

**5 more awards
are added to
Aluminco's list
of distinctions
in 2022.**





THE NIDUS

Creating an energy design model home in a location with a strong natural element is always a great challenge.

In a multitude of olive trees, in the urban fabric of Kalamata, this challenge became an opportunity to design a house that harmonizes with the external environment and inspires with its simple lines. The Nidus residence, the work of Gonzalez-Malama Architects, is a wondrous and experiential project, where architectural perfection meets the modern era's need for sustainability and respect for the environment.

The project is a model of energy design and passive building. Aluminco, a pioneer in the construction of specialized solutions, particularly of increased thermal requirements, is always at the side of the Architectural community, realizing the vision of the creators. The increased requirements and specialized applications brought the Architects and project creators together with Aluminco and through them a mature interactive collaborative relationship was developed which produced an excellent result!

The coexistence of the company with pioneering representatives of the Architectural community, such as Gonzalez-Malama Architects, is a source of inspiration, evolution, and challenge, which leads to the creation of unique and innovative systems and projects! Adapting to the new trends and challenges of society is in perfect harmony with the development of Aluminco products.

The residence used entirely architectural aluminium systems from Aluminco as well as architectural aluminium mesh from Metalskin. They were able to meet every need of the building without any limitation to the imagination of the creators.

The Aluminco SL2700 retractable system with the recognizable name The Great Wide offers a holistic experience and appeals to those seeking superior levels of aesthetics, functionality, safety,

A_PRODUCT

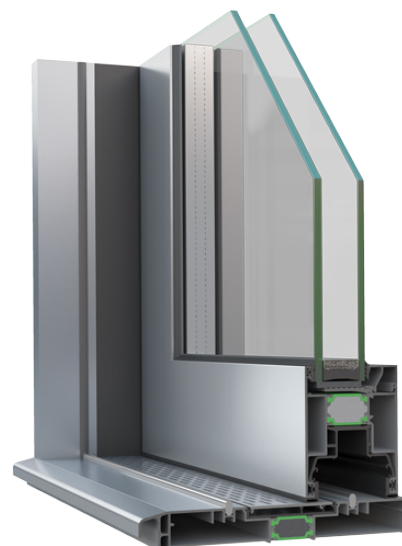
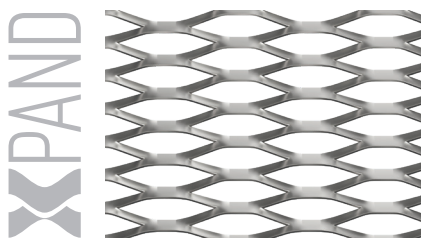
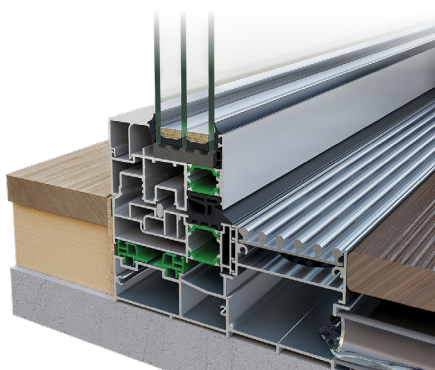


and energy efficiency. The art of minimalism with clean contours in the right proportions capture the design language of the range, inextricably linked to trends in contemporary architecture. The narrow overlap of just 43mm allows for greater visibility and light flow, while the low threshold of 25mm offers extra comfort and easier access.

The innovative Aluminco SL2900 is a sliding system with deflection that meets wide-ranging requirements while offering the possibility of creating highly elegant structures. In addition to its unique design, the SL2900 is the only system that combines the ease of operation of lift-slide systems with the completely watertight seal provided by the recall and sliding elements. This advantage is due to a continuous sealing system around the perimeter, which saves large amounts of energy.

As well as the W450 opening system that underlines the non-negotiable priority of maximum thermal and acoustic comfort and a high level of safety, which is ensured thanks to the possibility of perimeter locking and the use of 24 mm glass-reinforced polyamides giving a thermal insulation index U_f of 2.2 W/m²K and a sound reduction index R_w of 43 dB.

Metalskin's XPAND architectural grids gave the building a unique look. Their unique design allows natural light to enter but at the same time protects the spaces by providing the desired level of shading. Their versatile character can satisfy any demanding application.



PROJECT COORDINATORS

Architectural office:

GONZALEZ-MALAMA ARCHITECTS

Commercial partner Aluminco:

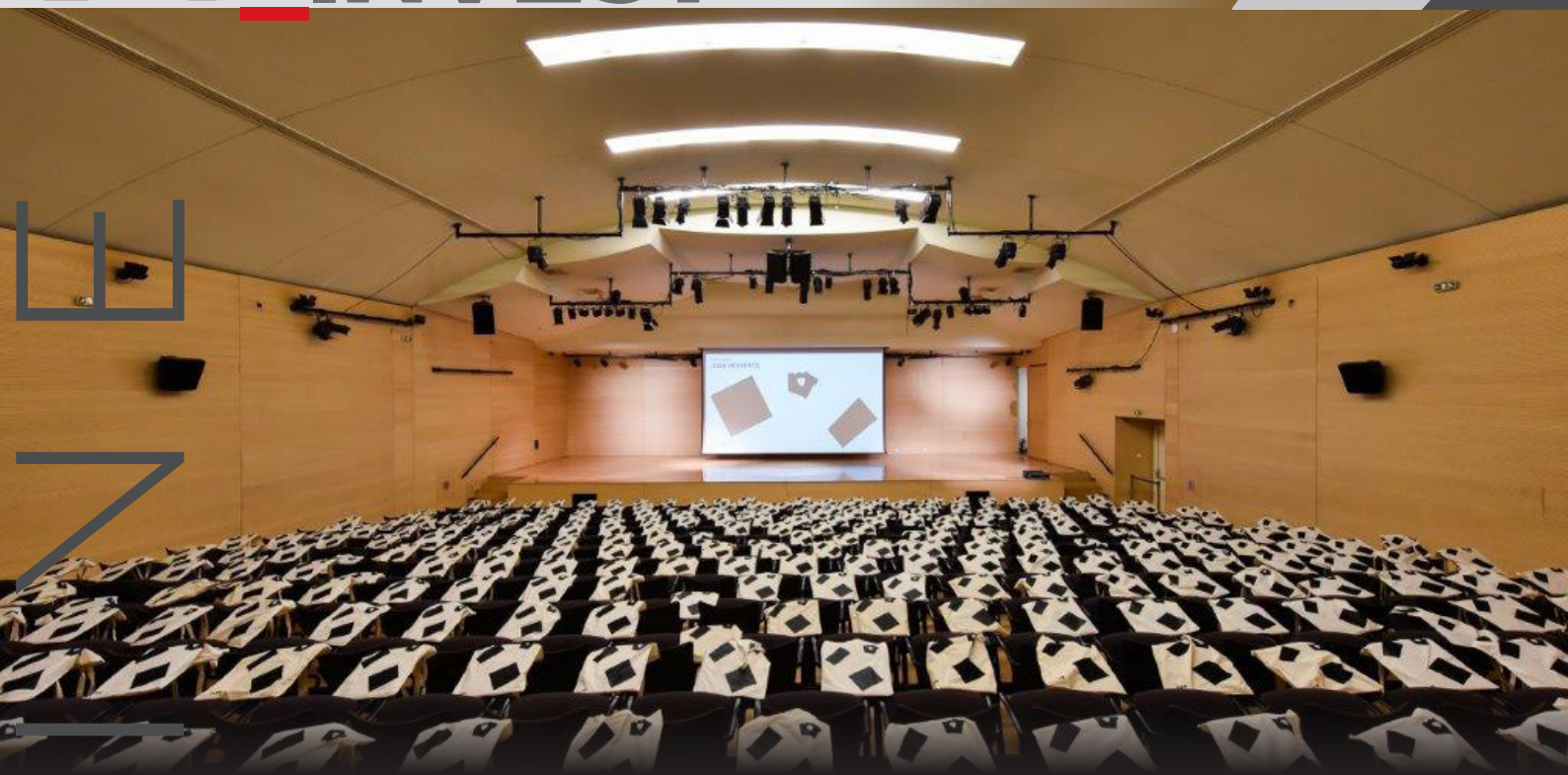
PAPADOPOULOS APOSTOLOS & Co.

Aluminium manufacturer:

PETROULAS NIK. - NIKOLAKEAS KIR. LTD.

Project photography:

PANAGIOTIS VOUMVAKIS



SILVER SPONSORSHIP AT THE EVENT OF THE DISTINGUISHED SPANISH ARCHITECT JUAN HERREROS

Aluminco promotes quality architecture and supports the promotion of the work of architects.

In this context, it was one of the main sponsors of the lecture by the distinguished and award-winning Spanish architect Juan Herreros, held by DOMa, at the Benaki Museum's Pireos Street Amphitheatre on Monday 4 April 2022.

The Greek aluminium industry, Aluminco, has developed strong relations with the architectural community. It creates aluminium products with high quality characteristics that meet every application and highlight the work of architects, and, in addition, it responds to special orders when requested.

The trust that has developed between architectural engineers and the company is mutual. The architectural community trusts Aluminco because it offers great design flexibility, while Aluminco respects and supports the work of the architects by actively demonstrating its support.





The recent action to support the architectural world, with the silver sponsorship of Juan Herreros' lecture, is the highlight of the support actions.

The support of the architectural community is demonstrated by Aluminco, through its collaboration with the specialized magazine DOMa, which deals with the process of architectural design. Aluminco has been a long-standing supporter of the architectural world and the work of DOMa, as well as the magazine DOMES, launched in 2005, which aims to promote Greek architecture and organize the Greek Architecture Awards. To feed the public debate on contemporary architecture, DOMa organizes workshops addressed to the wider public, with the full support of Aluminco.

Furthermore, the close relationship that Aluminco has developed with architects is demonstrated by its ability to respond to specific design solutions, which may be requested. Customised solutions not only shape the specificity of a structure but can «lift» it. Aluminco's Skyline premium aluminum systems are a modern tool that meets the demanding and contemporary applications of architects.

INFORMATION FOR THE EDITORS

The award-winning Juan Herreros (1958) is a professor of architectural design at the Madrid School of Architecture and a professor at the GSAPP at Columbia University in New York. He ranks among the elite of architects, with offices in Madrid, New York, and Mexico City, and has taught at internationally renowned universities in London, Lausanne, Chicago, and Helsinki. With his architectural practice estudio Herreros, he has established a global, multidisciplinary, and dedicated practice that combines his professional, teaching and research activities. Juan Herreros is an international member of the RIBA (Royal Institute of British Architects), has been honoured with numerous awards, most recently the Architectural Digest Award, the Medal of Arts from the city of San Lorenzo de El Escorial, has received the title «Architect of the World» from





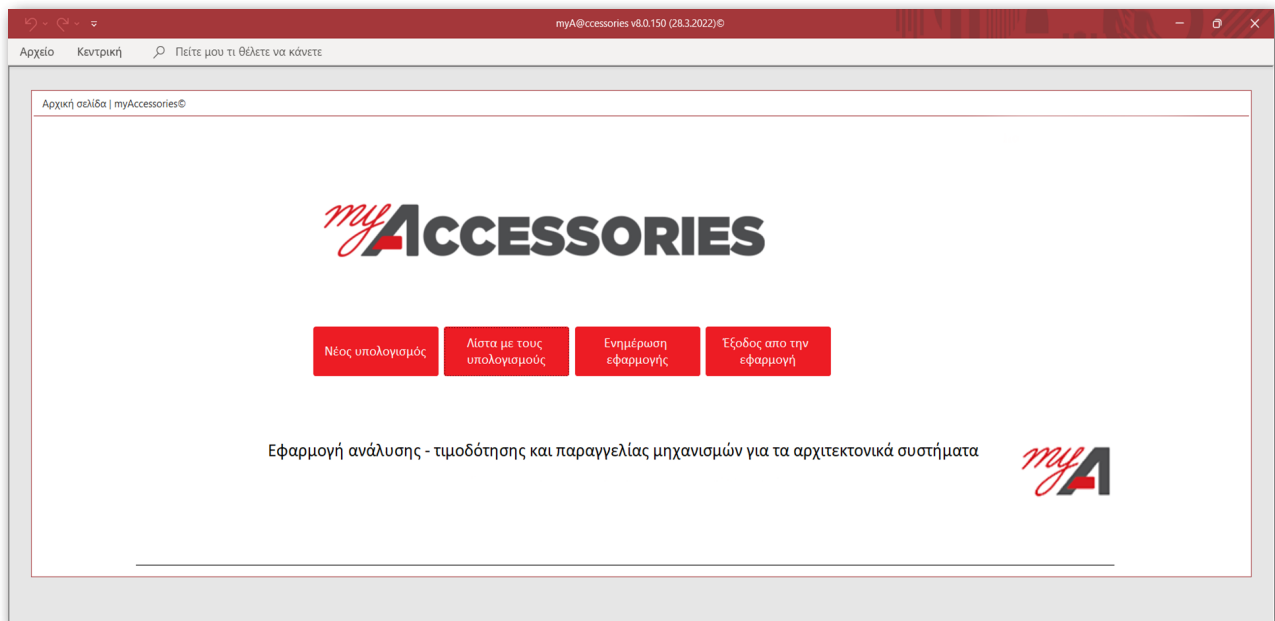
the Association of Architects of the city of Lima and has been nominated for the Medal of Architecture of the United States Academy of Arts and Letters.

DOMa, through periodicals and special publications, participates in the international debate on contemporary architecture and, at the same time, presents aspects of Greek current affairs and history, providing valid information to professionals in the field.

Aluminco is a Greek company, whose history already counts 40 years of action and continuous evolution. With a leading position in the domestic market and a strong export activity, it is distinguished for its strong environmental and social footprint. In its modern production facilities, its experienced and trained staff designs and develops on a daily basis advanced architectural aluminium systems for doors and windows, railings, pergolas, fences, photovoltaic panel support systems and more. The first export step was taken in 1982 and since then Aluminco aluminium products have conquered international

markets, representing Greek quality all over the world. The company exports to more than 60 countries in Europe, Africa, the Middle East, Australia, and America. Committed to solid values, such as quality, research and development of products and solutions that meet the needs of modern construction, the aim is to improve the quality of life and create trusting relationships with both the technical world and the consumer. All Aluminco products meet modern standards and are certified by internationally recognised bodies. Many of them are innovative and unique in their kind, with registered patents. In addition, Aluminco is considered a pioneer in the field of sustainability. A firm commitment for the future is to maintain a strategy based on the Principles of Sustainable Development and ESG (Environment-Society-Governance) criteria, with the aim of moving towards a sustainable future.





myACCESSORIES

With consistency and vision, we create competitive advantages for the benefit of our partners.

Through a broader plan of activities and services, Aluminco promotes each partnership in a unique way with the goal of mutual benefit. We have designed and continuously update customized techniques and tools, listening carefully to the requirements and needs of our partners, so that their service is constantly improved.

The myAccessories online application is a tool that helps you to analyze easily, quickly, and securely, cost and order mechanisms.

The application has the following features:

- > Friendly interface
- > Easy to use, where on one screen and only a few clicks we get the result, we want.
- > Easy to configure per mechanism company and order
- > Numerous reports that can be exported to excel
- > Automatic update of price lists
- > Easy to install with no special requirements, and compatible with Microsoft products

myA@ccsories v8.0.150 (28.3.2022) ©

Αρχείο Κεντρική Πείτε μου τι θέλετε να κάνετε

Υπολογισμός υλικών

Αρχική σελίδα Υπολογισμός υλικών παραγγελίας Λίστα υπολογισμών

Ημερομηνία: 4/4/2022 Πελάτης: fotini Εκπτώση: 0,00%

Κατάσταση υπολογισμού
☒ Προσφορά
☐ Παραγγελία

Αριθμός καταχώρησης: 1

Αρ. κατασκευής	Κατηγορία	Τυπολογία	Χρώμα	Φορά κίνησης	Πλάτος κατασκ.	Ύψος κατασκ.	Ποσότητα
1	Giesse C.E	Giesse 1Φ ανοιγ/ανακλ 1 ανακλ & 1 λαβή με σπανιολέτα Prima C.E	WHITE	L-R	1.000	2.240	1
2	Siegenia Favorit	Siegenia favorit constant 2Φ ανοιγ/ανακλ 2 ανακλ & 2 λαβές C.ALU16	WHITE	L	1.800	2.350	1

Λίστα υλικών υπολογισμού

Επιστροφή Αποστολή υλικών συνολικά Εξαγωγή υλικών συνολικά Εξαγωγή υλικών ανά κατασκευή

Κωδικός_περιγραφή έργου: 1 fotini

Κωδικός	Συνολική ποσότητα	Μονάδα μ	Περιγραφή
E9701.03SGX0000001	7	PC	ΑΝΤΙΚΡΥΣΜΑ ΚΛΕΙΔΑΡΙΑΣ ΑΠΛΟ
E9701.07SGX0000001	2	PC	ΑΝΤΙΚΡΥΣΜΑ ΑΝΑΚΛΙΣΗΣ AL 550
E9701.09SGX0000001	2	PC	ΑΝΤΙΚΡΥΣΜΑ ΜΠΙΝΙΟΥ A2000 TS K500
E9702.04SGX0000002	2	PC	ΜΕΝΤΕΣΕΣ ΚΑΣΑΣ ΚΑΤΩ ΚΕ D3X3 Φ6 ΠΕΙΡΟ
E9702.05SGX0000001	2	PC	ΜΕΝΤΕΣΕΣ ΚΑΣΑΣ ΠΑΝΩ ΚΕ D3X3 Φ6 TS K350

Improving quality and speed in customer service

To avoid errors and omissions

The safe and fast costing of parts and mechanisms

The company invests in creating applications that aim to:

- > Improving quality and speed in customer service
- > To avoid errors and omissions
- > The safe and fast costing of parts and mechanisms

The sales managers per region will inform the Aluminco network about the process of acquiring the application.



QUALIDECO CLASS 2

Aluminco is certified with the European Qualideco 2 standard, for the sublimation method

Aluminco's wood colour range, inspired by contemporary architectural trends, combines a wide selection of natural wood shades.

The colours have been selected after study and input from architects, who have analysed the latest trends in interior and exterior decoration.

Aluminco's wood colours are created using the sublimation method. With this method the colour and even the texture can be made to look and feel like real wood. In special test chambers, wood-effect profiles are tested under extreme conditions of the natural environment. They are exposed for 2,000 hours to UV radiation in order to determine and check for possible colour loss. Aluminco, true to its principles, wants to offer products that stand out for their quality and durability. Products certified by international, recognized bodies, which promise excellent application and durability.



In this context, and especially for the profiles with wood decoration, it was certified with the European standard, for sublimation, Qualideco , Class 2. The painting process, is carried out according to the principles of the certified Qualideco 2 standard, thus ensuring that the profiles are at least 3 times more resistant to external conditions than Class 1.

The company's certified painting system guarantees superior quality and long paint life, avoiding dichromatic effects and evenly capturing the feel of the wood.

Wood imitation paints can be perfectly applied to doors, windows, pergolas and special structures such as railings, etc.





OPEN DAYS @ ALUMINCO

The Aluminco team opens its home and continues with great success the «Open Days» programme.

Aluminco, with the aim of informing on new developments and applications of the company, continues the event «Open Days», a series of specialized in-house meetings.

In cooperation with its commercial partners, Ovalle and Sakareli, on April 8 and 15, we had the great pleasure and honor to welcome in our facilities partners-manufacturers of the company from Corfu, Ioannina and Agrinio.

As the company's production activity is on a strong growth track, we strive to be close to our partners, making sure to inform them about our new applications and innovations as well as the constant upgrades of our products.

With the aim of providing continuous information and strengthening relations with the sales network, we seek to channel technical knowledge and strengthen business and commercial opportunities.



ALUMINCO
OPEN
day



During the hospitality, a tour of the production areas was conducted while great emphasis was placed on the investments that have been and continue to be made in state-of-the-art equipment.

This was followed by product presentations on the product upgrades while the company's new systems won all the impressions.

Both days ended with a relaxed lunch where the attendees shared their impressions and opinions, and partners were given gifts and material from Aluminco to commemorate the event.

A CORPORATE

VOLUNTARY BLOOD DONATION DAY AT ALUMINCO

We all belong to the same team, the team of life!

Voluntary blood donation is the highest gift of love for our fellow man. It is an act of giving that only takes a few minutes of our time to give life to thousands of our fellow human beings in need.

At Aluminco, voluntary blood donation is at the forefront of our priorities, especially during the current pandemic period where the coronavirus has resulted in a reduction in national blood supplies.

The Voluntary Blood Donation Program will take place twice a year at the headquarters, in collaboration with the Athens Laiko Hospital. A large number of Aluminco employees did their duty to their fellow human beings at the company's 1st blood donation event of the year held on Monday, March 28.



For more than 10 years, as part of its Corporate Social Responsibility, it has been actively and continuously supporting the institution of voluntary, unpaid blood donation, implementing actions even in difficult times. Thanks to the Volunteer Blood Donors, the Aluminco Blood Bank offers assistance to any colleague (himself or a relative) who finds himself or herself in an emergency.

Aluminco expresses its deep gratitude to all Volunteer Blood Donors for their participation in Volunteer Blood Day. At Aluminco we focus on activities that will have the most positive impact on people and the society in which we live and work.

**Δώσε αίμα.
Μοιράσου τη ζωή.**



Εθελοντική Αιμοδοσία Aluminco

Ανήκουμε όλοι στην ίδια ομάδα,
την ομάδα της ζωής!
#aluminco #αιμοδοσία



HOW TO WIN A PROSPECTIVE CLIENT WHO WILL VISIT YOUR EXHIBITION!

Ways to improve the visitor experience inside your store or showroom!

What is the customer experience in a showroom or store space?

The term «customer experience» is the total journey they take from the moment they see your exhibition space or store to the moment they leave it. This journey includes the branding of the exterior of the showroom, every point of contact within the store and every interaction with a member of staff.

What is the importance of the customer experience in a showroom or store?

According to a recent study by Price Waterhouse Cooper, 73% of shoppers said that the customer experience within a store or showroom is more important to them than price or quality. Not only did they find a positive experience more influential than advertising, but over 40% were even willing to pay more for it to be friendly and welcoming.

A great customer experience leads to wide word-of-mouth recommendations and loyal customers in the long run. It helps you stand out from competitors, develop personalized customer relationships, and even contributes to better employee engagement. Because happy customers contribute to creating a pleasant workplace atmosphere.

An effective customer experience strategy leads to:

- > increased customer loyalty
- > better reviews,
- > increased sales and employee engagement.

It goes without saying that the customer experience is perhaps the most important element for stores, especially after reopening in the post-covid period.

How to improve the customer experience in a store or showroom?

There are limitless opportunities to improve your customer experience. First and foremost, the customer experience should be seamless from start to finish, finding improvements for easier transactions and online interaction.

Your customer experience strategy should start by analyzing the customer journey from arrival at the store to purchase. Ask yourself the following questions: are you creating personalized, collaborative and service relationships with your customers? Are there opportunities to interact with your products and services? Is your store complete in terms of displaying your products and services as well as being easily accessible?

A complete inclusive experience within the showroom or store!

One of the key issues to consider is the accessibility of your space to visually impaired, mobility impaired or other vulnerable customers. Recently a large chain of stores in the UK, to help visually or hearing-impaired customers maintain social distances in the store, put in place an entrance system with traffic lights and audible signals to alert them when it is safe to enter.

The future is contactless!

In the post-covid era, protecting staff and customers alike, within a store's premises, is now a top priority, while disinfection and consistent cleaning is a new normal. Another simple way to meet the new security requirements and optimise the customer experience is contactless technology.

According to a recent study, 59% of customers would prefer to use contactless services to avoid touch-based systems.

The needs of customers in every geographic region are different!

A store or exhibition space should offer services and products in line with the needs of the consumer in the region where it is located. For example, building needs for aluminum systems are different on an island than in the center of a metropolitan city. Keeping the above simple example in mind you will be able to provide customized solutions, so your customers will be satisfied and happy as they will have found in you exactly what they were looking for! Meeting the needs that arise in a local community is now one of the key pillars in the customer experience optimization strategy. Knowing the products that are important to the area where your venue is located will optimize your customer service and your own operational efficiency.

Trust and care, that's what your customers are looking for!

In recent years customers have started to re-evaluate their spending habits and consequently where they will give their money. Plus, awareness of social responsibility is having a huge impact on purchases. According to the latest McKinsey & Company survey, 64% of customers choose to buy from socially responsible companies.

So as a trade show or store owner you need to rethink how you take care of your employees and customers. Doing so will contribute to the longevity of loyalty in your business!

Take your customers' convenience seriously!

A prospective customer of yours may not know from the start what it is that they need or that will adequately meet their need. You give him the solution and make his decision easier as to what he will ultimately buy. Inside the exhibition area help him to be served directly! Your staff should give the customer due attention upon entering the venue. But even if this doesn't happen and the prospective customer must wait your exhibition space can 'speak for itself!' Clear signage, comprehensive presentation and informative brochures will keep them engaged and give them a first impression with more information about what they are looking for.

Finally, honest, and consistent information to your customer are two parameters that will make it very easy for him to make a final decision and commit to a purchase from you.



2 GOLD AND 3 SILVER MEDALS AT THE ALLUMINIUM IN ARCHITECTURE AWARDS!

5 more awards are added to Aluminco's list of distinctions in 2022.

Aluminco excelled at the Alluminium in Architecture Awards, winning 2 gold and 3 silver awards. More specifically, Metalskin (a subsidiary of the Aluminco Group specializing in the manufacture of architectural aluminium mesh) was awarded 2 gold awards for «Plovdiv Plaza Mall» in the «Retail» category and for the «AEK» office building in Larnaca in the «Offices» category. Aluminco was awarded 3 silver awards for the «30th Street Astoria NY Project» in the «Mixed use» category, for the Brown Beach Corinthia Resort in the reconstruction category and for the Six Senses Resort Grenada in the «Hotels/Resorts/Wellness/Spa Center» category.

This is the second year that the firm has been distinguished at the Alluminium in Architecture Awards as last year it received awards for «Thessaloniki Macedonia Airport» and «Soho City Montenegro». This institution is an initiative of Boussias Communications with the aim of highlighting, promoting and ultimately awarding top architectural projects using aluminium. The awards ceremony was successfully held on Monday 21 March at the Radisson Blu Park Hotel and was attended by renowned engineers, architects and stakeholders in the construction sector. The evaluation of the nominations was carried out by a multi-member independent committee



of industry professionals. The chairman of the jury, Mr. Christos Diplas, an NTUA architect and engineer, said: «I would like to express how lucky I feel today on this beautiful celebration when in our very close neighborhood we see buildings being razed to the ground every day. And this should strengthen us, each one in his/her own post, and understand how important it is, this institution for example the Aluminium in Architecture Awards, as it raises the cooperation track between the actors and the community, between the production companies, between those who do research, between the craftsmen and between the designers, the architects».



The President and CEO of the company, Mr. Argyris Karras, pointed out «Aluminco's strategic plan aims to provide solutions that combine ergonomics, comfort and aesthetics with innovation. Today's award is for Aluminco the proof that its plan is implemented with great success since it is recognized by the most important people in our industry. This development honors us and pushes us to further expand our product range in order to provide more and more solutions to our partners».

