



2009 was another year of economic and financial crisis. Some countries have begun to emerge from the crisis but others like Greece and Dubai are experiencing it with some delay, not because they thought that it will not reach them, but because they did not take on time (and that can be several years back!!!) the necessary measures.

In Greece, after the recent elections we see an effort from the new government for changes, modernization and implementation of Community policies the application of which has been delayed. We also hope to the revision of Law 3316/05 for procurement of consulting projects and studies, so that the transparency of the process is improved and the successful tenderers become less concentrated.

As a result of the crisis, the number of new contracts was very low in 2009 for our company, while there are some projects completed successfully. Thanks to the sustained orientation of TRADEMCO to projects abroad we have been «shortlisted» in several very interesting projects on which the results will be known in 2010. Meanwhile at the end of the year we received a new important contract to which we will refer in our next issue. Opportunities still exist in the Balkans, the Mediterranean Basin, in Central Asia and in Caucasus and Africa. Almost all our experts are now "with one leg" in such a region, providing their quality services and gaining new experiences.

Competition is getting more fierce and the results can soon get even more marginal. Therefore it is necessary to maintain sustained attention to good project management, reduced costs and improved focus on business development.

We wish you all a Merry Christmas and Healthy and Happy New Year 2010.

G. Emmanoulopoulos
 President BoD



TRADEMCO and its colleagues wish you
 Merry Christmas and Happy New Year 2010

New Projects



Picture 1: Port of Ermoupolis in Syros Island

- Technical Assistance to the Hellenic Ministry of Transport for preparation of Tender Documents for the Strategic Plan for Public Transport of Thessaloniki. Three sets of TD are being prepared for 3 different studies.
- Preliminary Design for the Port of Ermoupolis in Syros Island. In collaboration with MARNET, TRADEMCO carries out the transport infrastructure planning and preliminary design (Picture 1)
- Financial Study for the viability of new residual and waster processing units of Hellenic Aircraft Industry (HAI) S.A.

Major Current Projects

- Feasibility studies (CBA) for the whole Egnatia Motorway and its 3 vertical axes. Final evaluation of economic and financial evaluation of the project, using transport modeling and 20 year forecasts.
- Technical Assistance for the preparation of rehabilitation works for railway stations in Romania - Lot1 (Picture 2). Detailed cost-benefit analysis was prepared for each station. Applications for the financing of the works were prepared.



Picture 2: Railway Station in Romania



Picture 3: Railway Station on Plovdiv - Svilengrad line



Picture 4: Seminar in Germany

- Technical Assistance for progress monitoring of Egnatia Motorway construction works in view of the loan received from Piraeus Bank.
- E.C. / EuropeAid: Plovdiv - Svilengrad railway electrification and upgrading of Corridors IV and IX. Technical Assistance for the supervision (FIDIC Engineer) of the works for the whole line. TRADEMCO provides the specialized engineer for the supervision of electrification works. (Picture 3).
- E.C. / EuropeAid: Strengthening of Transport Training Institutions in NIS. Training material prepared, first training seminars have taken place and e-learning platform was created. (Picture 4)

Training - Conferences - Seminars

G. Emmanoulopoulos has participated in following Conferences: «The fourth Meeting of Mediterranean Engineering Group» in Egypt, AIFE, 2-3 Oct. '09, «Athens UN Business Seminar», Ministry of Foreign Affairs / Special Secretariat for the Development of International Programmes, 22-23 Oct. '09, «Opportunities of Commercial & Economic Relations between Greece and Africa», Hellenic African Chamber, 11 Nov. '09, «South East Europe: Crisis and Opportunities», Hellenic Ministry of Foreign Affairs, Athens, 13 Nov. '09, «Business forum», Hellenic-Bulgarian Chamber, 25 November 2009

V. Evmolpidis, in his capacity as Team Leader of the Project «Support for Implementing Measures for SE Core Regional Transport Network of MAP 2008-2012 of SEETO» participated to the following meetings / conferences, making also relevant interventions and/or presentations: (a) Meeting of CEO's of West Balkan Railways with EC, Brussels, May 6, '09, (b) Transport Sector and the Development of Serbia, Intervention with the presentation of the railway reform and road safety audit aspects of the project, Belgrade, May 23, '09, (c) Road safety in Local Communities in Serbia, Introductory presentation of the project for the road safety audit aspects, Belgrade, October 2, '09. Finally he participated to the Annual Ministerial meeting of SEETO Region which was held in Zagreb on December 3, '09. In this meeting, the results and conclusions of the recently completed EU Project: "Support for Implementing Measures for South East Core Regional Transport Network Multi Annual Plan 2008-2012" EuropeAid/125783/C/SER/MULTI, were presented. In this project, which was carried out with great success, V. Evmolpidis acted as Team Leader.

E. Kontaxi has participated and lectured in the following Conferences: (a) «Horizons of Railway Transport 2009», Presentation: Methodological Framework for Railway Capacity: Comparative Analysis Towards a Possible Integration, Zilina, Slovak Republic, 29-30 Sept. '09, (b) «The Capacity of Transport Systems: Arcs, Nodes, Services and Technologies», Faculty of Architecture of IUAV, Presentation: Performances, integration and application fields of railway capacity evaluation methods and models Venice, 05-06

ISO

On July 3, 2009 the regular internal audit took place for the ISO2000-9001 which is being successfully implemented by the company. On September 22, 2009 the annual external audit of our quality systems carried out with success by TUV Austria.

WHAT'S NEW?

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