

Gialamas

COLLECTION

selected gifts & toys



Since 1991

INFORMATION

Company D. Gialamas & CO

Owners Dimitris Gialamas
Savvas Gialamas

HEAD OFFICE

Industrial Area of Thessaloniki (Sindos)
Zone A - Entrance B - Street A8
GR-57022, Thessaloniki, Greece
Tel. +30 2310 784 851-2
Fax +30 2310 784 853
e-mail: info@gialamas.gr
www.gialamas.gr

FOUNDATION - 1991

Sales Wholesale

Member Industrial & Commercial Chamber of Thessaloniki

Bank Connections Piraeus Bank



The company D. Gialamas & CO was founded in 1991, and the headquarters are based in Thessaloniki, Greece. The sales net of the company expands to the whole region of Greece, using local representatives in almost every big city of Greece.

The company imports, produces, exports and trades the following product groups:

- Gift articles
- Toys
- Decoration articles for children rooms
- Articles under the rights of Walt Disney, Mattel, Warner, Marvel e.t.c.
- Articles of sports teams merchandise
- Articles of social concerned associations

The head office is based on a 2.000 square meters building, which is divided in management and warehouse sections. Furthermore, the company has its privately owned facilities (warehouse), located at the Industrial Area of Thessaloniki in 17.000 square meters.

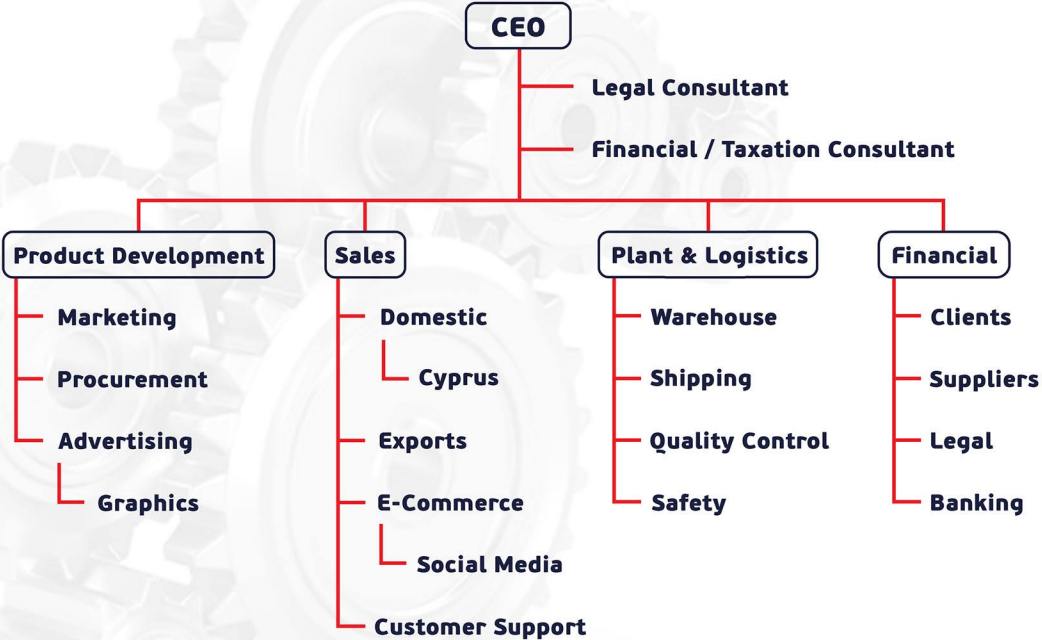
The staff and partner structure of the company is developed as follows:

- | | | |
|--------------------------------------|--|------------------|
| - Economic and commercial consultant | | External partner |
| - Advocate | | External partner |
| - Management | | 7 people |
| - Marketing | | 5 people |
| - Warehouse staff | | 8 people |
| - Sales department | | 4 people |

Modern ways of management allow the company to operate and develop with high growth rate and be specific in its future plans. All these are achieved through annual business and marketing scheduling:

- Sales and marketing plan
- Business plan
- Economic and controllin plan

ORGANIZATION CHART



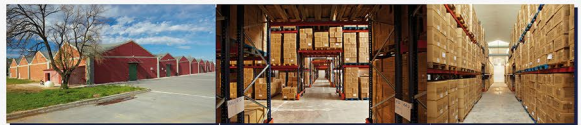


Our warehouse and product specs are abiding the manufacturing standards of the EU and our first priority is to provide quality products that are, reliable and safe. Our highly trained personnel and expert consultants support makes us able to provide quality products and services that exceed the expectations of our esteemed customers.

The company D. Gialamas & CO was founded in 1991, by two brothers. The development of the company started from the very first years, and another associate - the third brother - joins in. In 2017 the management of the company goes exclusively to Dimitris Gialamas, and a while later, his son Savvas joins the leadership. Now, the associates of the company are: Dimitris Gialamas and Savvas Gialamas.

Today the company trades articles under the right of Walt Disney, Mattel, Warner e.t.c., which are used for trading in gift stores, department stores, super markets, touristic sales points and others.

The company is strategically located in the industrial area of Thessaloniki, in the heart of Balkans. In an area of 36 acres, the privately owned 17,000 m² building has the capacity to store 11,000+ pallets.





Production of numerous products under the rights of famous cartoon heroes, football clubs merchandise and socially concerned associations, which can be categorized in 3 main groups:

1. Household (ceramics, glass)
2. Decoration of children rooms (cartoon heroes, wall decorative)
3. Gifts (keychains, magnetic figures)

With the domain of these production rights, D. Gialamas & CO has created a valuable portfolio, both important and useful for the company's future planning and development. By producing its own series of products, the company has the ability to focus independently to specific client in Greece, European Union and worldwide.

Also the production line of the company operates under certain conditions, so a rich variety and highly competitive prices can be assured for the company's clients.



Representatives and distribution in gifts and toys from global factories

D. Gialamas & CO, from the very first years aimed in exclusive co-operations with factories and companies from all around the world. Following this direction, the company managed to achieve a high and stable quality for its products, and also having an accurate and efficient supply system, as the co-operations mentioned are long termed, preserving credit and reliability.

EXCLUSIVE CO-OPERATIONS



FACTORY	PRODUCT	COUNTRY	SINCE
Rudolf Schaffer	Plush	Germany	1991
Bullyland	PVC Figures	Germany	1993
SIKU	Die-Cast Vehicles	Germany	2003
Bruder	Plastic Vehicles	Germany	2012
FUNKO	Figures	USA	2013
ZAPF Creation	Dolls	Germany	2015
Jazwares	Hot Trends	USA	2018
Jakks Pacific	Figures & Dolls	USA	2019
Schleich	PVC Figures	Germany	2021



BULLYLAND



ACTIVITY

Through all these years the company has achieved two of its main goals:

- To be able to provide quality products in competitive prices.
- To create a sales net in Greece, having also export activities.



INTERNATIONAL TOY FAIRS



The company, having these two activity sections, managed to be in a short time the main supplier of numerous stores and companies, based from northern Greece to Crete, having their main trading activity gift articles and toys.

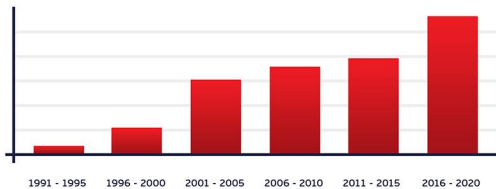
Advertisement and promotion of the company's products is achieved by the participation of D. Gialamas & CO in several exhibitions in Greece and abroad.



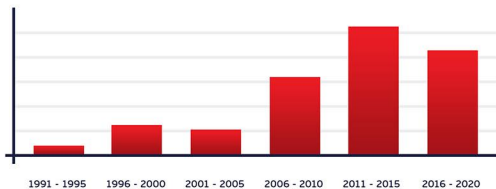
Spielwarenmesse
International Toy Fair
Nürnberg



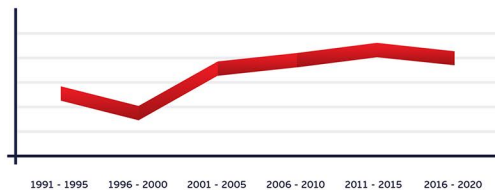
Sales



Exports



Exports %sales



DISTRIBUTION



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