



# HELLENIC LINK–MIDWEST Newsletter

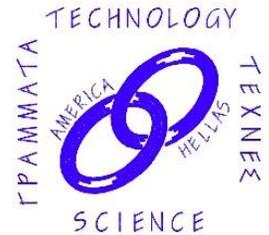
A CULTURAL AND SCIENTIFIC LINK WITH GREECE

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EDITORS: Constantine Tzanos, S. Sakellarides

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P.O. Box 3, Park Ridge, IL 60068-0003



## Upcoming Events

### Greek Business Culture Prospering through the Economic Crisis

On Sunday, December 15, 2019, Hellenic Link–Midwest presents Tatiana Kolovou on a lecture titled "*Greek Business Culture Prospering through the Economic Crisis*". The event will take place at 3:00 pm in Room 1610, at the Oakton Community College, 1600 E. Golf Road.

Winston Churchill's timeless quote "*Hence we will not say that Greeks fight like heroes, but heroes fight like Greeks,*" comes again to life in modern Greece as entrepreneurs and young professionals raise Greece from the economic ashes, and prove to the world that when there is a will, there is a way. Tatiana Kolovou will describe her experiences over the past decade from studying and teaching about the business culture of Greece and showing it to American students who travel with her each year to Greece. This lecture dives into cross cultural differences such as ambiguity avoidance, power distance and relationship building. She will discuss the ranking of Greece in the business world and how cultural outlook influences day to day business outlook, especially under the influences of the economic crisis. Tatiana will share experiences of American students who traveled with her to Greece to learn first-hand about its business culture, and came back transformed by the culture of Greece and by their experiences from working with Greek business owners who were successful in beating the odds and built vibrant businesses that reflect their culture and heritage.

Tatiana Kolovou is on the faculty in business communication at Indiana University's Kelley School of Business, where she is teaching courses in business communication, and helps her students to be more effective in working across different cultures. She also consults with executives and teams at large companies to develop effective communication skills for global enterprises. Today her courses are among the most popular options for students seeking to learn about business in other countries. Media interest in Professor Kolovou's courses has included articles in the Greek version of CNN and Fortune, and a live interview on a Greek network TV show.

Tatiana is a member of the Association for Business Communication and is a World Works licensed mentor—a program designed to help professionals to succeed when

managing cross-cultural teams and individuals working in a global work environment.

She has presented in numerous US conferences and in 15 countries around the world. The emphasis of her work is on interpersonal and cross-cultural communication, lifestyle balance and workplace effectiveness. Tatiana has authored 11 courses in the Lynda.com/LinkedIn Learning library, including best-selling Communication Tips with over 2 million views.

She holds a Masters degree in Business Administration from the University of Indianapolis.

### Annual Dinner Dance—Scholarship Awards

The Annual Dinner Dance, New Year Celebration, and Scholarship Awards of Hellenic Link–Midwest will be held on Saturday, January 25, 2020, at the Four Points Sheraton Hotel, 10249 West Irving Road at Schiller Park, starting at 6:00 pm. The proceeds from the Annual Dinner Dance are used to support the cultural and educational program, the scholarships, and all other activities of our organization. The generous support of our members and friends will be greatly appreciated. For tickets, at \$85 per person (\$40 for children up to 12 years old, from the special menu), please call 630 790 2939, or contact any of the Board members. Tickets can also be purchased at the door the night of the event, **but purchase of tickets in advance will greatly facilitate the planning of the event, and it will be greatly appreciated.**

### In Brief

#### Trump's New Tariffs Could Have a Disastrous Impact on Greek Peach Farmers and Exporters

According to the Greek Newspaper Kathimerini, the decision of the Trump administration to impose an additional 25% tariff on a range of EU products in retaliation for EU aircraft subsidies, is threatening to break one of Greece's most buoyant export sectors, canned peaches. Greece is the world's biggest exporter of tinned peaches. About one fifth of its 250,000 tones annual production is absorbed by the U.S. market. Already been subject to an import levy of 18%, the new tariffs—part of WTO-authorized countermeasures to Airbus subsidies—will increase the total import duty to the United States to 43%.

The imposition of the additional new tariff is threatening the livelihood of the peach producers in the regions of Imathia and Pella in central Macedonia, which is a massive peach orchard, by potentially shutting them out of their biggest market.

The increase in tariffs came into effect on Oct. 18, 2019, just as the peach canners were ready to ship 50 million tins to U.S. markets. Many of their U.S. customers—mainly catering companies that supply hospitals, schools and the military—have either canceled orders, or have said they will not be prepared to pay for any tariff increases. The Greek peach exporters are not only stuck with the excess supply, but also their production lines are tailored to the U.S. market which requires 3-kg tins. These cannot be sold in Europe, Asia or Latin America where 1-kg tins are exported.

The Greek Canners Association and other industry experts say the income that will be lost from the U.S. market is about \$50 million—a small amount in terms of international trade but vital for one of the poorer regions in Greece with unemployment at 20%.

The heart of Greek peach country is planted with millions of trees in an area of more than 20,000 hectares (50,000 acres). About 10,000 small farms and 10,000 employees work for 17 can factories in the area, with the peach crop giving life to the wider Imathia and Pella regions.

*"It's a shock,"* said Eleftherios Saitis, who built one of the first can factories in the early 1970s. The sector is already reeling from the impact of a Russian embargo on the EU fruit and vegetable sector imposed in 2014. Farmers worry this might be the final blow. *"Now with the tariffs from the United States, it will be a very big hit, it will be a catastrophe,"* said peach farmer Tasos Halkidis.

## **Greece and China Hail Strategic Partnership**

<https://www.aljazeera.com/news/2019/11/greece-china-hail-strategic-partnership-eu-19111170150762.html>

On Monday, Nov 11, 2019, Chinese President Xi Jinping had his first official visit to Greece which was hailed as a "new era" in the relations of the two countries. Prime Minister Kyriakos Mitsotakis said *"Greece recognizes China not only as a great power but also as a country that has won for itself, not without difficulty, a leading geostrategic economic and political role."*

During the visit, the two countries' delegations signed 16 memoranda deepening cooperation on sectors ranging from transport, investments and agri-food products, to crime prevention and culture.

The most important of these agreements outline new Chinese energy investments in Greece. One of them establishes an Athens branch of the Industrial and Commercial Bank of China to finance renewable energy

projects, while another one facilitates a 50-megawatt solar power station on the island of Crete built with technical expertise from the China Energy Engineering Group.

The New Democracy government had already approved 611.8 million euros in Chinese investments that had been frozen for 18 months under the Syriza government. According to *Aljazeera*, over the next five years, the investments, referred to as the *"master plan"*, will bring to almost \$3bn the amount the state-owned China Ocean Shipping Company (COSCO) will have spent on the port of Piraeus, China's signature investment in Greece, and one which Xi refers to as *"the head of the dragon"*.

COSCO has been developing the Piraeus port as an entry and transshipment point for Chinese-manufactured goods for a decade. According to *Aljazeera*, the strategic advantage of Piraeus to container shipping over the ports of northern Europe is the saving of a week's sailing and almost \$2 million per trip. This makes it a crucial element in China's Belt and Road initiative—a series of hundreds of infrastructure projects aiming to lower the cost of Chinese exports to Europe and Africa.

Thanks to COSCO's investments, last year's container throughput at Piraeus rose to five million containers from 685,000 in 2010. This year, Piraeus will become the Mediterranean's biggest container port—handling by some estimates 10 percent of Chinese commodities exported to Europe.

On November 4, 2019, during Mitsotakis' visit to Shanghai, COSCO's chairman Xu Lirong said *"We intend to make Piraeus the biggest port in Europe, and the master plan ensures that we will succeed. We want to make Piraeus a global trans-shipment centre on the Singapore model."* This would place Piraeus into competition with ports like Hamburg and Rotterdam.

At the China International Import Expo in Shanghai on November 5, Greek prime minister Mitsotakis said *"We are a nation of seafarers. Greeks control 25 percent of the world's oceangoing merchant fleet. The synergies with China, the world's biggest export economy, are obvious."*

Chinese banks have extended \$3bn in loans to Greek shipowners to build ships in Chinese shipyards. Mitsotakis said Greeks had built more than a thousand ships in Chinese shipyards over the past 15 years, worth over \$50m.

Jens Bastian, an independent economist and China expert said *"Mitsotakis is highlighting ... how open Greece is for business, how much it has diversified, opened its sectors, laying out the red carpet, and in doing this he is sending a message to others. If the Chinese are doing this, then the Americans can also do it, the French, the Germans, the Swiss, the Italians can do it. He means to address other constituencies in other countries."*

Some analysts warn that the warm Greece-China

relationship is highly asymmetrical. Plamen Tonchev, who heads the China Unit at the Institute for International and Economic Relations in Athens said *"On the basis of calculations we've made ... I think the Greek side may not be gaining more than one percent of the overall benefits to be drawn from [Piraeus]... We may be talking about 30-40bn euros' [\$33bn-\$44bn] worth of all these commodities [entering Europe every year through Piraeus]. Compare the overall worth of all those commodities with what is going into Greek state coffers and you'll see that there's a huge gap between those two figures."*

The European Commission, although it approved COSCO's buyout of the Piraeus Port Authority (PPA) in 2016, has also expressed its reservations about Chinese influence in Greece. In June 2016, shortly after the PPA sale, Greece blocked a joint EU statement calling on China to respect the International Law of the Sea. China had just lost an arbitration brought by the Philippines to the International Court of Justice at The Hague over fishing rights in the Spratly Islands—a disputed territory between the two. Croatia and Slovenia had also opposed the statement, but it was the objection of Greece, a traditional defender of the Law of the Sea, that raised eyebrows.

Responding to questions of political influence, then-Foreign Minister Nikos Kotzias lashed out at other EU member states with larger Chinese investments: *"For them, it's business as usual, but if we sell something it affects our political stance. This is hypocrisy and doublespeak and I have told them so."* A year later, at the UN Human Rights Council in Geneva, Greece blocked an EU statement calling on China to respect freedom of speech. It was the first time the EU failed to make its unanimous annual statement. Kotzias again made the startling statement: *"I respect that the Chinese have a different opinion on human rights ... Are human rights as the West perceives them generally applicable? Or do some people have a different understanding? One has to respect that. We believe that they are generally applicable. But not everyone believes what we believe."* Greece has consistently called upon Turkey, which is imitating China, to respect international maritime law and human rights.

During a visit to Athens last month, US Secretary of State Mike Pompeo, warned Greece against China. He said, sometimes *"a country shows up with a facially commercial product, but it turns out that that product is being offered for political interest."* He especially warned against the buying of 5G telecommunications technology from China. *"You're showing up to provide maybe a telecommunications network because you want your communist party to be able to steal all the information that going to move across that network."*

Mitsotakis during his visit to Shanghai last month had said that the government was in talks with Chinese telecommunications giant ZTE to build a factory in Greece

to manufacture telecoms equipment.

But analysts like Tonchev believe that Greece's political flirtation with China should not be of concern. He said *"Greece needs the US and EU. There's a lot of tension in the eastern Mediterranean. There's an unpredictable Turkey next door. And China doesn't have a role to play in this geopolitical equation."*

## ***From Our History***

### **The Approval of the Turkish Invasion of Cyprus by the Governments of U.S and UK**

*Continued from the previous issue (No. 109)*

*Macomber Transcript of Telephone Conversation Between Secretary of State Kissinger and Secretary of Defense Schlesinger, 1 July 19, 1974, 8:15 p.m. PDT.*

*Source: <https://hellasjournal.com/2019/07/prin-apo-tin-eisvoli-o-athlios-kisigker-proteine-quot-dipli-enosi-quot-tis-kyproy-me-ellada-toyrkia/>*

K: Hello. Jim.

S: Yes Henry.

K: I just wanted to bring you up to date. You know the situation and I want you to know what my thinking is and see whether we're in step on it. My view is that—you know the methods that the Turks have asked us to pass to the Greeks about not firing.

S: Right. They're landing.

K: They're landing and they have orders not to fire at the Greeks if the Greeks don't fire. So we're going to pass that message and we're also going to tell the Greeks that we think the best solution now is to have a negotiation as rapidly as possible looking for the return to constitutional government. And that we recommend the Clerides solution under these conditions. That's—that means they have gotten rid of Makarios and they'll have to give up Sampson. And we'll send Sisco back from Ankara. Now we don't think this will really fly but at least it's a slender thread.

S: My feeling is that the Turks at this stage are not going to settle for anything less than a piece of the island.

K: No, the Turks have said that they are willing to stabilize their forces and that they are willing to keep the existing structure and they will accept any president other than Sampson.

S: That's very generous of them. That's good. OK...

K: If the Turks want a piece of the island then in my view we have to work for double enosis and give the Greeks the other part of the island so my view is there are now two possible outcomes. Either double enosis or Clerides.

S: Completely. Henry. I had a call from Ingersoll a bit ago who wanted to move the Americans down to the British base.

K: I tell you. My bloody outfit. When they got a crisis the first thing they can think up is something trivial. What do

you think? I'm not against it, I just wish they'd do first things first.

S: Well, my feeling on that is we can afford to wait and see what circumstances develop.

K: That is my feeling.

S: And it shows a certain nervousness on the part of the US Government.

K: Agree completely.

S: If there is a discreet withdrawal by car but the hint—the statement that I got—was we ought to move in helicopters and start removing Americans.

K: Well, to tell you the splendid reporting system I have they told me that you had offered helicopters. And I was under the impression that you were the energizing party.

S: Oh hell, I heard about this about 15 minutes ago.

K: OK, I'll take care of this. Of—if they convince me that we need it, I assume we can appeal to you.

S: You bet, you bet.

K: But I agree with you that we should play that part cool.

S: We can move by car.

K: That is my strong feeling too. If we go in with helicopters no one will ever know what they are in there for.

S: That's right. And miserable as the circumstances are, we still want to keep a low profile.

K: So we will work either for double enosis or for Clerides, whichever works out.

S: OK, bye.

K: Bye. K: Bye.

## *From the Riches of Our Cultural Heritage*

### **Ποίηση Κώστα Κρουστάλλη**

#### Ο ΤΡΥΓΟΣ

Όταν άνθιζ' ή άγριάμπελη κι άπλώνει τὰ κλαδιά της  
στο σκίνο, στο χαμόδενδρο, στού πεύκου τὰ κλωνάρια,  
στά ρέματα του ποταμού, στον έγκρεμο του βράχου,  
κι άγέραν, κάμπους και βουνά, την πλάση πέρα ως πέρα  
γιομόζει από μοσκοβολιά με τον άνασασμό της,  
πυκνό - πυκνό κι όλόμαυρο μελισσολόι πετιέται  
μες από βράχους και κρινιά, μες από έρμιές και κήπους,  
και τ' άνθη της βοσκολογᾶ και παίρνει τον άχνό τους,  
και διαλαλάει μ' ένα βοητό τον άναγαλιασμό του.

Έτσι οί κοπέλες του χωριού πετιούνται από τὰ σπίτια  
κ' εις κάμπους κ' εις βουνά σκορπούν, κι όπ' είναι άμπέλι  
τρέχουν

με τὰ καλάθια τὰ πλεχτά και με τὰ βατοκόπια  
και με τραγούδια, με χαρές, όταν άρχίζει ό τρύγος.  
Άναταράζονται οί έρμιές, άχολογούν τ' άμπέλια,  
λές κι από κάθε πέτρα όρθή, λές κι από κάθε βάτον,  
όπου στο χόρτο σέρνεται, κόρης κορμι φυτρώνει.

Πράσινη άπλώνεται ή φυτιά κ' οί ρόγες μεστωμένες,  
μαύρες και κίτρινες, ξανθιές, μαυρολογούν, γιαλίζουν  
στην πρώτη άχτίδα του ζεστού του ήλιου όπ' ανατέλλει,  
σαν μαύρα μάτια, σαν χοντρά κλωνιά μαργαριτάρια.  
Οί βέργες οί καμαρωτές λαμποκοπούν κ' έκεινες,  
κ' οί περογλιές ξαπλώνονται στα διάπλατα κρεββάτια,  
και στην πυκνή τους χλωρασιά και στο βαθύ τους ίσκιω  
την ιδρωμένην άργατιά δροσίζουν, άνασαιίνουν,  
την άργατιά που όλημερίς όλο τρυγάει κι άπλώνει,

Την άργατιά που λαχταρᾶ ποτε να πέσει ό ήλιος,  
ποτε να ίσκιώσουν τὰ ριζά, να δροσερέψει ό κάμπος.

Νάτος ό ήλιος που έπесе και πάει να βασιλέψει,  
νάτα που ίσκιώσαν τὰ ριζά και δροσερεύει ό κάμπος...

Ο ήλιος χάθη όλότελα και τὰ βουνά σουρπώσαν,  
θόλωσαν τ' άνοιχτά νερά κι άπάνω βγήκαν τ' άστρα...

Διπλά άνασαιίν' ή έργατιά κι άπαρατάει τὸ έργο,  
κ' εκεί που κληματόβεργες κι από παλιούργια φράχτες  
καλύβι όλόρθο πλέκουνε, δείπνον άπλό κυκλώνουν,  
και τον άπλό τὸ δείπνο τους φωτάει θαμπὸ λυχνάρι.

Ύστερα εις κάθε μιὰ φυτιά, κάθε όχτο, κάθε άμπέλι,  
τρανές άνάβουνε φωτιές μες στ' άπλωτό σκοτάδι.  
Όλοϋρ' - όλούρ' άπ' τις φωτιές σταίνουν χορὸ οί κοπέλες,  
στρώνονται χάμου οί γέροντες κ' οί νιοί, κι άπ' όλους ένας  
τους συνοδεύει στο χορὸ μ' ένα άπαλό τραγούδι  
και μ' ένα λάλημα γλυκὸ - γλυκὸ του ταμπουρᾶ του.  
Όσπου τ' άστέρια τ' ουρανοῦ τὸ μεσονύχτι δείχνουν,  
και τότες οί χοροί χαλούν, σκορπᾶν οί δουλευτάδες.  
Στρώνουν για στρώματα κλαδιά κι άποσταμένοι γέρονν.

Κ' εκεί που σβήνουν οί φωτιές, έρμες άνάρια - άνάρια,  
τὸ νυχτοπούλι τ' άγρυπνο γλυκά τους νανουρίζει,  
ώσπου να σκάσει ό αήγερινός, που θα ξυπνίσουν πάλι,  
πάλι στο έργο τους να μπούν, στον ζηλεμένο τρύγο.

#### ΤΟ ΤΡΑΓΟΥΔΙ ΤΟΥ ΤΡΥΓΗΤΟΥ

Τὸ λέει ό πετροκότσυφας στο δροσερὸ τ' αὐλάκι,  
τὸ λέν στα πλάια οί πέρδικες, στην ποταμιὰ τ' άηδόνια,  
τὸ λέν στ' άμπέλια οί λυγερές, τὸ λέν με χίλια γέλια,  
τὸ λέει κ' ή Γκόλφω ή όμορφη, τὸ λέει με τὸ τραγούδι:  
- Άμπέλι μου, πλατύφυλλο και καλοκλαδεμένο,  
δέσε σταφύλια κόκκινα, να μπῶ να σε τρυγήσω,  
να κάμω άθάνατο κρασί, μοσκοβολιά γιομάτο.  
Μες στα κατώγια τὰ βαθιά σαν μόσχο να τὸ κρύψω,  
να τὸ φυλάξω όλάκαιρες χρονιές, άκέριους μήνες,  
ώσπου να 'ρθει μιαν άνοιξη, νάρθει ένα καλοκαίρι,  
να γύρει από τη μακρινή την ξενιτιά ό καλός μου.  
Να κατεβῶ μες στην αὐλή, να πιάκω τ' άλογό του,  
να τον φιλήσω άγκαλιαστά στα μάτια και στο στόμα,  
να τον κεράσω, άμπέλι μου, τ' άθάνατο κρασί σου,  
της ξενιτιάς τὰ βάσανα να πᾶν, να τὰ ξεχάσει.