.Drakopoulos, General Manager of AGTE.

July 2000

- Meeting with the Turkish Tourism Investors Association (TYD) in Bodrum
- Request for information to the Secretary General Mr. E. Giannakopoulos on the subject of: the course of negotiations of the 3rd Community Support Framework
- Cooperation with the University of the Aegean for the elaboration of study

concerning: " Research for the Employment within Greek Tourism"

- Presentation of the Study on the subject of : " The Taxation of Tourism"

ΘΕΜΑΤΑ

Ανεπαρκέστατα κρίνει ο ΣΕΤΕ τα κονδύλια για τον τουρισμό

Στον τουρισμό θα επενδυθούν 573 δισ.

August 2000

- Proposal to the GNTO for the proclamation of a Photographic Competition with the subject of the Greek Tourism
- Meeting with the Undersecretary of Economics Mr. A. Fotiadis for matters concerning the Taxation Policy
- Letter to the Chairman of Athens Stock Exchange (A.S.E) Mr. P. Alexakis on the subject of: " A.S.E's listing priority to Tourist Enterprises"
- Letter to the Minister of Development Mr. N. Christodoulakis on the subject of: "Modernization and Development Taxes of Airports"
- Letter to the Minister of Development Mr. N. Christodoulakis on the subject of: "The Taxi Strike in Heraclion".
- Letter to the Chairman of the Central Municipality and Community Union of Greece (K.E.D.K.E) Mr. P. Kourkoulopoulos on the subject of : " Organizations of Local Government (O.T.A) and Tourism"

September 2000

- AGTE as a member in the International Hotel & Restaurant Association
- Letter to the Minister of Development Mr. N. Christodoulakis on the subject of "Charges for baggage carriage"
- Regional meeting on Santorini
- Letter to the Minister of Development Mr. N. Christodoulakis on the subject of: "Tourist Policy Directions"
- Letter to the Secretary General of the GNTO Mr. E. Giannakopoulos on the subject of : "Electronic Commerce and Tourism"
- Press Release for the World Tourism Day

October 2000

- Letter to the Secretary General of the GNTO Mr. E. Giannakopoulos concerning: "The Classification system of hotels in Star Categories"
- Proposals to the Greek Golf Federation for the development of Golf in Greece
- Letter to the Minister of Transport and Communication Mr. Ch. Verelis on the subject of " The Modernization and Development tax of the Airport"
- Letter to the Chairman of A.S.E Mr. P. Alexakis regarding: Criteria for the classification of Hotel Enterprises to the exchange earning category
- Meeting with the TYD in Elounda
- AGTE and representatives of Local Governments on Educational trip to Costa Amalfitana, Italy

Η ΦΟΡΟΛΟΓΙΚΗ ΕΠΙΒΑΡΥΝΣΗ ΤΟΥ ΤΟΥΡΙΣΜΟΥ

ΑΘΗΝΑ 2000

Mr.P.Alexakis, Chairman of A.S.E.

November 2000

- Press Release on the subject of: " Total Criticism of the Tourist Policy" within the framework of the 13th "Philoxenia"
- Regional meeting in Northern Greece and official dinner with the Chairman of Athens Stock Exchange Mr. P. Alexakis as speaker
- Proposal for the fuctions of the National Tourism Council
- Press Release on the subject of "Employment Bill"
- Comments for the partial lifting of the tourist saturation of Athens
- Intervention in the Ministry of Development and the Ministry of Environment Planning and Public Works for the use of liquid gas by Hotel Units

December 2000

- Letter to the Minister of Environment Planning and Public Works Mr. K. Laliotis concerning the regulation/settlement of the liquid gas use by hotel units
- Letter to the Minister of Development Mr. N. Christodoulakis regarding the subject of: "The Operation of the Andravida Airport"
- Cooperation of AGTE with the Postgraduate Programme of the Aegean University " Planning, Management and Tourist Policy" on a research level.
- Conference: "Tourism & Employment" in cooperation with the World Tourism & Travel Council (W.T.T.C)
- Press Conference
- Press Release on the subject of: "Tourist statistics and the development of the tourist demand"

ΠΑΝΕΠΙΣΤΗΜΙΟ ΑΙΓΑΙΟΥ
ΣΧΟΛΗ ΕΠΙΣΤΗΜΩΝ ΤΗΣ ΔΙΟΙΚΗΣΗΣ
ΔΙΑΤΜΗΜΑΤΙΚΟ ΠΡΟΓΡΑΜΜΑ ΜΕΤΑΠΤΥΧΙΑΚΩΝ ΣΠΟΥΔΩΝ
"ΣΧΕΔΙΑΣΜΟΣ, ΔΙΟΙΚΗΣΗ ΚΑΙ ΠΟΛΙΤΙΚΗ ΤΟΥ ΤΟΥΡΙΣΜΟΥ"

WORLD TRAVEL& TOURISM COUNCIL

Mr.S.Kokotos,Chairman of the BoD of AGTE and Mr.N.Christodoulakis, Minister of Development.

APPENDIX

FOUNDERS (AGTE)

KOKOTOS SPYROS

CAPSI DIA

DASCALANTONAKIS NIKOS

VASILAKIS THEODOROS

KOULOUVATOS KONSTANTINOS

VOULGARIS STEFANOS

TSILIDIS GEORGIOS

AGGELOPOULOS NIKOS

GOLEMIS STYLIANOS

MOUSAMAS ANTONIS

ARGYROU MARIA

PAPAKALIATIS EMMANOUEL

METAXAS NIKOLAOS

SBOKOS IOANNIS

KAMMENOS ILIAS

IOANNOU DAKIS

SEFERIADIS STELIOS

KONSTANTAKOPOULOS VASSILIS

MITSIS KONSTANTINOS

VERNICOS GEORGIOS

GRIGORIADIS TILEMACHOS

MAMIDAKI GINA

TSATSAKIS EMMANOUEL

TEMPORARY BOARD OF DIRECTORS AGTE (1992)

1. KOKOTOS SRYROS
2. CAPSI DIA
3. DASCALANTONAKIS NIKOS
4. VASILAKIS THEODOROS
5. KOULOUVATOS KONSTANTINOS
6. VOULGARIS STEGANOS
7. TSILIDIS GEORGIOS
8. AGGELOPOULOS NIKOS
9. GOLEMIS STELIOS

PERMANENT MEMBERS OF THE BOARD OF DIRECTORS AGTE (1993)

1. KOKOTOS SPYROS
2. VASILAKIS THEODOROS
3. DASCALANTONAKIS NIKOLAOS
4. CAPSI DIA
5. KOULOUVATOS KONSTANTINOS
6. AGGELOPOULOS NIKOS
7. VOULGARIS STEFANOS
8. GOLEMIS STYLIANOS
9. TSILIDIS GEORGIOS
10. POTAMIANOS ANDREAS
11. VERNICOS GEORGIOS

SUBSTITUTE MEMBERS

1. ANDREADIS STAVROS
2. DOUKAS ARGYRIS
3. MAMATIS ALEXANDROS
4. MOUSAMAS ANTONIOS

PERMANENT MEMBERS OF THE BOARD OF DIRECTORS AGTE (1997)

1. AGGELOPOULOS NIKOS
2. ANDREADIS STAVROS
3. DIVANIS SRYROS
4. CAPSI DIA
5. KOKOTOS SRYROS
6. MAMIDAKI GINA
7. MOUSAMAS ANTONIOS
8. KOULOUVATOS KONSTANTINOS
9. PAPATHANASIS NIKOLAOS
10. TSILIDIS GEORGIOS
11. ANTONIOU CHRISTOS
12. VASILAKIS THEODOROS
13. VERNICOS GEORGIOS
14. POTAMIANOS ANDREAS
15. GOLEMIS STYLIANOS
16. KOUMANIS ANASTASIOS
17. VOULGARIS STEFANOS
18. DALIAKAS STAVROS
19. FOKAS GERASIMOS

SUBSTITUTE MEMBERS

1. PITTAS GEORGIOS
2. DOUKAS ARGYRIS
3. APOSTOLIDIS GEORGIOS

MEMBERS
OF THE ASSOCIATION OF GREEK TOURIST ENTERPRISES

The following list includes all companies which have enrolled in Association of Greek Tourist Enterprises from 1992 until March 2001, whether they still remain members. The names in parenthesis are former representatives of said company.

1992

	NAME OF COMPANY	REPRESENTATIVE
1	EPICHIRIMATIKI KTIMATIKI SA	KOKOTOS SPYRIDON
2	TOURISTIKO SYGROTIMA CAPSI SA	CAPSI CONSTANTINA
3	ELLINIKA XENODOCHIA CAPSI	CAPSI CONSTANTINA
4	TOURISTIKES EPICHIRISIS CAPSI-VARDA SA	VARDAS DIMITRIOS
5	DASCOTELS S.A	DASCALANTONAKIS NIKOLAOS
6	AUTOHELLAS SA	VASILAKIS THEODOROS
7	HERMES EN GRECE	KOULOUVATOS KONSTANTINOS
8	VOULGARIS TOURISTIKES EPICHIRISIS	VOULGARIS STEFANOS
9	GEORGE TRAVEL SERVICES LTD	TSILIDIS GEORGIOS
10	GE.TO.XEK SA	AGGELOPOULOS NIKOLAOS
11	GOLDAIR SA	GOLEMIS STYLIANOS
12	MOUSAMAS APOSTOLOS & SONS SA	MOUSAMAS ANTONIOS
13	ELINTOUR SA	ARGYROU MARIA
14	ZEUS OF CRETE SA	PAPAKALIATIS EMMANOUEL
15	AKTI VOLAKA GLYKORIZA SA	METAXAS NIKOLAOS
16	AGAPI BEACH SA	SBOKOS IOANNIS
17	VATEK SA	KAMMENOS ILIAS
18	ATHINEON SA	IOANNOU DAKIS
19	COSTAMARE SA	KONSTANTAKOPOULOS VASILIS
20	K.MITSIS SA	MITSIS KONSTANTINOS
21	VERNICOS YACHTS	VERNICOS GEORGIOS
22	AFOI GRIGIRIADI SA	GRIGORIADIS TILEMACHOS

23	TOURISTIKES EPICHIRISIS AGIOU NIKOLAOU KRITIS SA	MAMIDAKI GINA
24	MANOS TRAVEL SYSTEMS SA	TSATSAKIS EMMANOUEL
25	IPIROTIKI ATMOPLOIA G.POTAMIANOS	POTAMIANOS ANDREAS
26	RODOS SA	LELAKIS ANTONIOS
27	"INTERESORTS" XENODOCHIAKES & TOURISTIKES EPICHIRISIS	STEFANOU STEFANOS / KANONIS GEORGIOS
28	ANONYMOS TOURISTIKI & XENODOCHIAKI ETERIA PLOTIN TRAVEL	ANTONIOU CHRISTOS
29	AIRTOUR GREECE EPE	PAPATHANASIS NIKOS
30	HELLASTOURS EPE	SPANOS GEORGIOS
31	M.STAMOU SA	STAMOU MICHAEL
32	THRIFTY HELLAS SA	STEFANIDIS GEORGIOS
33	OLYMPIC EMPORIKE & TOURISTIKE EPICHIRISIS SA	SCARLATIDIS NIKOLAOS
34	TOXOTIS AXE	KAKARIS CHRISTOS
35	ALFA MARIN SA	ALEXANDRAKIS GEORGIOS
36	ANONYMOS ETERIA XENODOCHIAKON & TOURISTIKON EPICHIRISEON "MARBELLA SA"	DRAKOPOULOS SRYRIDON
37	A.KAZANTZIS SA	KAZANTZIS GRIGORIS
38	CHARITOS TRAVEL LTD.	CHARITOS DIMITRIS
39	E.S. TOURS HELLAS ATXE	SKRETAS STATHIS
40	RODOS TOURS EPE	HATZILIAMIS IOANNIS
41	SANI SA	ANDREADIS STAVROS
42	XENODOCHIAKES & TOURISTIKES EPICHIRISIS TSAOUSOGLOU SA(HILTON)	TSAOUSOGLOU KONSTANTINOS
43	I.MANIATOPOULOS SA XENODOCHIAKI & TOURISTIKI	MANIATOPOULOS IOANNIS
44	KARKAVATSOS & SIA TOURISTIKI SA	KARKAVATSOS GEORGIOS
45	XENODOCHIAKE TOURISTIKE EMPORIKE EKDOTIKE GEORGIKE EPICHIRISIS "S.PAPAGEORGIOU"	PAPAGEORGIOU ANTHOUSA
46	FILIPPOS G.LAMPRINOS SA TOURISTIKON & XENODOCHIAKON EPICHIRISEON	LAMPRINOS NIKIFOROS

47	IKAROS VILLAGE SA	SOULIAS NIKOS
48	A.CHRONAKI SA-AKTI STALIDOS	CHRONAKIS NIKOLAOS
49	IERAPETRA BEACH SA	DOMAZAKIS SPYROS
50	N.VOYIAJAKIS SA	VOYIAJAKIS NIKOS
51	N.C.VOURVACHAKIS SA	VOURVACHAKIS NIKOLAOS
52	PRAKTORIO DOUKA SA	DOUKAS ARGYRIOS
53	KRETA SA TOURISTIKON EPICHIRISEON	KALOGERAKIS PETROS (KREIS IOANNIS)
54	MINOS GENIATAKIS SA	GENIATAKI CHRYSANTHY / GENIATAKIS MINOS
55	SOLMAR TOURS SA	CHIOTAKIS SPYROS
56	SUMMERLAND TRAVEL	VLATAKIS IOANNIS
57	TOURISTIKES EPICHIRISIS E.GAVRILAKI EPE	GAVRILAKIS MANOLIS
58	G.I.ADAMIS & SONS OE	ADAMIS DIMITRIS / ADAMIS ODYSSEAS
59	SO.VY.NA TRAVEL SA	LOUPASIS NIKOLAOS
60	KYDONIA LTD	KOLLA CHRISI
61	GREKAMER SA	VATIDIS ALKIS
62	ROUSSOS (C.V.I.GIANNOULIS SA)	GIANNOULIS NIKOLAOS
63	PARADIANA INTERNATIONAL SA	KRITSOTAKIS EMMANOUEL
64	GENIKE TOURISTIKE EPICHIRISIS "TRAVEL CENTER EPE"	KARAVAS MICHAEL
65	CHRISTOPHER TRAVEL LTD	MERJANIS CHRISTOS
66	K.MAGGELI EPE	MAGGELIS KOSTAS
67	GOLDAIR TOURS CRETE EPE	KONSTANTINIDIS KONSTANTINOS
68	CANEA TRAVEL	KOUTSOUPAKI A.
69	AKTI ZEUS SA	KEFALOGIANNIS NIKOLAOS
70	CHRISSI AMMOUDIA SA	STEFANAKIS NIKOLAOS
71	LEONIDAS AVDIS SA	AVDIS LEONIDAS
72	ANONYMI TOURISTIKI XENODOCHIAKI & EMPORIKI ETERIA SBOKOS TOURS SA	SBOKOS CHRISTODOULOS
73	TOURISTIKES EPICHIRISIS LYTTOS SA	VRANAS MICHAEL
74	ELLINIKES DIASYNDESIS SA	KONTOS VASILIS

75	OMILOS RIZOU SA	RIZOS ANASTASIOS
76	AKTI MYRINIS SA	DALAKOURA ELENI
77	KRONOS TRAVEL & TOURISM	FOUNTAS PANAGIOTIS
78	RCI HELLAS SA	MANIKIS DIMITRIOS (AVRAMOPOULOS THANASIS)
79	MINOIKES GRAMMES ANE	KLIRONOMOS KONSTANTINOS / KASAPAKIS PANAGIOTIS
80	AMPHITRION HOLIDAYS EPE	MANTZIOS DIMITRIS/ GAZELIDIS NIKOS/ MITSIOU KONST.
81	CORFU PALLAS SA	WUTSCHERT JEAN-PIERRE
82	IRA SA	MATHIOPOULOS IRAKLIS
83	ETERIA ELLINIKON XENODOCHION LAMPSA SA	VOTZIDIS KONSTANTINOS
84	FREI SA TRAVEL CONGRESS	GARGASOULA NIKI
85	POTIDEA TOURISTIKES EPICHIRISIS SA	KOTSIAS KONSTANTINOS
86	POSSIDI HOLIDAYS SA	PAPAGIANNIS NIKOLAOS

1993

	NAME OF COMPANY	REPRESENTATIVE
87	GERAKINA SA	KALLIGEROS GERASIMOS
88	DINERS WORLD TRAVEL	VARVIAS KONSTANTINOS
89	TOURISTIKI TECHNIKI SA	KOKOTOS GEORGIOS
90	CHAT TOURS EPE	KOULOUVATOS KONSTANTINOS
91	ELLINIKE TOURISTIKE EPICHIRISIS AFOI KOULOUVATOU SA	KOULOUVATOS KONSTANTINOS (KOULOUVATOS CHRISTOS)
92	TOURISTIKE XENODOCHIAKE EPICHIRISIS MIRABELO SA	CHOURDAKIS NIKOLAOS
93	STANLEY SA	ROZOS VASILIS
94	XENODOCHIAKE EPICHRISIS A. MANTZAVELAKIS SA	VASILOPOULOS MARIOS
95	ATTIKOS OURANOS SA	ZAFOLIAS STEFANOS
96	DE.KA SA	AGGELOPOULOS NIKOLAOS

97	ELOUNDA SA	KOKOTOS SRYROS
98	EUROPAIKA NAUTILIAKA PRAKTORIA EPE	SFINIAS PANTELIS
99	DELTA GRAFIO TAXIDION EPE	PLATIS ATHANASIOS
100	EL GRECO TOURISTIKES EPICHIRISIS KRITIS SA	DASKALANTONAKIS NIKOLAOS
101	KANDIA SA	DASKALANTONAKIS NIKOLAOS
102	ATHENAIR LTD	TSOVILIS THOMAS
103	GOLDAIR TOURS SA	MELETIS PANAGIOTIS
104	THE XENIA TRAVEL BUREAU SA	MELETIS PANAGIOTIS
105	AFOI S.GIAMA SA	GIAMAS EMMANOUEL
106	WAVES HELLAS SHIPSUPPLIERS LTD	MAKRIS ORESTIS
107	XENODOCHIA CHANDRI (HELLAS)SA	GIALAS KONSTANTINOS
108	XENODOCHIA RETHYMNIS	DASKALANTONAKIS NIKOLAOS
109	ASTORIA HOTEL SAPAPADOPOULOU NONITA	
110	S.GIANNIKAKIS TOURISTIKES & XENODOCHIAKES EPICHIRISIS SA	GIANNIKAKIS STYLIANOS
111	TRAVELAND	GERONIKOLAS IAKOVOS
112	FAGE VIOMICHANIA EPEXERGASIAS GALAKTOS SA	FILIPPOU IOANNIS
113	KANELOS TOURS	PAPASKOULIS KANELOS
114	GROUTAS HELLAS SA	PIROUNAKI MARIA
115	TRAPEZA PIREOS	SALLAS MICHALIS/ STAIKOU SOFIA
116	PORTO RIO XENODOCHIAKES EPICHIRISIS SA	CHARALABAKOPOULOS IOANNIS
117	XENODOCHIO RODOS PALAS SA	BARBOUTIS GEORGIOS
118	SKIATHOS TOURISTIKE & XENODOCHIAKE EPICHIRISIS P.V.DERVENIS SA	DERVENIS ARIS / DERVENIS PANAGIOTIS
119	TRAPEZA PISTEOS SA	ANDREOU ANDREAS
120	KOSTA SA	SOURLAS CHRISTOS
121	PONTOS TRAVEL SA	SOURLAS THEOFILOS
122	GRAMMES STRINTZI NAUTILIAKI SA	STRINTZIS GERASIMOS
123	XENODOCHIO ILISSIA SA	POLITOPOULOS NIKOLAOS
124	ANDROMEDA XENODOCHIA SA	DIMITRAKOPOULOS ARIS
125	ARGO TAXIDIOTIKI & TOURISTIKI SA	PAPATHANASIS NIKOS

126	IBISCUS TOURS SA	SOULOUNIAS GIANNIS
127	PLOTIN OF CETE SA	FRAGIADOULAKIS MANOLIS
128	MARINA BEACH HOTEL	ZABETAKIS MICHALIS
129	M.TSIMIDOPOULOS SA	TSIMIDOPOULOS MICHALIS
130	MERIDIAN EPE	GRAFAKOS PANAGIOTIS
131	XENODOCHIAKE TOURISTIKE EPICHIRISIS EVAGGELOS BRAZITIKOS	BRAZITIKOS EVAGGELOS
132	V TOURS SA	VOUKOUVALIDIS STAMATIS
133	M&A KARANTZI SA	KARANTZIS MILTIADIS
134	AFOI A.MIRAYIA	ZOUZOUKIS GEORGIOS
135	F.D.ATHANASOPOULOS SA	ATHANOSOPOULOS MICHALIS
136	T.ROBOPOULOS XENODOCHIAKES EPICHIRISIS SA	ROBOPOULOS THOMAS
137	TOURISTIKES EPICHIRISIS CHALKIDIKIS SA	TORNIVOUKAS KONSTANTINOS
138	HERMES HOTELS & TOURIST ENTERPRISES SA	MAMIDAKIS NIKOLAOS
139	XENONES DYTIKIS MAKEDONIAS	BOUTARI FANI
140	I.BOUTARIS & IOS AAOVEE	ANASTASIADIS THRASIVOULOS
141	RHENIA TOURS SA	KASMIRLIS APOSTOLOS

1994

	NAME **OF COMPANY**	**REPRESENTATIVE**
142	INTERTIME ANONYMOS ETERIA TOURISMOU	TOPALIAN MARSEL
143	DOMESTICA AVETE	NIKOLAIDIS THEOFILOS
144	VIANOX SA	SVOLOS DIMITRIS
145	N.GEORGAKOPOULOS EPE	GEORGAKOPOULOS NIKOLAOS
146	DISIMCO EPE	SIMSIROGLOU ANTONIS
147	ATHINAIKI ZYTHOPIA	TANES MINAS
148	VATHIPETROU SA	PAPADAKIS IOANNIS
149	DAFNILA SA	DASKALANTONAKIS NIKOLAOS
150	FEAX AETA(CORFU IMPERIAL)	DASKALANTONAKIS NIKOLAOS

151	APOSTOLOS A.CHRISTOFOROU SA	CHRISTOFOROU APOSTOLOS
152	THE TSITOURAS COLLECTION	TSITOURAS DIMITRIS
153	CORCYRA TRAVEL SERVICES	ZERVOU SOFIA
154	GOLDEN CHEMICALS AVEE	TSIGARIDAS KONSTANTINOS
155	XENIA EKTHESIAKES EKDILOSIS EPE\	KOUMANIS ANASTASIOS
156	COSTATERRA ATEE	KONSTANTAKOPOULOS VASILIOS
157	S.LEMIS-S.LYCHNOS OE	S.LEMIS/S.LYCHNOS
158	ODYSSEUS ISTIOPLOIKES DIAKOPES ANE	GEORGIADIS GEORGIOS
159	D.MOUTSOS-A.GIAKOUMAKI CORFU SUNSPOTS TRAVEL TOURISTIKES EPICHIRISIS EPE	MOUTSOS DIMITRIOS
160	GREKAMER SA	VATIDIS IONAS
161	EY.AN AE	ZOUPAS GEORGIOS
162	AMERICAN EXPRESS TRAVEL RELATED SERVICES	VERNEZOS DIMITRIOS
163	INTERCRUISE LTD	LOURIS GEORGIOS
164	ZORPIDIS TRAVEL GEORGIOS ZORPIDIS & SIA EPE	ZORPIDIS MICHALIS
165	GRAND HOTEL GLYFADA AXTE	MARTINOS THANASIOS
166	ADELE BEACH AETE	GEROGIANNAKIS PANTELIS
167	ZEUS TOURS EPE	VENETOPOULOS TRIANTAFYLLOS
168	IDA TRAVEL SA	GALANAKIS EMMANOUEL
169	THEARTEMIS PALACE SA	BIRLIRAKIS CHARALAMBOS
170	I.TRIPODIANOS & SIA OE CRETOISE TRAVEL	TRIPODIANOS I.
171	TOURISTIKES & OIKODOMIKES EPICHIRISIS DIONYSOS SA	THEODOSI NIKOLETTA / LEBESIS DIONYSIS
172	GEE DEE'S SA	DIMOPOULOS G.
173	NEA THIRAIKI SA GRAND HOTEL RHODES	MITSI EUGENIA
174	AFOI KOUROUNI OE(AEOLOS TRAVEL KOS)	KOUROUNIS KONSTANTINOS
175	I.PATERAKIS SA PORTO BELLO	PATERAKIS NIKOLAOS
176	I.KAMATEROS SA	KAMATEROS IOANNIS
177	K.BAKALOGLOU SA-ALEXANDRA TRAVEL	BAKALOGLOU KYRIAKOS
178	AEGEAS TRAVEL	TECHNITIS KONSTANTINOS

179	XENODOCHIAKE TOURISTIKE EPICHIRISIS MEDI TOURS SA	FANOURAKIS SOCRATIS
180	POLOGEORGI MARIA SA	POLOGEORGI MARIA
181	ELLINIKA XENODOCHIA AEGEOU SA	KARAGIANNIS GEORGIOS
182	OSCAR SA	CHATZISAVAS IOANNIS
183	BCA BUSINESS STUDIES	DASKALAKIS VASILIOS
184	PLATANISTA ANONYMI ETERIA XENODOCHIAKON & TOURISTIKON EPICHIRISEON	PLATANISTAS KONSTANTINOS
185	ALPINE ERGASTIRIO ELEFTHERON SPOUDON	SYBIL HOFMANN
186	S.MICHOPOULOS SA XENODOCHIAKES, TOURISTIKES & NAUTILIAKES EPICHIRISIS	MICHOPOULOS SRYROS
187	CRETAN HOLIDAYS SA	BADOUVAS KONSTANTINOS
188	PEFANA SA HOTEL: PEFANA VILLAGE	DASKALAKIS G.
189	MASTER HOLIDAYS EPE	MASTORAKIS GEORGIOS
190	DELTA SA-DAN TRAVEL	DANDOULAKIS GEORGIOS
191	ANISSA SA	POLEMARCHAKIS IOANNIS
192	ANISARAS SA	PAPAKALIATIS MICHALIS
193	ATHOS CITY CONGRESS TRAVEL	SEGGOULIS CHRISTOS
194	IBISKOS XENODOCHIAKES & TOURISTIKES EPICHRISIS SA	PAPADOURAKIS ANASTASIOS
195	YANNA TOURS GRAFIO GENIKOU TOURISMOU	MANOLIAKIS MICHALIS
196	LAKITIRA SA TOURISTIKE & XENODOCHIAKE EPICHIRISIS	ANDRIOPOULOS NIKOLAOS
197	BLUE YACHTS SA	VERNICOS GEORGIOS
198	ESTIATORIA-ZACHAROPLASTIA	PAPACHRISTOU CHRISTOS
	DIONYSOS-ZONARS SA	
199	DEVERIKOS XENTE SA	DEVERIKOU MARI
200	KILADA LEFKON SA	PITTAS GEORGIOS
201	AKTI KARDAMENA SA-HOTEL NORIDA BEACH	MITSIS STAVROS
202	P.CHRYSOCHOIDIS SA-HOTEL RODOS MARIS	MITSIS KONSTANTINOS
203	KAVIROS OINOPIITIKI SA	MITSI CHRISTINA
204	AKTI KOKKINI AXTE-HOTEL RINELA BEACH	MITSIS KONSTANTINOS

205	AKTI ARIADNI SA-HOTEL SERITA BEACH	MITSIS KONSTANTINOS
206	ORIZON TOURISTIKI METAFORIKI SA	KLEOPAS RENOS
207	HOTELAIR SA	EYTHIMIADIS PANAGIOTIS

1995

	NAME OF COMPANY	REPRESENTATIVE
208	XENODOCHIA T.AGGLOS SA	AGGLOS IOANNIS
209	AEGEAN AIRLINES SA	VASILAKIS THEODOROS
210	AFOI KYRIAKAKI OE-KYRIAKAKIS TRAVEL	KYRIAKAKIS MICHALIS
211	NEVROU CHRISTINA-BRATSERA HOTEL	NEVROU CHRISTINA
212	AFEA TRAVEL AND TOURISM	NIKOLAKOPOULOS SPYROS
213	THE BANK OF NOVA SCOTIA	MORAITIS NIKOLAOS
214	ILIOTOPOS SA	KONSTANTINIDIS KONSTANTINOS
215	MAMATIS ALEXANDROS	MAMATIS ALEXANDROS
216	VINITOURS TOURISTIKES EPICHIRISIS EPE	VALSAMIS GEORGIOS
217	TOURGREECE SA V.SAKELLARIS TOURISTIKES EPICHIRISIS SA	SAKELLARIS VASILIS
218	TRIAENA-TAXIDIA TOURISMOS-STAVROS LAGAS	LAGAS STAVROS
219	SUPERFAST FERRIES SA	PANAGOPOULOS PERIKLIS
220	CMS-SYMVOULOI EPICHIRISEON MARKETING EPE	MARRIOTT CAROL
221	AKTE TINOU SA(TINOS BEACH)	MARTINOS ATHANASIOS
222	OLYMPIAKES DIAKOPES SA	PAPAGEORGIOU KONSTANTINOS (SOURLAS THEOFILOS)
223	ARIS DRIVAS YACHTING	DRIVAS ARIS
224	AFOI CHRISTOPOULOI ATEE SANTORINI NINE MUSES HOTEL	CHRISTOPOULOS IOANNIS
225	SANTA MARINA AXETEE	PAPAGEORGIOU ILIAS
226	SANTORINI XENODOCHIAKES & TOURISTIKES EPICHIRISIS SA	ALAFOUZOU-AGGELI IOANNA
227	PERIVOLAS	PSYCHAS KOSTIS

228	TETRAS AXE TTNE	TETRADI CHRISTINA
229	GALANAKIS EVAGGELOS	GALANAKIS EVAGGELOS
230	I.MATARAGAS-P.PETTAS SSA AXTE (HOTEL GOLDEN SUN)	MATARAGAS NIKOLAOS
231	CRYSTAL TRAVEL EPE	DOUKAS GEORGIOS
232	TRAVELWAY TOURISM & SHIPPING LTD	CHABAS SPYROS
233	I.A.DOGANI & SIA EPE	DOGANI IOANNA
234	VERNICOS MANOS	VERNICOS MANOS
235	LES HIRONDELLES	LEVEDIS KONSTANTINOS
236	LOTUS CAR RENTAL	KOSMATOU AIKATERINI
237	G.KYRIAKOPOULOS AXTEE-CITA TRAVEL	KYRIAKOPOULOS GEORGIOS
238	CLUB MEDITERANEE HELLAS	BERGERET OLIVIER / GEREKOS SOTIRIS (GIOURGAS IOANNIS)
239	AEROGRAMMES ELLADOS-AERODROMISIS SA	BADOUVAS KONSTANTINOS
240	ASTRA HOTELS LTD	GRADY FRANCIS
241	OLYMPIC AIRWAYS SA	DALIAKAS STAVROS
242	XENODOCHIAKE EPICHIRISIS IONIKI SA	TSAGARIS DIMITRIOS
243	AKTES AEGEOU SA-CAVO TAGOODALEZOS IOANNIS	
244	LAMBRAKIS PRESS - TRAVELPLAN	BITHAS THEODOROS
245	PAM TOURISTIKI EPICHIRISI EPE	GYRA DESPINA (PALLADAS MICHALIS)
246	P.CASSIMATIS HOTEL ORGANIZATION LTD	KASSIMATIS PANTELIS
247	EXPRO SA	TSIGARIDAS KONSTANTINOS

1996

	NAME OF COMPANY	**REPRESENTATIVE**
248	SYNEDRIAKO KENTRO METSOVOU (IDRIMA EGNATIA IPIROU)	MAGOULA LILY
249	KYRIAKOULIS MESOGIAKE KROUAZIERE NAUTILIAKI SA	KYRIAKOYLIS STAVROS / KYRIAKOULIS THEOFANIS

250	HOWARTH CONSULTING (HELLAS) LTD	GAZELIDIS NIKOS
251	S.ASONITI & SIA OE - EUROCORFU TRAVEL	THEODOROU POSIDONAS
252	NAVA YACHTS SA	GIOKAS ORESTIS
253	G.MARINOS -MONICA VERMULEN EPICHIRISIS GENIKOU TOURISMOU MEDI TOURS	MARINOS GEORGIOS
254	XENODOCHIA AEGEOU SA	LEBESIS DIONYSIS
255	G.KYPRIOTIS & SONS SA	KYPRIOTIS KONSTANTINOS
256	GHIOLMAN GREEK HOLIDAYS- GHIOLMAN YACHTS -TRAVEL AVIATION	GHIOLMAN MICHALIS
257	I-CON INTERNATIONAL CONSULTING	KANELLOPOULOS CHARALAMBOS
258	RHODOS PERIGIISIS EPE-RHODOS TOURS	CHAJILIAMIS IOANNIS
259	SA COLOSSOS XENODOCHIAKE EPICHIRISIS	SOULOUNIAS ARIS /
		MARAVELIAS TASOS
260	GRIFFIN TAXIDIOTIKI & NAUTILIAKI SA	GEORGILLI KALLIOPI
261	PRISMA TRAVEL AND TOURIST ENTERPRISES	PATRIKIOS GERASIMOS
262	AEROPORIKES & TOURISTIKES EPICHIRISIS EPE AVIATE	FRANTZESCAKIS KONSTANTINOS
263	SALINA TAXIDIOTIKE & TOURISTIKE EPICHIRISIS EPE	SALAMANOS STAUROS
264	THE BEST OF CYCLADES TRAVEL	VASSALOU EFSTATHIA
265	XENODOCHIAKES TOURISTIKES EPICHIRISIS A.SMARAGDIS SA(HOTEL TORONEOS)	SMARAGDIS APOSTOLOS
266	MIDAS HOTELS	MALANDRAS MICHALIS / ANTONIOU CHRISTOS
267	OLYMPIAKI TOURISTIKI SA	GAZELIDIS NIKOLAOS
268	HOTEL AMARILIA-AMARILIA TRAVEL PAISIOU	PAISIOU ANTONIA
269	AKTINA SA	ZERZIVILIS PANAGIOTIS
270	AVENTA SA	VENOUKAS ANASTASIOS
271	GALILEO HELLAS SA	KYZIRAKOS NIKOS
272	XENODOCHIA DIVANI SA	DIVANIS SPYROS
273	ETHNIKI TRAPEZA EPENDYSEON VIOMICHANIKIS ANAPTYXEOS	STAVRIDIS KONSTANTINOS
274	ANEXARTITES SPOUDES EPISTIMON & TECHNOLOGIAS-IST STUDIES	KALKATZIKOS KONSTANTINOS

275	ETVA FINANCE SA PAROCHIS CHRIMATOIKONOMIKON YPIRESION	APOSTOLIDIS GEORGIOS
276	K.ALEXANDROU SA-XENODOCHIAKES & TOURISTIKES EPICHIRISIS-TO PELAGOS	ALEXANDROU FANI
277	XENODOCHIAKI & TOURISTIKI AEGEOU SA "DORYSSA BAY HOTEL & VILLAGE"	DIMITRIOU NIKOS

1997

	NAME OF COMPANY	**REPRESENTATIVE**
278	HELEXPO -DET SA	POZRIKIDIS KYRIAKOS (KOURTIS ANTONIS)
279	NIREUS EPE	TSAFOS ELEFTHERIOS
280	XENODOCHIAKI TOURISTIKI BEIS SA-BEIS BEACH HOTEL & APPARTMENTS	BEIS STAMATIS
281	FILOXENOS TRAVEL	PAUL EL-ZEREY
282	ELECTRA PALACE	FOKAS GERASIMOS
283	DIETHNIS AEROLIMENAS ATHINON SA	PARASCHIS GIANNIS (HEINZELMAN UTZ)
284	P.G NIKAS AVE	NIKAS GEORGIOS / NIKAS PANAGIOTIS
285	OMILOS XINI MESOGIAKO ERGASTIRIO ELEFTHERON SPOUDON EPE	XINIS SOFOKLIS
286	ATTIKA CRUISES-ATTIKA NAUTILIAKI	PRIOVOLOS ANTONIS
287	CONSORTIUM TOURIST ENTERPRISES LTD	VERNICOS NIKOS / OIKONOMAKIS GEORGIOS
288	TOURISTIKES EPICHIRISIS SPORADON EPE MARE NOSTRUM HOLIDAYS	MICHAEL-CRAIG KATERINA
289	MINOS PALACE SA	MAMIDAKI MARILENA
290	ARINA SAND SA	MAMIDAKI MARILENA
291	CHATZIKYRIAKOS-TECHNOTEL SA	EVAGGELOU EVAGGELOS
292	MONOGRAM EPE	BOUZANIS STAVROS
293	I.T.C. HELLAS SA 1.CLUB KALIMERA-HELLENIC PALACE 2.CLUB KALIMERA-PORTO ANGELI	STERGIOU VASILIS
294	DIMITRIOS KYNIGAKIS AVEEX	KYNIGAKIS DIMITRIOS

295	ANEMA SA XENODOCHIAKI & TOURISTIKI	DIAMANTIS FOUSTANELAS
296	HOTEL PALLADIUM S.KOUSATHANAS-KASSAVETIS	KASSAVETIS GEORGIOS
297	INFO PUBLICATION EPE	GIANNIOTIS SPYROS / AGGYRIDI LENA
298	AITHRION PALACE SA	KONSTANTINIDIS KONSTANTINOS
299	CBR AFOI MICHAEL PEFANI SA	PEFANIS ANDREAS
300	RODOS PRINCESS I&E CHATZILAZAROU SA	CHATZILAZAROU IOANNIS
301	JUST BOATS-SWAN TRAVEL	SKLAVOUNOS GEORGIOS (ALEXOPOULOS DIMITRIS)
302	LEFKONIKO BEACH HELLAS EXPRESS SA	CHATZIKAKOU NIKOS
303	INTERJET AEROPORIKES & TOURISTIKES EPICHIRISIS SA	DANIILIDIS KIMON
304	HELLENIC HOTEL MANAGEMENT SA	OIKONOMOU ANDREAS (SEFERIADIS STELIOS)
305	ALAMO EUROLEASE CAR HIRE SA	BAKIRLIS CHARALAMBOS (BAKOS GEORGIOS)
306	PYRAMIS SA-HOTEL EDEN BEACH CLUB	PANAGOPOULOS FOTIS
307	TOXE SA-METROPOLITAN HTL,THEOXENIA HTL	PAPAGEORGIOU KONSTANTINOS
308	ASTY SA-ATHENS LEDRA MARRIOTT HTL	KONSTANTINOU IKAROS
309	KENTRO EPICHIRIMATIKIS EPIKINONIAS D.G.KALOFOLIAS & SIA OE	KALOFOLIAS GEORGIOS

1998

	NAME OF COMPANY	REPRESENTATIVE
310	SEMELI GEORGIKI OINOPITIKI SA	KOKOTOS GEORGIOS
311	XEAK AETE TOURISTIKES & EMPORIKES EPICHIRISIS	DYPIRES YVES
312	COSTACRUISING ANONYMOS NAUTILIAKI-TOURISTIKI ETERIA	KONSTANTAKOPOULOS ACHILLEAS
313	TOURISTIKES EPICHIRISIS MESSINIAS SA "TE MES SA"	KONSTANTAKOPOULOS ACHILLEAS

314	TOURISTIKES EPICHIRISIS NOTOU SA "PARADISE HOTEL"	AGGELOPOULOS NIKOS
315	NISI FEAKON SA ANONYMOS TOURISTIKI XENODOCHIAKI ETERIA	CHARLAFTIS VASILIS
316	AFOI P.MANESI SA "SAN STEFANO HOTEL" TOURISTIKES XENODOCHIAKES & EMPORIKES EPICHIRISIS	MANESIS MICHALIS
317	XENODOCHIAKES TOURISTIKES EMPORIKES NAUTILIAKES & KATASKEVASTIKES EPICHIRISIS ZEUS SA "MYCONIAN AMBASSADOR"	DAKTYLIDIS PANAGIOTIS
318	PINELOPE SA- HOTEL DORION	LONTOU ANNA
319	"LE MONDE" D.ANTONOPOULOS-A & N VELISSAROPOULOS OE	VELISSAROPOULOS ARGYRIS
320	INTERNATIONAL PUBLICATIONS LTS	THEOFANOPOULOU MARIA
321	HENKEL-ECOLAB SA	MAZARAKIS DIMITRIS/ TZOUVELOS ATHANASIOS (VALACHIS D./VASTARDIS S.)
322	OLYMPIAN VILLAGE HTL.-EPTEA SA	AGGELOPOULOS SPYROS
323	INTRAV INTERNATIONAL TRAVEL & CONGRESSES	MOROU STELLA
324	A.S.T AIRLINE SERVICES	CHATZIGEORGIOU PRODROMOS / CHATZIGEORGIOU KON/NOS

1999

	NAME OF COMPANY	**REPRESENTATIVE**
325	GOLDEN BLUE ENTERPRISES SA	KONTINOPOULOS DIMITRIS
326	TRAPEZA EFG EUROBANK SA	NANOPOULOS N. / PAPADOPOULOS K.
327	KPMG KYRIAKOU SYMVOULI SA	KOKLAS DIMITRIS (SPANOS D.)
328	MARPOUNTA SA	SANTIKOS NIKOLAOS
329	ANTEL TRAVEL	THEODOULOU THEODOULOS
330	HYATT REGENCY XENODOCHIAKI & TOURISTIKI THES/KIS SA	GALANAKIS GEORGIOS
331	ASTIR PALACE VOULIAGMENIS AXE	PAPAGEORGIOU G. (KIMISIS A.)

332	TOURIST GUIDE OF GREECE	PAPAIOANNOU SOFOKLIS
333	PRO-ACTIVE PROJECT MANAGEMENT	STANITSAS SPYRIDON

2000

	NAME OF COMPANY	REPRESENTATIVE
334	ANONYMOS ETERIA XENODOCHIAKON & TOURISTIKON EPICHIRISEON MARBELLA SA	DRAKOPOULOS SPYROS / STAVRAKOPOULOS ARTEMIS
335	HLIOTOPOS SYNEDRIAKI & TOURISTIKI M.EPE	KONSTANTINIDIS KONSTANTINOS
336	INTERDYNAMIC ATXEE	SOFIOS DIMITRIOS
337	AMATHUS	DASKALAKIS EMMANOUEL
338	EUROPARTNERS LTD	KANIARIS ALEXIS
339	ADRENALINI SA	POURLIAKAS PETROS
340	ELTOURE SA-HOTEL MIRAMARE WONDERLAND	MAMIDAKI IOANNA
341	MIRASOL SA-CANDIA PARK VILLAGE	MAMIDAKI IOANNA
342	MASTER TOURS EPE	MAMIDAKI IOANNA
343	STELLA MARIS SA	MAMIDAKI IOANNA
344	PYTHAGORION AEXTE	TSAKIRIS GEORGIOS
345	KBC BUSINESS CONSULTING	KEFALOGIANNI IOANNA
346	ESPERAS TRADITIONAL HOUSES	MAVRELOU IOULIA
347	AIGLY SA	PLATIS ATHANASIOS
348	SELINI -E.VOLIKA & SIA EE	CHATZIYIANNIS GEORGIOS
349	KANAPITSA MARE-CAPE KANAPITSA	ANDRITSOPOULOS ILIAS
350	T.KOUMELIS-V.KARANTZAVELOU OE- TRAVEL MEDIA APPLICATIONS	KOUMELIS THEODOROS
351	MAGIC LIFE HELLAS SA	VAFIADIS ANASTASIOS
352	GLOBALSIGN GREECE SA- OMNIS ON LINE	KOMPOPOULOS IOANNIS
353	G.S TRAVEL SA	SKREKI ZOI
354	ANAPTIXIAKI SKIATHOU DE	PREVEZANOS DHMHTRIOS

355	P.CASSIMATIS ORGANISATION LTD	CASSIMATI VASILIKI
356	SUPERFAST FERRIES SA	PANAGOPOULOS ALEXANDROS
357	VERAVIA	VERNICOS GEORGIOS

2001 (March)

	NAME OF COMPANY	REPRESENTATIVE
358	ATLANTIS 2000 SA	LAMPRAKIS ILIAS / LAVIDAS ATHANASIOS
359	DIMOTIKI EPICHIRISI TOURISTIKIS ANAPTYXIS DIMOU AG.NIKOLAOU	KALOGERAKIS GEORGIOS/ PEPONIS EMMANOUEL

FACTS & FIGURES
(March 2001)

HOTEL STOCK

Hotels	Rooms	Beds	Employment positions
135	32,500	59,000	14,700

TRAVEL AGENTS

Incoming Tourism Agents	31
Outgoing Tourism Agents	7
T.O. Representatives	5
Conference Organizing Bureaus	11
Adventure Tourism	2
Time Sharing Company	1
Employment positions	1.400

TRANSPORTATION

Aircraft	69
Coaches	213
Rental Cars	7.325
Cruise Ships	11
Yachts	1.513
Leisure Ports	8
Mooring Positions	2.701
Employment positions	10.773

TOURISM RELATED ENTERPRISES

Tourism and Hospitality Schools	5
Hotel Equipment Manufactures	9
Banks	6
Consulting Companies	4
Tourist Related Publications	5
Conference and Exhibition Organizers	7

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