



# Corporate overview

## DATA, FACTS AND INFORMATION



**20+**  
years

The company has been operating on the Bulgarian and European market for more than 20 years. During this time, more than 250 corporate partners and over 50,000 private clients have benefited from our products. We give you high-tech products certified according to the European standards and manufactured with high quality.

**80+**  
engineers, technologists and specialists

In 2020, our team consists of over 80 employees, sales consultants, administrative staff, installation teams, a transport unit and production staff.

**50 000+**  
sites

The company's products are installed in more than 50,000 sites – Industrial and residential buildings, offices and homes belonging to companies or individuals.

**3**

main directions of  
production

PVC joinery, aluminum joinery, Double glazed glass. We also produce many other products – exterior shutters, blinds, doors, mosquito nets, but 90% of the company's production is concentrated in these three products. And we do them well.

WE GIVE YOU HIGH-TECH PRODUCTS, CERTIFIED ACCORDING TO ALL STANDARDS AND MANUFACTURED WITH HIGH QUALITY. **ON TIME.**



**3**  
cities

Aterrica has offices in Pernik, Berkovitsa and Nuremberg. Our new production facility is in the town of Berkovitsa, Northwestern Bulgaria, where part of the company's administration and a demonstration center for partners and clients are located.

**5**  
countries

About 80% of our production is sold in Italy. The plans for the expansion of Aterrica envisage increasing the market presence in 2020 and 2021 in Germany, Spain, Belgium, France.



All products of the company are sold with a **CE** marking. The company is given the certificates ISO 9001:2015; ISO 14001:2015; BS OHSAS 18001:2007; BDS ISO 45000:2018. The double-glazed glass has a test certificate from an independent European laboratory **IKATES** (<http://www.ikates.cz>).

**Products and users**



## MODERN PRODUCTION BASED ON NEW AND EFFECTIVE EQUIPMENT, EXCELLENTLY TRAINED STAFF



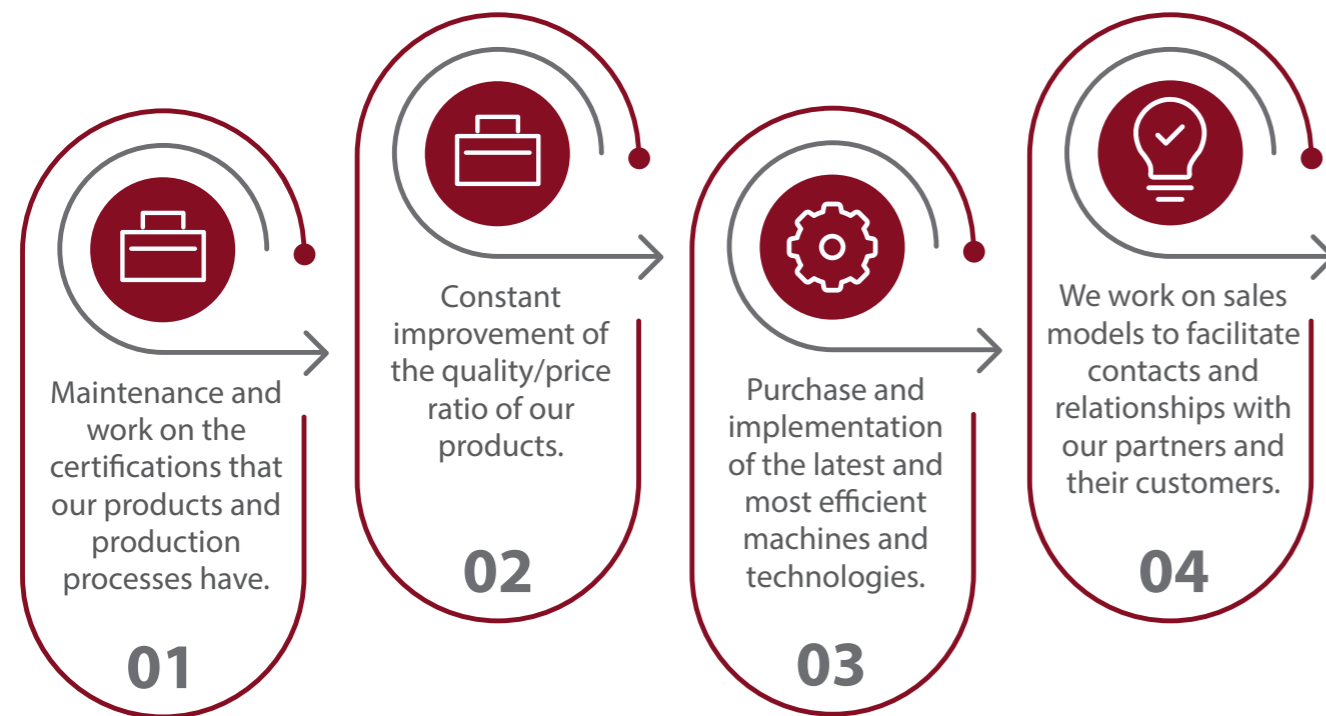
## WE WORK WELL. FOR YOU.

- Production facility – 27,000 sq. meters
- Production area – more than 7,000 sq. meters
- Production capacity for PVC joinery – 400 units per day.
- Production capacity for aluminum joinery – 50 units per day.
- Production capacity for double-glazed glass – 650 units per day.
- Completed projects for modernization under European competitiveness programmes in 2011-2015.
- Machinery and equipment by Lisec, Intermac, Murat Makina, Pressta-Eisele, Festo, Hilti and other leading producers.
- In its production, the company uses high-quality materials by Inoutic, Profmlink, Alumil, Reynaers, Winkhaus, Saint Gobain, Guardian, Kömmerling, Alu-Pro.
- The company's own investments in the expansion of the production for 2017/2018 amount to over 3.5 million euro.

**Factory, machines, investments**

# THE GOOD PRODUCT IS ONLY HALF OF THE WORK

THE CREATION OF A QUALITY AND FUNCTIONAL PRODUCT MEETING THE TECHNICAL REQUIREMENTS OF THE CLIENTS IS ONLY HALF OF OUR WORK. IN ADDITION, **THE MAIN DIRECTIONS** IN WHICH WE WORK ARE THE FOLLOWING:



**Company standards**



## HOW TO WORK WITH US?

### SALES MODEL AND ESTABLISHMENT OF PARTNER RELATIONSHIPS

**Our partnerships with companies are built over years of joint and honest work. Our model for starting a partnership on large projects goes through the following stages:**

- Specification of the products and the capacity you are interested in.
- Preparation of an offer based on the parameters set by you.
- You receive an invitation to visit the production facility and conduct trade negotiations.
- Meeting at which prices, deadlines, delivery, payments and other details of trade relations are discussed.
- Signing a contract.
- Sending a sample.
- Establishing regular relationships.



**Establishing trade relations**



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