



**MICHAEL M. TSONTOS SA**

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# **CONSTRUCTION COMPANY**

**CORPORATE PROFILE**

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# Contents

## **Page 2**

Word from the Chairman and  
Managing Director

## **Page 3**

Corporate Profile

## **Page 7**

Business

## **Page 9**

Testing Laboratories

# Word from the Chairman and Managing Director

**On behalf of everyone at  
MICHAEL M. TSONTOS SA,  
Welcome.**

*MICHAEL M. TSONTOS SA aims at the highest possible quality of projects and services, within time and budget. Utilizing modern management and construction techniques, we seek for the full satisfaction of our clients, building long-term relationships of trust while, at the same time, providing with a safe working environment which promotes team work, initiative and advancement of our personnel.*

*We believe in building business relations on trust, aiming at problem resolution and project success to the benefit of all.*

***Michael Tsontos***  
*Chairman and  
Managing Director*  
**MICHAEL M. TSONTOS SA**

# Corporate Profile

## Vision-Mission-Values

Through team spirit, attention to quality and a customer-focused philosophy, MICHAEL M. TSONTOS SA aspires to provide all customers with high quality innovative construction solutions that best serve their needs, however simple or complex.

The values have remained unchanged throughout the course of progress: respect the clients, associates and employees, reward for and recognition of human resources and social contribution across all sectors, focusing on issues related to human achievements.

All the above, along with a commitment to excellence and quality, accountability and efficiency and the pursuit of innovation and creativity at all stages of work, give MICHAEL M. TSONTOS SA the right to take pride in true professionalism.

## The History

MICHAEL M. TSONTOS SA was established in Chania, Crete in 1996. It has been operating in the construction industry ever since, playing a decisive role in the construction sector in Chania and the Cretan region. Areas of activities are the contracting of public and private sector projects, project management services and real estate.

2003: Certification of MICHAEL M.

TSONTOS SA for the establishment and application of a Quality Management System as per EN ISO 9001:2000 by TUV CERT Certification Body.

2006: Establishment of QUALITY CONSTRUCTION COMPANY SA (QCC SA) as a subsidiary of MICHAEL M. TSONTOS SA. QCC SA holds the same scope as the parent company but emphasizes in the Real Estate sector and lower scale public and private projects.

2006: Establishment of DRY ICE TECHNOLOGY Ltd. with a scope of production and trade of dry ice pellets as well as supply of dry ice blasting cleaning services.

2008: Merging of QUALITY CONSTRUCTION COMPANY SA with MICHAEL M. TSONTOS SA by taking up the construction and Real Estate sector of the former.

2009: Merging of DRY ICE TECHNOLOGY Ltd. with MICHAEL M. TSONTOS SA. The DRY ICE TECHNOLOGY Ltd. legal establishment is discontinued and operates as a branch of parent company MICHAEL M. TSONTOS SA.

2009: Expansion of MICHAEL M. TSONTOS SA scope with the development of a Laboratory for the testing of construction materials (soils-aggregates, concrete, bituminous mixtures).

2009: Upgrade of Quality Control Management Certificate as per EN ISO 9001:2008 by TUV NORD CERT

Certification Body while expanding its scope to include Dry Ice applications and Laboratory testing.

2013: MICHAEL M. TSONTOS SA is active on both public and private works as well as US Navy and US Army projects in Greece and the Balkans.

Over the years, MICHAEL M. TSONTOS SA has built and invested on a dedicated team of managers, engineers and technicians that operate exclusively and on a full time basis.

Team has grown on experience both on the construction as well as the management and contractual methods of the US Navy and, in extend, the US Government.

At present MICHAEL M. TSONTOS SA is continually expanding business, in search of new challenges and diversification which will keep confirming the ability of the company to respond to all kinds of projects and needs.



Currently, company uses office spaces on NSA Souda Bay Base, as provided by the US Navy, which house more than fifteen persons, supporting all managerial, engineering and administrative needs.

## Safety Policy

It is a fundamental policy of MICHAEL M. TSONTOS SA to:

Safeguard the safety and health of its employees, the public, the Company's infrastructure and the Customers,

Fully conform to the applicable Codes of Practice, Regulations and Legislation,

Develop and apply effective safety management systems,

Continuously improve the work environment and search for and apply new methods of safe working.

This policy is applied through:

Application of appropriate safety measures,

Ensuring a safe working environment,

Continuous indoctrination and training of personnel to health and safety issues,

Achievement of: "NO ACCIDENT" goal in the Company's premises and construction sites.

## Quality Policy

It is a fundamental policy of MICHAEL M. TSONTOS SA to:

Continuously satisfy its Customers' requirements and expectations,

Fully conform to the applicable Codes of Practice, Regulations and Legislation,

Develop and apply effective management systems,

Seek for methods of continuous improvement of the end products, services and systems.

This policy is applied through:

Continuous search for and application of new methods relevant to its activities,

Exploitation of human resources' full potential,

Continuous effort for the development of a mutual perception with its Customers as to their requirements and expectations,

Building up firm cooperation relationships with its Suppliers and Subcontractors.

## Project Management

The Company's project management expertise is at the core of all undertaken work.

As a Project Management services Company, MICHAEL M. TSONTOS SA

integrates all specialized functions to meet and exceed clients' expectations.

MICHAEL M. TSONTOS SA excels in project management, as well as in the comprehensive provision of services, through 'Turn-Key Projects', taking advantage of its global network of experienced and trustworthy associates from the entire spectrum of the construction industry.

Team of managers and engineers dedicated to construction works have been trained on the use of specialized software for the Project Management of large magnitude projects.

These, combined with the experience gained over the years make for a competent team, capable of dealing with any activity of such kind.

## Certificates

MICHAEL M. TSONTOS SA has been certified by TUV Nord Certification Body for the application of a Quality Management System as per EN ISO 9001:2008 since 2003.



## Organisational Structure

MICHAEL M. TSONTOS SA organizational structure is a flexible version of the traditional company structure, which aims to facilitating working interrelationships and to improve working efficiency (see Organisational Chart on last page).

A reputable company with a competent team; this is the best way to describe MICHAEL M. TSONTOS SA.

Every employee is committed to achieving quality work, taking responsibility for every project from start to finish, and consistently honoring MICHAEL M. TSONTOS SA reputation for delivering at high standards.

## Targets

At MICHAEL M. TSONTOS SA, we take consideration of everyone affected by our decisions and actions. This

includes customers, employees, partners, shareholders, the public served by our projects and the environment. We

- o strive towards our goals with versatility creativity and purpose to enhance productivity
- o create long-term value for shareholders and employees,
- o develop our professional and industrial knowledge,
- o draw on our experience and spirit and apply it in new projects,
- o Care about the community and the environment we work in,
- o Win the respect of our customers and colleagues



## Business

MICHAEL M. TSONTOS SA, is actively involved in all stages of a project, from conception to execution and maintenance.

Clients recognize our ability to deliver projects on time, within budget and to the highest standards.

The company's construction platform meets any project's needs, developing and implementing innovative technologies, systems and methods, ensuring a successful execution.



### US NAVY Projects

Currently, company is running its fourth consecutive JOC contract awarded by the US Navy at NSA Souda Bay, that is JOC2012, following successful completion of JOC2000, JOC2002 and JOC2008.

Current JOC is of five years duration with a budget of \$30m. It involves all kinds of construction, maintenance, renovation, rehabilitation, change of use and repair projects, with budgets varying from \$50,000 to \$3,000,000.00.

More than 250 individual Task Orders have been successfully completed under JOC2000, JOC2002 and JOC2008 so far, and more than 15 under the current JOC2012, while another 25 are currently in progress.

Further to the JOC contracts, MICHAEL M. TSONTOS SA has successfully completed in NSA Souda Bay independent projects for the US Navy, such as Blast Protection projects, Solar Heating Installations, construction of a new Navy Exchange Mart, 200kW PV panels installations and BEQs Renovations for a total budget of over \$15m.

### US Army Projects

Since March 2012, MICHAEL M. TSONTOS SA is acting as one of the five Contractors that have been selected by the US Army in the context of the Multiple Award Task Orders Contract (MATOC) that is in effect for the region of Bulgaria and Romania. MATOC is of three years duration and a total budget of \$30m.





## Airfield Projects

Any company considers itself fortunate when it develops a niche within an industry.

Airport construction does not fit every firm. It requires dedication to FAA specifications and detailed scheduling with emphasis on product quality.

MICHAEL M. TSONTOS SA Company has become successful in the specialized field of airport construction due to its commitment to quality.

Work has included aprons and taxiways construction with project size up to \$12 million dollars.

MICHAEL M. TSONTOS SA has been the recipient of numerous paving awards, both asphalt and concrete, in the Souda Bay Naval Support Activity of the US Navy.

Further to the equipment, team of managers and engineers dedicated to aerodrome works have attended seminars in the United States on aerodrome pavements design and construction.

A Comprehensive Range of Airport Construction Services is as follows:

Saw Cutting - green cutting and deep cutting

Concrete Panel Removal,

Core Drilling

Doweling

Excavation

Joint Sealing & Crack Repair

Vacuum Sweeping

Runway Lighting - holes and trenches

Concrete Repair

Especially for aerodrome works, MICHAEL M. TSONTOS SA has decided to invest on human resources, training and equipment dedicated to airfield construction - apron, taxiway and runway works.

In this respect, Company is currently the owner of a GOMACO GP 2600 Slipform Paver.

Today, there is no second similar paver to be found in Greece. The operators and the crew working on and around the GOMACO GP 2600 have been trained by the Manufacturer of the equipment.



Apart from the Slip form paver, Company has in hand specialized equipment for the drilling of the concrete slabs to receive dowels called the E-Z Drill 210B-2 SRA and hydraulic equipment for the filling of construction joints.

Having worked on numerous construction projects throughout Crete, we know how to get the job done regardless of location. We're experts at moving equipment and people and are available to assist with your airport construction project.



Wherever you're located, we can get your airport construction job done competitively and efficiently.

### **Athens US Embassy**

Since August 2012, MICHAEL M. TSONTOS SA has been performing works in the US Embassy of Athens. After successfully completing the project of the Embassy's perimeter security upgrade, Customer, acknowledging the quality of works and professionalism of our Company, has been awarding a number of renovation and repair projects within the Embassy's premises, establishing a new and promising business relationship.

# Testing Laboratories

MICHAEL M. TSONTOS SA Testing Laboratories are fully equipped and staffed with personnel of extensive experience.

Personnel and equipment allow for the testing of construction materials of the following categories:

Soils - aggregates

Concrete

Bituminous mixtures

Testing Laboratories consist of custom modulated areas for the reception and storage of samples as well as testing. Laboratories' space is supported by respective office spaces used by personnel to perform desk related work.

Laboratories testing instruments and equipment, as well as supportive apparatus, are carefully selected to stand up to the requirements of applicable standards and specifications, while ensuring the necessary safety and environmental conditions for the personnel

The sum of Testing Laboratories' operational and control processes are part of the overall Quality Management System of MICHAEL M. TSONTOS SA, certified as per ISO 9001:2008 by TUV NORD CERT Certification Body.

## Soils - aggregates

- o Determination of Water (Moisture) Content of soil and rock by mass.
- o Liquid Limit, Plastic Limit, and Plasticity Index of Soils.
- o Sieve Analysis of Fine and Coarse Aggregates.
- o Materials finer than 75µm (No. 200) sieve in mineral aggregates by washing.
- o Amount of material in soils finer than the No. 200 (75µm) sieve
- o Sand Equivalent.
- o Density, Relative Density and Absorption of Coarse Aggregate
- o Density and Unit Weight of Soil in place by the Sand Cone Method
- o Density of Soil and Aggregate in Place by Nuclear Methods (Troxler)

## Concrete

- o Flexural Strength of Concrete (Using Simple Beam with Third-Point Loading)
- o Compressive Strength
- o Compressive Strength of Cylindrical Concrete Specimens
- o Slump Test
- o Air Content of Freshly Mixed Concrete by the Pressure Method

## Asphalt

- o Bulk Specific Gravity of Compacted Bituminous Mixtures using Saturated Surface-Dry Specimens
- o Bulk Specific Gravity of

### Compacted Bituminous Mixtures using Parafin Coated Specimens

- o Asphalt Content of hot mix asphalt by the Extraction Method
- o Mechanical Analysis of extracted aggregate
- o Standard Test Method for density of bituminous concrete in place by nuclear method

### Sampling Methods

- o Sampling of Aggregates
- o Sampling of Freshly Mixed Concrete
- o Obtaining and testing of drilled cores and sawed concrete beams
- o Sampling of Bituminous Paving Mixtures

### Equipment

- o Concrete flexural strength testing equipment (using third-point loading)
- o Concrete compressive Strength testing equipment
- o Air Meter Type B
- o Concrete samples curing compartment
- o Drying Oven
- o Liquid Limit Device
- o Sand Equivalent apparatus
- o Sand Cone Density Apparatus
- o Centrifuge Extractor
- o Mechanical sieve shaker
- o Balances
- o Sieves
- o Nuclear Gage TROXLER
- o Slump test apparatus and tamping rod
- o Water Bath
- o Thermometers
- o Cubic Molds
- o Beam Molds

MICHAEL M. TSONTOS  
 ORGANISATIONAL CHART

