

## INTERVIEW

Ioanna Thanassoulia is General Manager in one of the biggest Plastic Packaging Industry in Greece the ACHAICA PLATICS S.A

She is President and C.O. of ELVIPLAS SA ( this company is in the same group of Achaika Plastic SA ).

At the same time is General Secretary of the Association of the Greek Manufacturers of Packaging Materials . Is founded member , and member of the board of director in Institute of Development west Greece (INADE ) , is member of Board of Directors of Industrial Federation of Western Greece and finally Member of the general Boarding of the Hellenic Federation of Enterprises (SEV ).

Ioanna Thanassoulia has B.A Business Computing from University of Sunderland , and M.B.A. International Marketing from the same University in England .Has as well B.A in Quality Management from Newcastle University .

She is married with Michali Bekiris . He is elected member of the Greek Parliament and he was appointed Vice-Minister of Transport and Communications . They have 2 children one boy and one girl .

- What it means a woman to be in a business ;

Especially when this woman is mother with 2 children and her husband it is not possible to help because his job is in another town , believe me ,it means a lot of things . I believe the Greek culture have all ready start to pass and delete all those syndromes which does not accept the women to be on the Business.

The opportunities for her are the same , equal or quite equal with the men's. I believe that the progress of people and the business progress of course does not depending from the sex , but from the consistency , the reability ,the knowledge , and the power of wiling to success.

- What kind of problems did you come face to face until today on your business ?

The problems and troubles that I have pass until today it was a lot . I keep it to my mind and in my every day routine as like things that I can use it in the correct time.

Every body that it works in family business has to face of tree major challenges . First of all , must proof to our family that we can make correctly our job with our way ,without their help and believe me this is the hardest one , secondly we must proof at the same time ,that we are not only the children's of our parents , we must proof that we can make business , management , marketing , logistic , accounting and production ( a lot of times ) at the same time , other way the member of the board of director can not accept you!!! And last but not least , the relationship with the others companies . It is not easy to accept you .

So with just a few words from the beginning, you have problems with the way that all the others around you, look at you . And you must work rely hard to accept you .

- As a success business woman, can you tell us some points of the way of success?

Success is a very big word and I do not like to use it. I believe that in our life you can use this world only when you close your circle.

But I believe with carefully steps in one hand, and with aggressiveness handlings on the other hand, with persistent and patience, depending of the situation, you can use the knowleg that you have about your subject and you can make your decision, you can move on the market with good and safe way.

Of course we will make mistakes too, but we must keep walking, because this is business, and this is file...There are no tips in business.

But My motto is: To believe in your mind, to believe in your hand and of course you must learn to hear. There are not any magics in the business, If you want to be success you must work very hard, every day, any time for a long time....

- A profile of your company?

**Achaika Plastics** is an Anonymous Society plastics packaging company established on 1984 after the merge of the following companies: Thanassoulis Bros Ltd. Founded in 1960. Thanassoulis and Sons founded in 1956. Imports - Exports I. Thanassoulis Ltd. Founded in 1965. In our days there are 3 production factories. The first one (and the central offices) are located at South - West of Greece, in town of Egion and the other two factories, at North - East of Greece in Komotini town. The area in which Achaika Plastics lays total, (with offices and warehouses at capital of Greece in Athens) is 65,500 square meters.

In group of **Achaika Plastics** are occupied about 110 permanent workers in various segments of the factory and there is the intention to absorb as many people as possible fact that offers breathing.

Nowadays Achaika Plastics SA and ELVIPLAS SA are the leading independent polythene film producer in Greece and the first Plastic Company in Greece that has environmental **ISO 14001** (Cert. No 36181) and **ISO 9001:2000** (Cert. No 4836). The whole procedure of production is done with the latest equipments in control and technology. There are four departments fully equipped and functional.

Our group serves the Greek and European market. Our products have specialized in three main sectors: **a) Agricultural - b) Industrial – c) general distribution sector**

**Industries:** Industrial films Automatic films and technical films, Industrial sacks, Valve - Sacks with double walls, Palette sacks, (palette wrapper), Sacks for the packing of the building materials, Stretch film, Shrink film, packing bags.

Our equipment which includes single or multi layer extruders allows us to offer to our customers a wide range of products and we can meet all their requirements. Big Bag knitted bags with belts with factor of safety 5:1 & 6:1.

**Green Housing:** Agricultural films, GREENHOUSING FILMS. Our products, which are 3 layer coextruded, are UV – stabilised for 33 or 45 months. They are available in different film formulations and well adapted to the conditions of use. MULCH FILMS. Our range is designed for the mulching of soils.

**Supermarkets – Hotels:** Bags for the retail trade, CHECK – OUT CARRIER BAGS, are available in different types: vest – style carrier bags, blockheaded carrier bags. They can be transparent or tinted and printed up to 6 colors. BAGS ON THE ROLL, are especially developed for use on self-service dispensers. GARBAGE BAGS, we offer a very wide range of refuse bags on the roll, in virgin material or recycled material, in a large range of sizes. These products can be manufactured in several colors, printed or plain, and packed with paper bands in printed polyethylene sleeves. FLEXI-LOOP CARRIER BAGS, such large carriers, mono-extruded or coextruded, can be customized by a tint or a print up to 8 colors.