

THE GROUP





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20 thousand
tons per year

ALMECO

Group

A world leader
in aluminium
production.

The unique heritage of expertise gained in over fifty years of experience in aluminium production. An international organisation with units specialised in the different stages of the entire industrial process. A widespread presence on the global market through an extensive commercial network, and distribution centres and services for strategic areas. These are the strengths that make **ALMECO GROUP** one of the entrepreneurial world leaders in the production of components and sheet materials for the lighting engineering, solar and decorative industries.

An in-depth knowledge of the aluminium mechanical and optical characteristics and its surface treatments, along with the constant investment in plant equipment, allows the **ALMECO GROUP** to have a production capacity of over 20 thousand tons of aluminium/year and more than 3 million reflectors. A service focused on maximum customisation of the product and the highest level of supply

flexibility makes the **ALMECO GROUP** an ideal partner in each phase of the industrial process.

ALMECO GROUP's activities are focused in the **lighting** sector and have been since its inception: from the production of high reflectance anodised aluminium to the design and manufacturing of reflectors.

Strengthened with this proven leadership, the **ALMECO GROUP** has progressively developed more specialised skills which led the company to winning a leading role in both the **renewable energy** market - for which it produces reflective and selective metal surfaces for concentrated solar power plants and solar flat plate collectors - and the **decorative market**, to which it provides a wide range of anodised aluminium laminate products used by planners and designers for solutions and components that combine functionality, sustainability and affordability.

3 million
reflectors

Networking

An international organisation,
with 4 highly specialised
production units.

The productive organisation of the **ALMECO GROUP** consists of four different units, each of which is structured to manage the specialised process of aluminium manufacturing, depending on the different types of treatment to which it is subjected and the specific application sector to which is intended. This manufacturing specialisation is in fact one of the elements that qualifies the **ALMECO GROUP**, a true enterprise-network, to distinguish itself by its ability to focus on the specific area of business for each of its customers while operating on different markets.

The organisational complexity is coordinated through the continuous exchange of information that flows between the San Giuliano Milanese headquarters, where the Group's strategic and managerial functions are located, and its manufacturing plants in Bernburg (Germany) in addition to processing centres in Atlanta (USA) and Shenzhen (China).



ALMECO GmbH

Bernburg - Sachsen-Anhalt
Germany

Opened in 2006, the German factory produces extremely high reflectance metal surfaces (aluminium based), coated using the PVD (Physical Vapour Deposition) in a vacuum process, intended for the lighting, solar and electronics market, and highly selective aluminium and copper absorbent surfaces for heat generation.

**ALMECO S.p.A.**

San Giuliano Milanese - Milan

Italy

The Italian office is the Group's headquarters, where its main functions are located. In addition to the production of anodised aluminium for the lighting and decorative industry, it focuses on the design and production of reflectors for lighting fixtures.

**ALMECO ASIA**

Shenzhen - Guangdong

China

Established in 2013 in one of the most highly industrialised areas in southern China, close to Hong Kong, the office acts as a processing centre for semifinished products. It is the distribution centre of products manufactured in the Group's European factories for the Chinese market.

**ALMECO USA Inc.**

Atlanta - Georgia

USA

Acquired in 2010, the American office, thanks to its strategic geographic position, acts as a final manufacturing centre of semifinished products for the NAFTA market, with slitters and cut-to-length lines and a well-equipped laboratory for chemical and optical experiments that is aligned with the Group's standards.

4 production
units

Global presence

ALMECO GROUP's international vocation is confirmed in its commercial organisation, which aims to combine a global vision and a local, operational approach.

A widespread commercial network serving more than 60 countries.



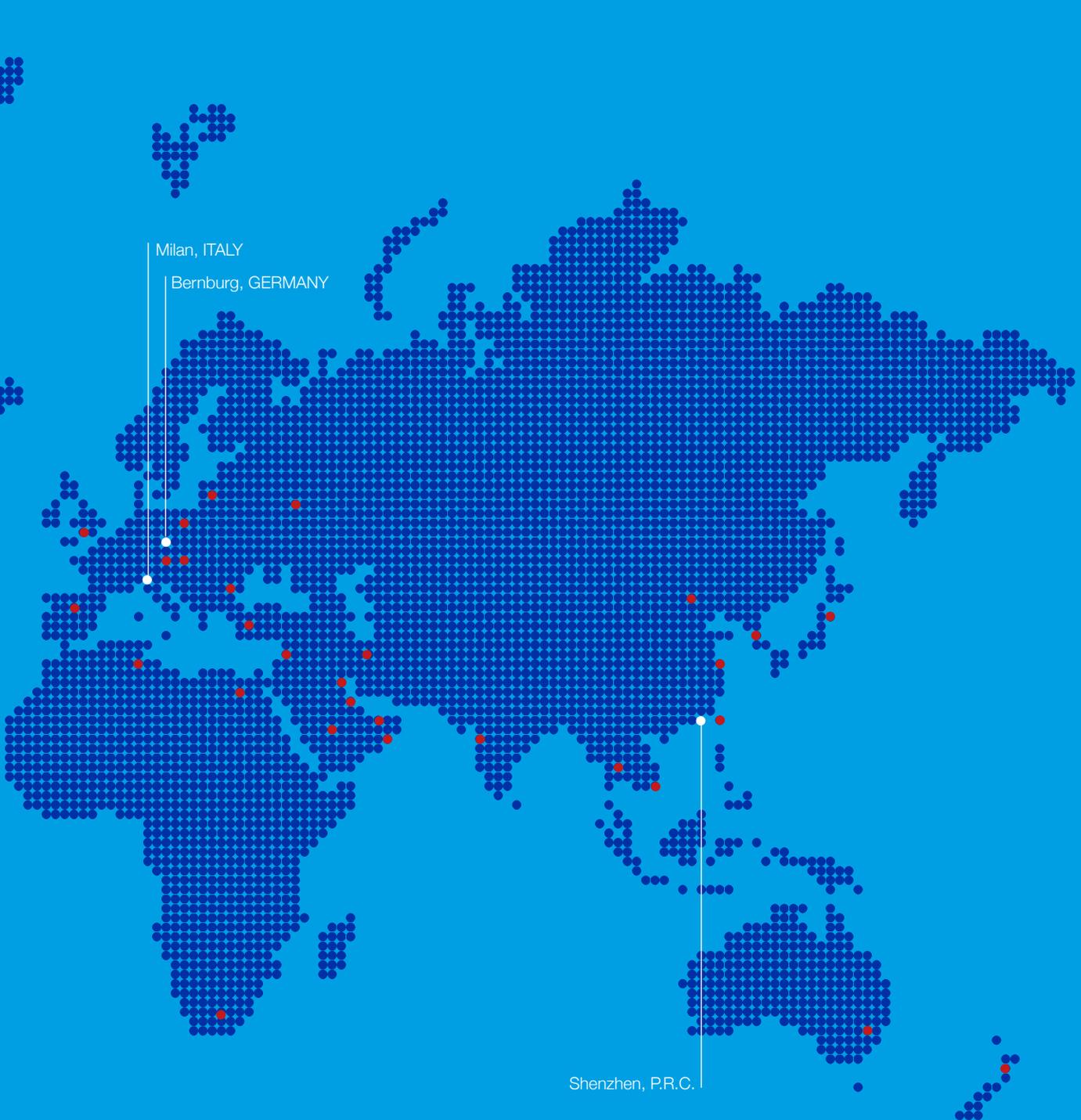
Atlanta, USA

200
people
in the world at your service

This organisational approach is translated into decisions aimed at ensuring its operational presence in areas with the greatest use of its products and an efficient service given to a network of distributors

and area managers that covers over 60 countries around the world, coordinated from its headquarters in San Giuliano Milanese. The knowledge of the specific needs of each market represents a significant added value

which allows the Group to develop and devise new solutions and diversified products to effectively meet the specific applicative requirements that emerge in each country.



Business

model

A three-generation family business ran with a managerial vision.

The business model on which the ALMECO GROUP is founded represents the perfect synthesis between the typical values of a family owned industrial company with the most modern business management principles.

The original intuition of the founders, Luigi Visigalli and Enrico Fiorentini, was followed over the decades with a constant commitment to development.

This commitment has led ALMECO to new application sectors and new geographic markets, with an emphasis on international vocation and focus on service. Direct involvement in the management of the organisation has gone alongside the creation of a structured managerial organisation which aims to coordinate the various activities of a constantly growing company.

A business model that holds sustainability, integrity, passion and pursuit of excellence as its core values.

Green Company: continuous investments in technologies for process control and for active environmental protection is combined with product and solution research aimed at reducing energy consumption and the use of renewable energy.

Human Resources: the Group's policy is aimed at enhancing the skills of each employee and the creation of a safe and people-friendly working environment.

Experience and innovation: the experience gained in 50 years of business is the guarantee of high reliability. An important value for the company is the integration of this experience with the dynamism of an innovative company, interpreted as a process of continual improvement and attention to the evolution of demand.

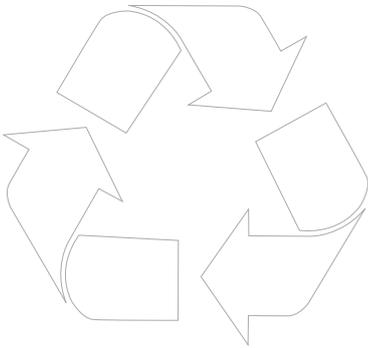
Customer oriented: offering effective solutions that are tailored to the specific needs of each client is the benchmark of the Group's commitment.

3
generations



Green company

Environmental sustainability:
an across-the-board commitment.



Commitment to the environment is a fundamental value of the ALMECO GROUP business philosophy.

Respect for current standards and the continuous improvement of production processes enables the Group to operate in total harmony with the environment.

Since the 1960's, ALMECO

GROUP has in fact initiated the search for "green" technologies and has invested in water purification treatments, and fume extraction and abatement to minimise environmental impact, both inside and outside of the various production complexes where there is a system of continuous monitoring of sensitive parameters and emissions.

510_{kw}
produced

4 thousand m² of photovoltaic panels



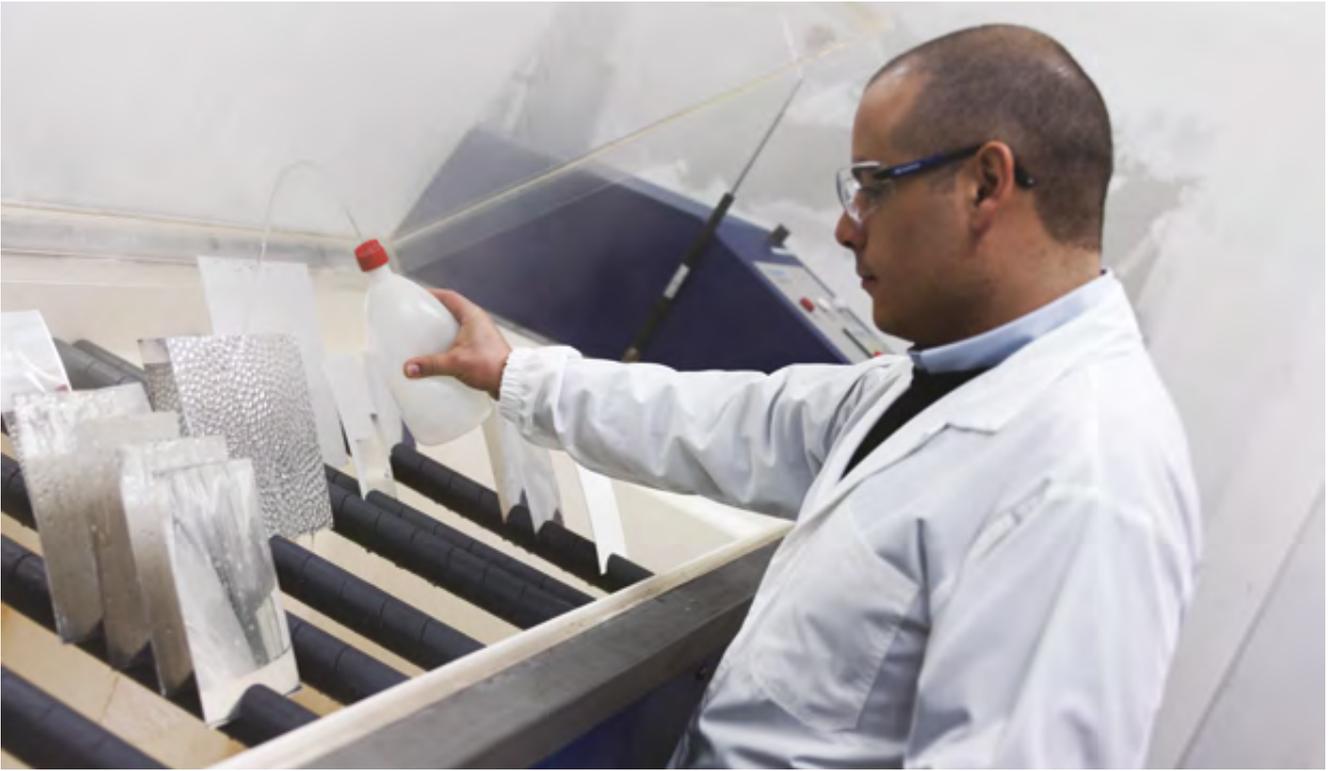
This continuous journey toward optimum is confirmed not only in the certification according to ISO 14001/2004 that all the **ALMECO GROUP** companies have obtained, but also in its active commitment to eliminate the use of hazardous substances,

increase the efficiency of water treatment processes, favour the use of substances and materials compatible with the environment, and promote waste recycling and improving the sustainable exploitation of natural resources.

As part of this project, Almeco

recently created a 4000 square meter photovoltaic plant with a total power of 510 kW on the roof of the San Giuliano Milanese manufacturing complex, which allows a reduction of CO₂ production of approximately 385 tons per year.

-385 tons of
CO₂/year



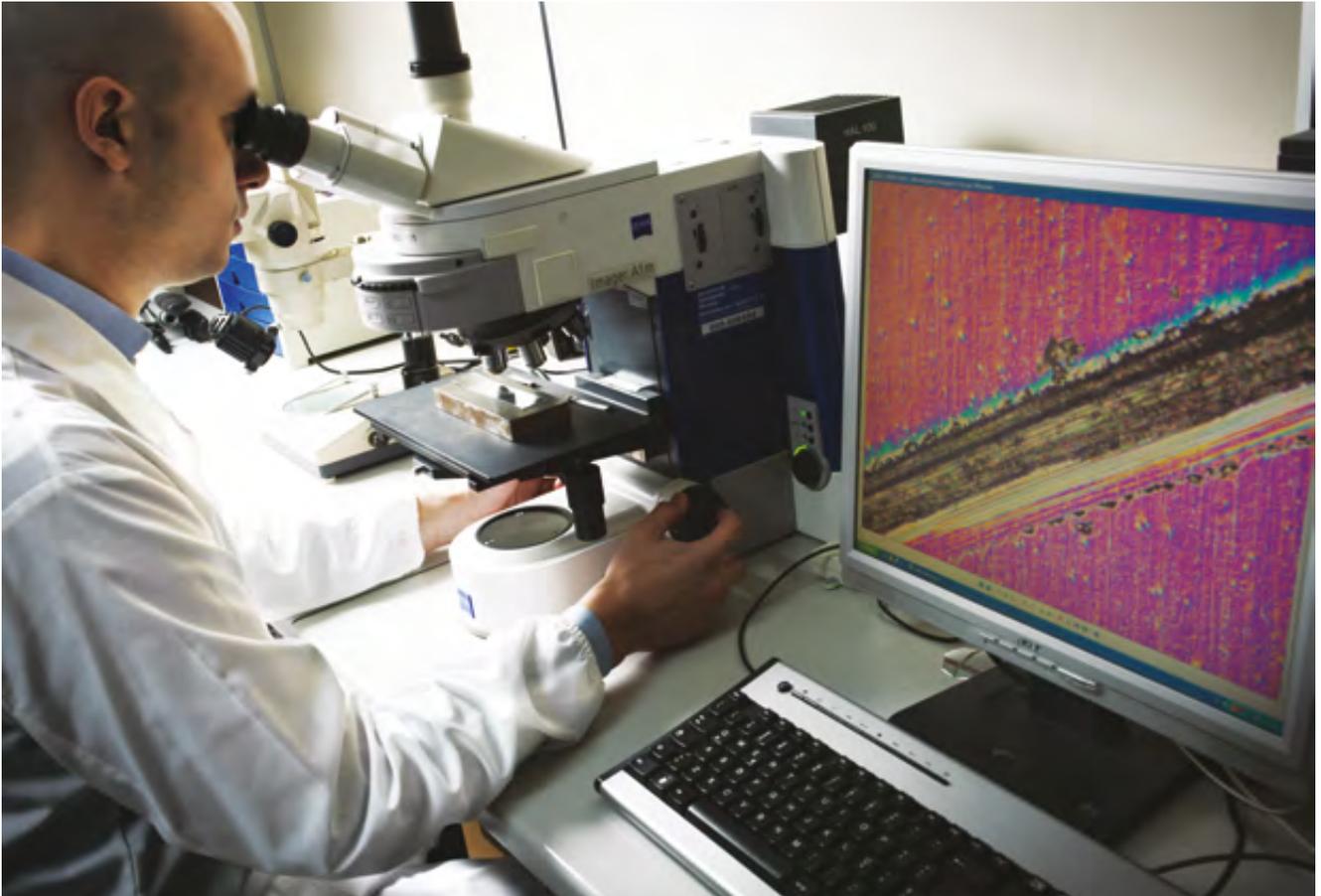
R&D

Product and procedure innovation: an ongoing challenge.



Product innovation occupies a prominent position in the ALMECO GROUP strategy that, over the years, has devoted a significant proportion of revenue to research and continuous development of solutions that promptly re-

spond to the clients' specific requirements. This approach is the hallmark of the ALMECO GROUP, which provides a team of technicians to follow the development of each new project from the initial idea to the verification of its feasibility,



from prototyping to industrialisation.

But, in addition to product innovation, **ALMECO GROUP** also develops a constant innovation of its procedures in order to increase efficiency, extend the qualitative performance of the treated surfaces

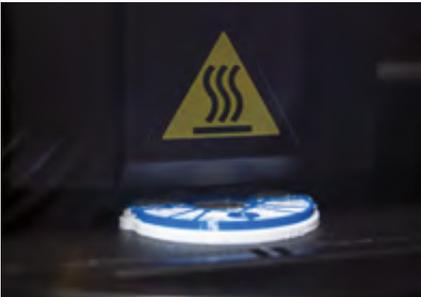
and, at the same time, experiment with the use of new materials and production methods.

Mechanical, chemical and optical tests, experiments and analyses are conducted in the Group's laboratories. The Research & Development team interfaces with an

international network of universities and private research centres that are specialised in material science, surface treatments and the protection of materials.

Quality

The guarantee that procedures and processes are under control. Always.





The ALMECO GROUP operates in accordance with an ethical production system that integrates quality, safety and environment that has already obtained certification in 1996 according to the UNI EN ISO 9001 normative, issued by the international authority BVQI.

The certification involves all the Group's units: from the entrance of raw material to each individual manufacturing process, down to the

packaging of the finished product. The aim of the adopted quality system is the provision of a product with the characteristics of the utmost excellence, with extremely narrow optical and dimensional tolerances, that is secured by methodical checks carried out in line during the entire processing cycle and at the end of the process on the finished product.

The guarantee of consistent quality

is also the result of the high automation of all the production processes, where multiple parameters are subject to careful monitoring processes by the company's employees who boast a specific expertise in the field and continue to attend updated training programs.



History

The stages of constantly developing progress.

Visigalli & Fiorentini



foundation of **Visigalli & Fiorentini**, a company that specialises in the manufacturing of aluminium sheet metal and in the production of reflectors.

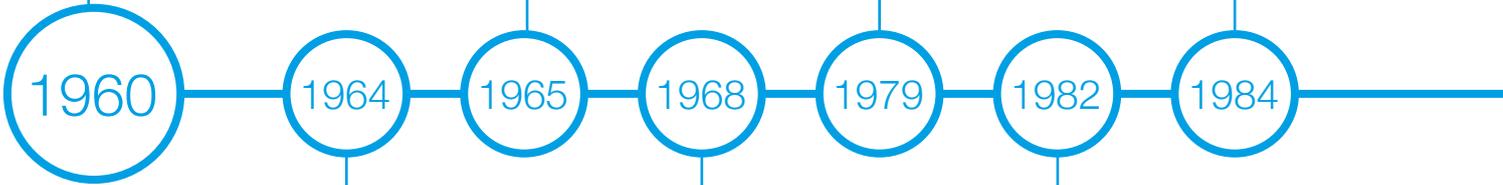


from the fusion of Visigalli & Fiorentini and Gilardi, **Citor Srl** is born. It is the first and only Italian company to have integrated the production of aluminium reflectors from their mechanical forming to bright anodised finishing.



the first automated system for the electrobrightening and anodising in line is installed, in addition to a factory specialised in the manufacturing of small reflectors and special alloys.

Citor becomes a joint-stock company.



Gilardi Srl is acquired, a company that is active in the galvanic field with proven experience in aluminium anodising.

with the installation of the first 300-ton hydraulic pressing machine, Citor switched from manual manufacturing of parts to mass production.

Sacall S.p.A., company dedicated to the continuous galvanic treatment of coils for the lighting industry, is created.



The first pressing machine
300 tons

ALMECO
making light together!

vega

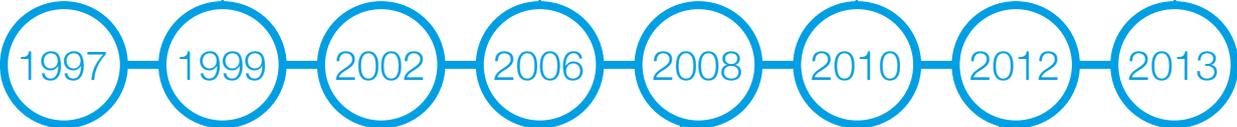


from the merging of Citor and Sacall, **Almeco S.p.A.** is born, to exploit synergy in business operations and streamline common tasks.

a site dedicated to the production of vega with PVD technology is inaugurated in Bernburg, Germany.

Almeco acquires the business and activities of a service centre dedicated to the mass production of pre-treated metals for the lighting industry located in Atlanta, Georgia, followed by the constitution of **Almeco USA, Inc.**

the sales office in Shanghai supports the processing centre for the Group's semifinished products with headquarters in Shenzhen. Furthermore, **Almeco Group** further strengthens its presence in China by opening the Almeco Solar office in Beijing.



the second line for continuous anodising is inaugurated.

the new San Giuliano Milanese industrial complex becomes operational.



acquisition of **Satma S.A.S.** the French factory dedicated to the production of bandoxaldecor (anodised aluminium used in the decorative sector).

bandoxaldecor™



to consolidate its presence and operations in the key field of renewable energy, Almeco GmbH and TINOX GmbH give life to the joint venture **Almeco-TINOX GmbH**, which develops solutions and technologies used in solar thermal collectors.



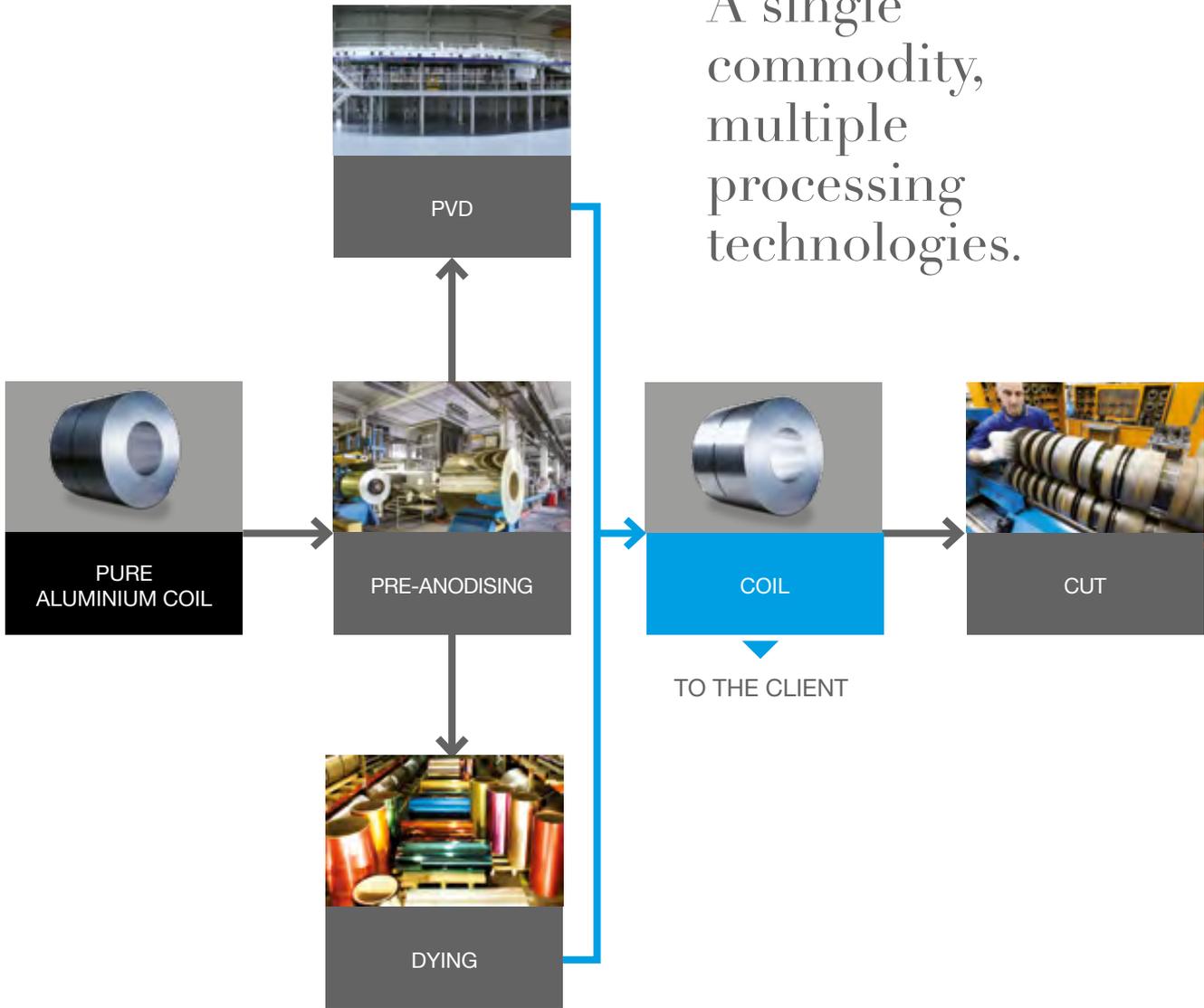
Almeco GmbH completely absorbs TINOX GmbH and the Almeco Solar brand is born.



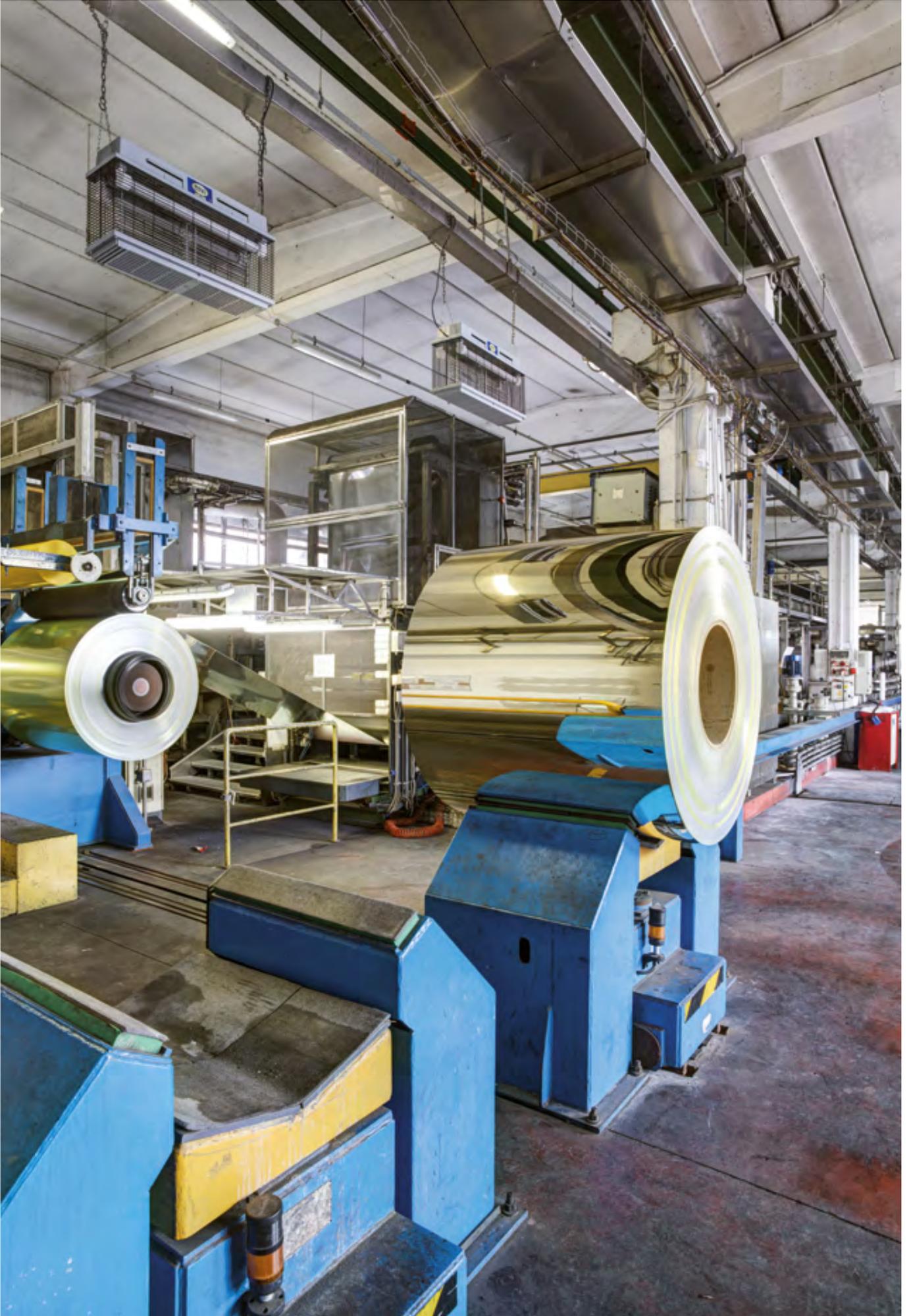
the reflect+A™ team is launched with a range of vegaLED98 modular reflectors that provides a complete system of turnkey solutions for LED lighting and energy saving.



Process



A single commodity, multiple processing technologies.



4 automated lines

Continuous anodising

We give light and colour to surfaces.



To improve the characteristics of reflectance and gloss and to preserve the surface from corrosion and deterioration, the aluminium is subjected to a continuous anodising procedure.

The cycle is developed through the successive stages of polishing, anodising, colouring and sealing.

Brightening is the electrochemical process by which the semi-finished aluminium is immersed in a tank containing an concentrated acid solution at a high temperature and is subjected to a strong electric current to smooth its surface in a controlled manner, thereby increasing the brightness and reflectance.

During the subsequent **anodising** the brightened aluminium, through an electrochemical conversion of the metal to form aluminium oxide, becomes coated with a thin film with perfect adhesion to the metal. The accurate adjustment of the parameters ensures the perfect control of the anodic oxide layer thickness and its homogeneity on the surface, improving the characteristics of reflectance and minimising the phenomenon of iridescence. The layer, transparent and very durable, protects the surface from wear and tear, keeping the optical characteristics of the product unchanged over time.

Due to its porosity, this layer is particularly receptive to **colouring** with special organic pigments which produce metallic hues of striking aesthetic effect. This additional process is carried out in the San Giuliano Milanese plant with production lines dedicated to the aluminium dyeing.

The anodising cycle concludes with the **sealing** phase in demineralised water at about 100° C, during which the pores of anodic oxide close and the electrochemically grown layer is sealed and compacted.

98% reflectance

The exclusive PVD process

22

To further enhance the reflective properties of the aluminium or to modify and improve its performance, the ALMECO GROUP has developed an exclusive process at the Bernburg plant that allows the Group to obtain the continuously controlled deposition of thin metallic and ceramic film using the latest PVD (Physical Vapour Deposition) technologies.

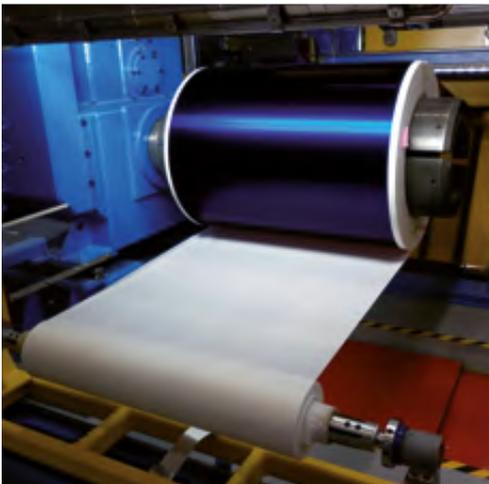
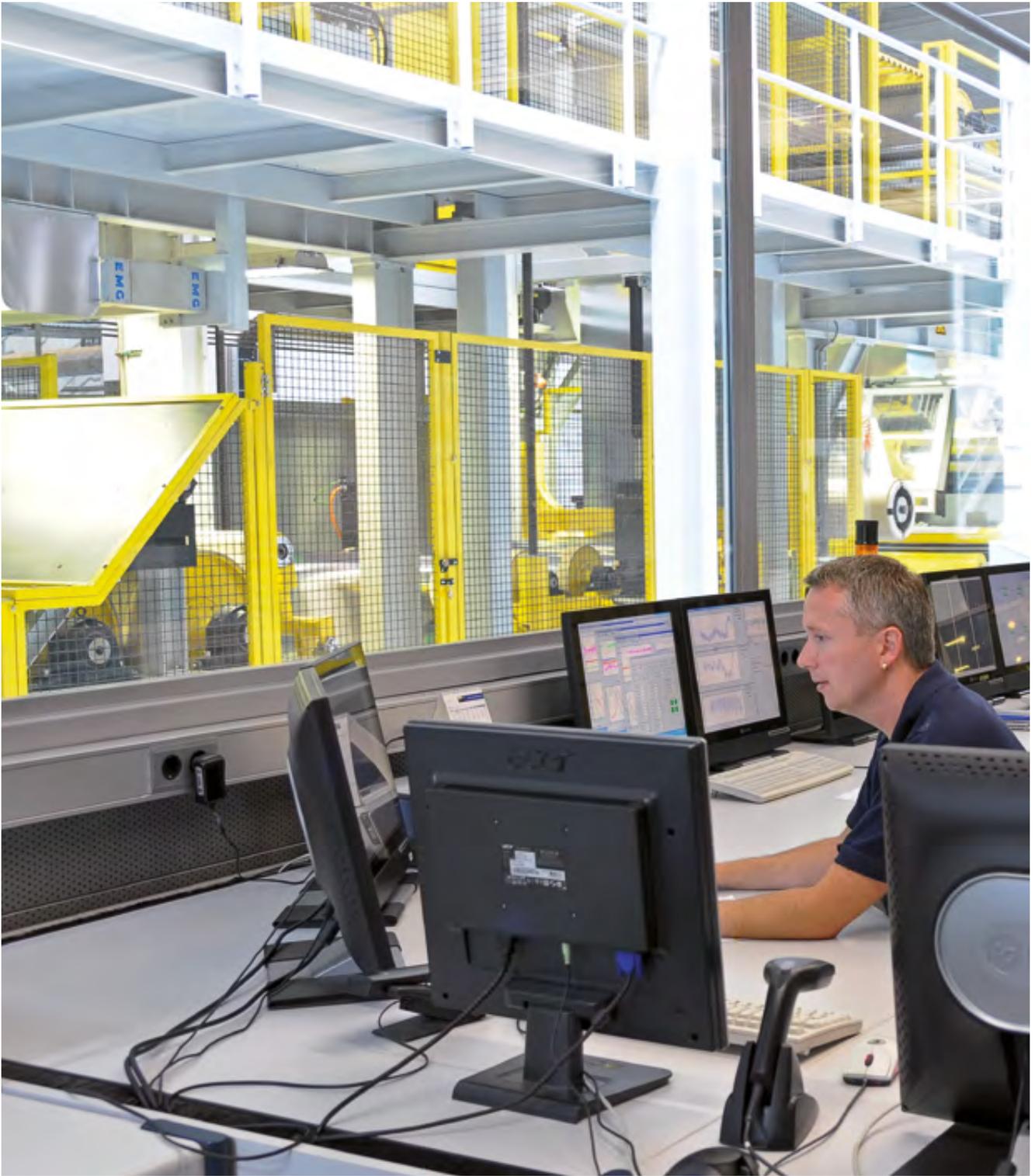
During the process that is carried out under vacuum, the material to be deposited, after being evaporated, will form a nanometer layer on the metal surface, giving it unique properties.

This sophisticated and exclusive treatment, used for the production of the gamma **vega**, assures an outstanding performance of the metal in terms of light

reflectance (over 98%) and its absorption, making it ideal for applications in lighting and solar sectors. It also ensures the product features qualities including anti-scratch, anti-wear, anti-static and resistance to corrosion, moisture and fingerprints, as well as specific photostable and heat-resistant qualities.



We guarantee
the maximum light
reflectance
and heat
absorption.





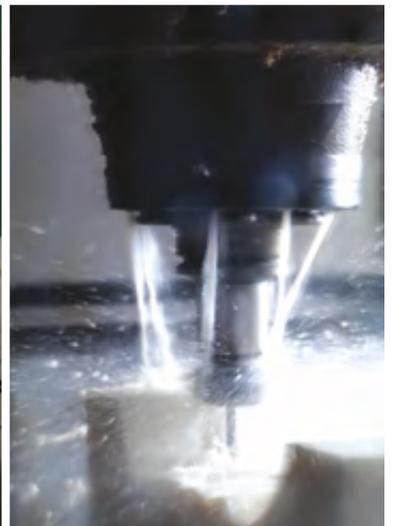


Manufacturing of laminates

All the ALMECO GROUP plants are equipped with production lines of longitudinal and transversal cuts of the aluminium for the production of strips with widths ranging from 15 to 1,250 mm, and cut-to-length lines which allow to obtain strips with a width from 150 to 1,250 mm and a length of 150 to 4,000 mm. The embossing system, installed in the San Giuliano Milanese

production plant, confers finishes designed to widen the light distribution and vary the aesthetic appearance with defined applications to the aluminium surface. Automated packaging equipment with different loading stations provide for the in-line weighing and final packaging of the coils.

We guarantee the highest customisation with supply.





Mechanical manufacturing

We use the most appropriate technology for specific needs.

In its San Giuliano Milanese plant, the ALMECO GROUP has a number of departments devoted entirely to mechanical processes for the creation of the reflectors and their components, supported by a laboratory for the construction of the relative equipment. There are multiple manufacturing operations that are performed using different technologies and processes according to the specific product to be made.

For the creation of contained batches and reflectors with segmented geometries, such as those proposed by the **reflect+A team**, [laser cutting](#) systems are used that combine high execution speed even in the presence of complex manufacturing with the needs of production flexibility. Through the [deep-drawing](#) process, which consists of the cold forming of sheet metal by means of hydraulic presses assisted by robots, it is

possible to obtain three-dimensional shapes.

Some reflector shapes require the [spinning of the metallic laminate sheets](#) that are performed with the use of computerised spinning machines.

The spun and deep-drawn reflectors are subjected to the galvanic process in the [static anodising](#) plant, which is one of the largest in Europe for its capacity.





Lighting

Materials and products that reflect your ideas.

reflect+A™
 reflect+A™
 team
 vega98®
 vegaLED
 vegaform
 Evolution
 vega
 green
 vega
 SP
 vega95®
 vegaLED
 on BOARD

vega is the most advanced expression in high reflectance aluminium for the ALMECO GROUP's lighting applications.

Made with PVD technology and available in several types depending on the specific application,

vega is characterised by

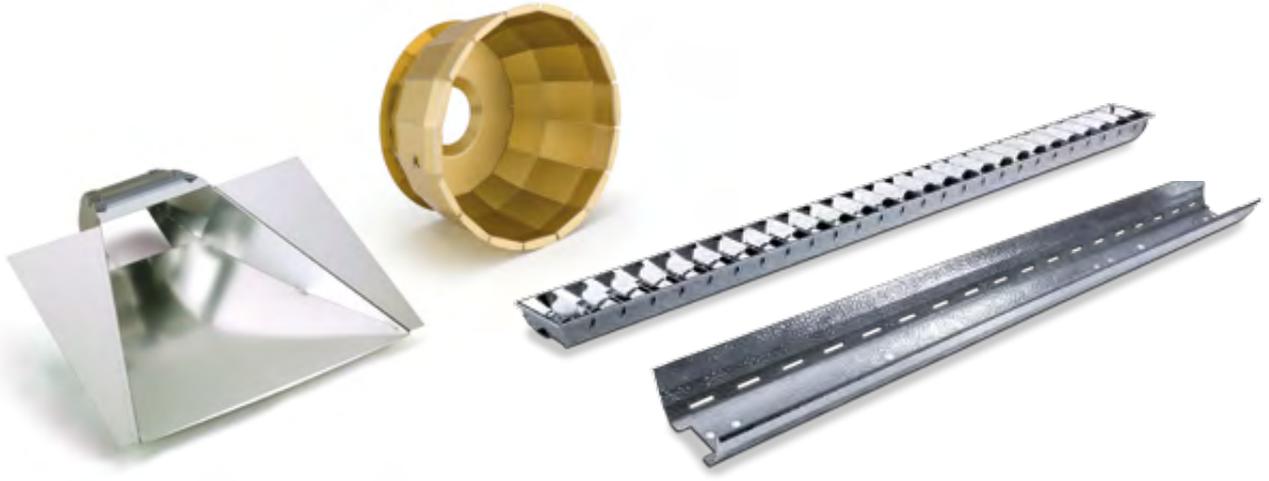
total reflectance values of up to 98%, which are 15% higher than those of anodised aluminium. At the same light intensity, **vega** therefore can obtain significant energy savings, and increases the efficiency of the lighting fixtures up to

20%. Available in several versions with different optical characteristics and dedicated to different light sources, **vega** is used in many application contexts within the lighting sector:

- reflectors for industrial or commercial use (**vega**)
- reflectors for the office (**vega98** e **vegaLED98**)
- reflectors for urban decor (**vega95**)
- reflectors for sports structures (**vega95**)
- reflectors for street lighting (**vegaform Evolution**)
- reflectors for horticulture (**vega green**)
- floodlights and spotlights (**vegaLED98**)
- retrofit lighting systems (**vega98**)
- daylighting and light pipes systems (**vega SP**)
- reflective blinds (**vega SP**)
- MC-PCB substrate (**vegaLED on BOARD**)



vega aluminium lighting applications



From surfaces with high reflectance to complete reflectors: the exclusive benefit of a single partner

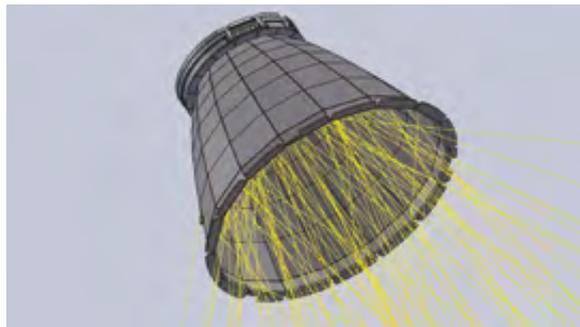
The ALMECO GROUP proposes itself as an integrated partner for the design and construction of reflectors based on the customer's specific needs.

Each new project is developed using the Group's diverse human resources, combining their complementary skills, ranging from commercial to more technical (space lighting, optical design, aluminium deformation). In this way, every aspect of the project can be carefully assessed and thoroughly

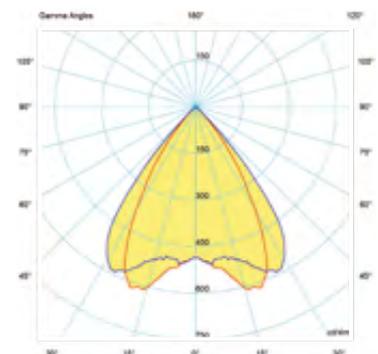
examined, taking advantage of the synergistic and specialised contribution for the benefit of the customer.

The preliminary phase involves the analysis of project feasibility and development through a specific graphical simulation software of a virtual model that verifies the photometric behaviour. It then goes to the rapid prototyping phase using a 3d modelling printer or, alternatively, to the creation of an aluminium prototype with a laser or

drawing process. All the photometric, structural and space checks can be carried out before the final realisation of the equipment, thus reducing the financial risks and optimising the investment. Once the prototype is approved, the industrialisation phase of the product may start with the choice of the most suitable manufacturing process among the many that ALMECO GROUP's technology offers, even in bulk.



The planning and design phases



Road illuminating fixture Lola, AriannaLED



Lighting fixture for large open spaces Altis, Thorn lighting

reflect+A team: the limitless system of reflectors that is ready for use

With the gradual spread of LED sources and their rapid evolutionary development, ALMECO GROUP has made an innovative system of modular and customisable segmented reflectors, made of high reflectance **vega** aluminium at the service of the highest efficiency energy, available to the market.

The **reflect+A team**

reflectors usually consist of three components (bottom, body and frame) that are assembled together with extreme ease according to the specific needs of each client. The system, patented by the ALMECO GROUP, offers a triple advantage: the maximum customisation of the product within a broad range of

defined combinations, an extremely low number of parts subject to minimum order, convenient cost of the product for which the creation of special moulds is not required. Organisational flexibility, product reliability and the speed of service make **reflect+A team** a new expression of performance.



Solar

Our contribution to the development of renewable energy.



The growing global demand for energy, which is influenced by strong uncertainties related to cost and supply from traditional sources, has imposed, over the last few years, the need to create and disseminate technologically advanced materials that can stimulate the use of renewable alternative energy in line with the renewed environmental awareness.

To take on this challenge on a global level, the ALMECO GROUP has devoted itself to an increased commitment in studying creating surfaces with dedicated

solar energy technologies. This activity, which is concentrated in Bernburg, Germany, is directed primarily towards two macro-sectors.

For the solar thermal sector, the ALMECO GROUP has developed **TiNOX energy**, the world's first range of highly selective absorbent coatings which are designed to prevent heat loss and allow for the conversion of more than 90% of incident solar energy into thermal energy. By exploiting the know-how acquired in the lighting industry with the unique PVD process, the ALMECO GROUP

furthermore developed **vega energy** in the thermodynamic field, which is a concentration range of specular surfaces with reflectance up to 98%. They are used in the parabolic solar collectors CSP (Concentrated Solar Power) and CPV (Concentrated Photovoltaic) or solar thermal collectors and evacuated CPC (Compound Parabolic Concentrator) tubes, standing out in particular for its excellent performance in the CSP micro-concentrators and the linear Fresnel collector systems.



vegaprime: high reflectance mirror panels

Strengthened by the excellent performance obtained with the **vega energy** range of surfaces, the ALMECO GROUP developed **vegaprime**, the first mirror aluminium panel designed for the creation of parabolic solar concentration installations.

vegaprime is constructed by combining

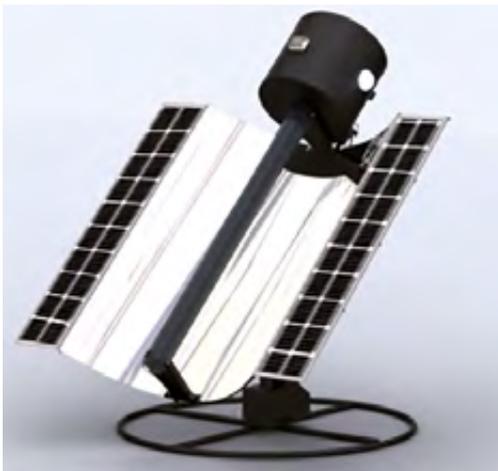
vega wR's highly reflective and corrosion resistant surface with a support structure consisting of a plastic and aluminium foil core.

The characteristics of the **vegaprime** mirror - such as its shape, size, and possible curvature - can be adapted to each particular application.

Their light weight and

high rigidity to bending (over 10 times compared to conventional systems) greatly simplify the process of on-site assembly, optimising the cost of installation. These advantages are combined with the excellent workability and the absence of rupture phenomena, typical of glass mirrors.

CPC machinery



Concentrator, Himin Solar



CPC details

TiNOX artiline and TiNOX nano: in search of alternative solutions

ALMECO GROUP's recognised expertise in the field of highly selective absorbent coatings from the **TiNOX energy** selection, which make up the heart of solar thermal panels, is also expressed in the development of specific coatings that meet particular needs and are related to aesthetic

performance-related absorption. This is the case of **TiNOX artiline**, which proposes a "coppo" colour coating that is ideal to promote better integration between the panel and the roof, especially in contexts that require attention to the landscape. Once again, it is also the case of **TiNOX nano** which has

a particularly interesting cost/performance ratio in countries where solar radiation is higher. Based on these experiences, the ALMECO GROUP is always available to study the development of new coating solutions for special needs.

TiNOX energy coil on copper



Examples of TiNOX energy application



Absorber tube, Narva



Example of a TiNOX artiline application



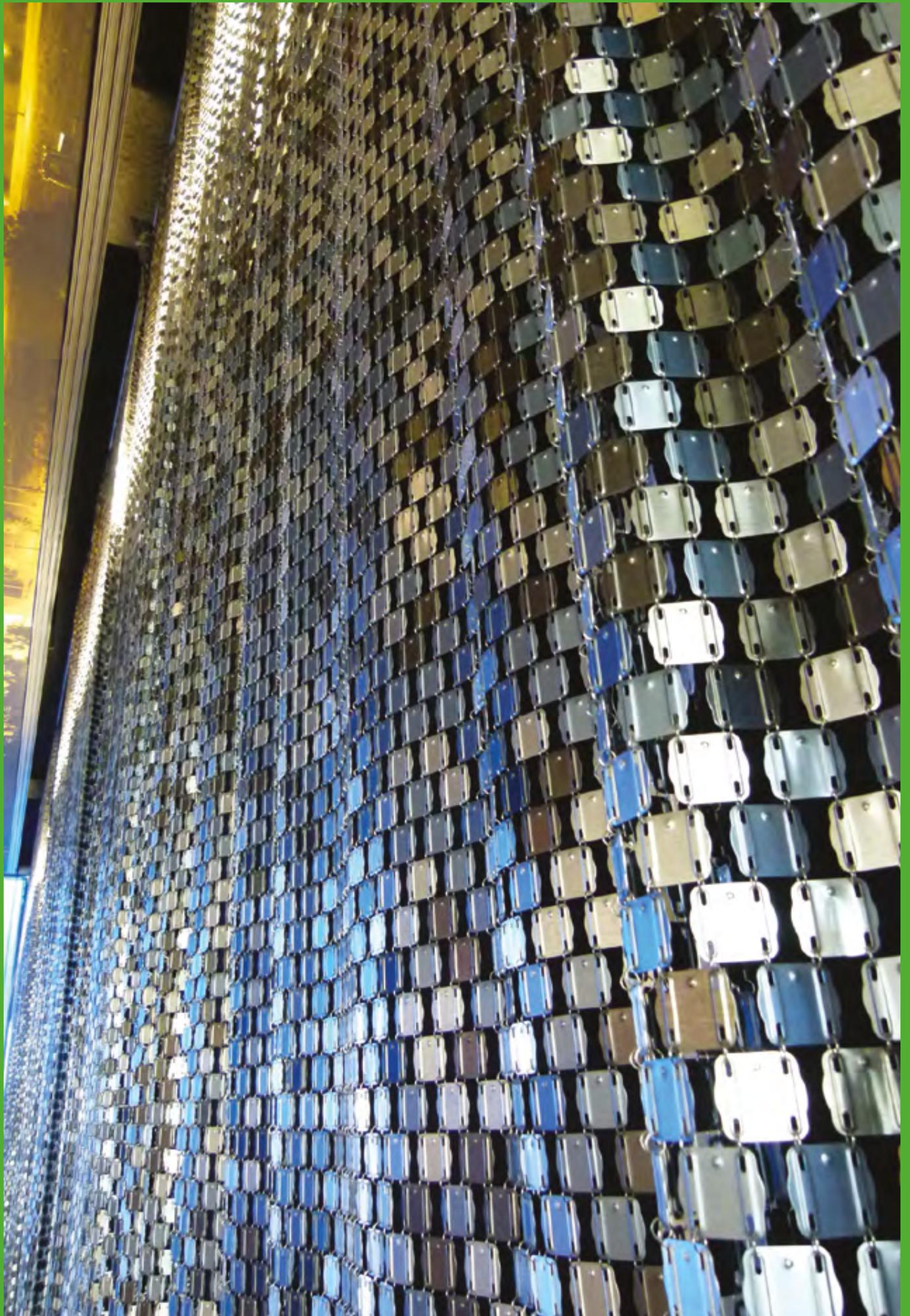
Example of a TiNOX nano application

Alongside the builders to design and build customised solutions

The technical knowledge of procedures and products acquired over years of experience in the solar industry field allows the ALMECO GROUP to present itself as the ideal partner for manufacturers and developers of solar thermal and social con-

centration machinery, with the aim of designing and implementing innovative and highly customised solutions. This service is absolutely unique and has been made possible by specialised know-how matured by the staff who work in the solar division,

from a full range of machining (laser cutting, bending, etc.) incurred by the Group's plants and their organisational and productive flexibility which leads to the assembly of individual components.



Decor

All the unique magic of an infinite range of colours and finishes.

bandoxaldecor™

**bandoxaldecor+
collection**

bandoxalprimer

bandoxalform

bandoxaloutdoor

bandoxaldesign

**bandoxaldecor+
bond**

**bandoxaldecor+
laser**



Technical but also lively, thanks to its ability to animate itself by reflecting light. Classic and timeless in its purity, but also innovative due to the multiple shades and finishes with which it presents itself. And once again recyclable, bright, light, functional and flexible in applications. These are the main - but not the only - reasons that lead a wide range of designers to prefer the aluminium to other metals such as steel, brass or copper. To give a complete answer

to the needs of use of this material in the decorative field, **bandoxaldecor** was born: polished and anodised aluminium produced by the ALMECO GROUP. Anti-static, anti-scratch, fingerprint-resistant and durable over time, the aluminium **bandoxaldecor**, thanks to its light weight and flexibility, is used in the building of structures that combine lightness and strength.

bandoxaldecor is a material specified in the design, architecture,

furniture and furnishings: from the coating of exterior facades, to walls, ceilings and interiors; from the creation of furnishings and works of art to etching plates and reproducing of trademarks; from automotive accessories to nautical finishes; from cosmetics to components for the electrical industry and for household appliances. Naturally beyond lighting.

Thousands of solutions where you can find the one that's right for you

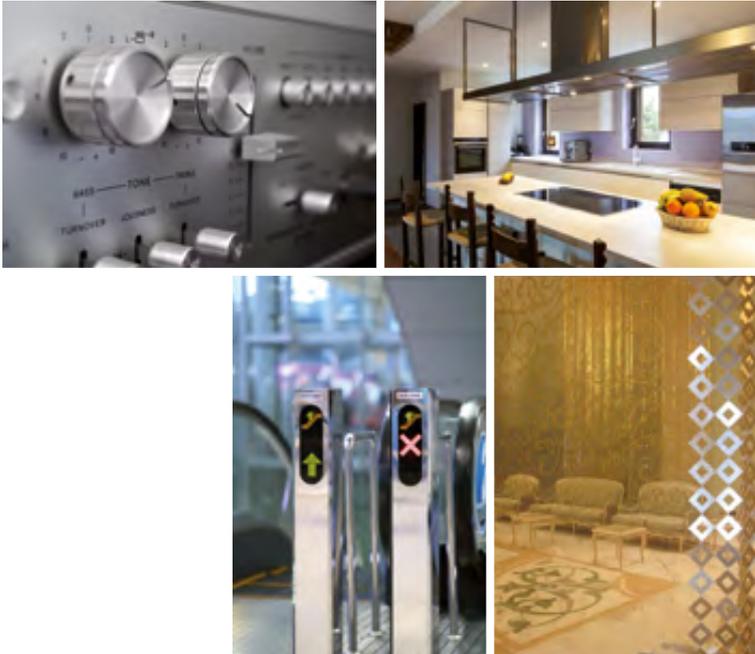
Twenty-one different finishes, sixty colours, eight different thicknesses:

bandoxaldecor's combinations that the ALMECO GROUP offers to its clients through its catalog are virtually endless. A unique range for its breadth and depth, which is further

enriched thanks to the ability to create solutions that are tailored to the specific needs of designers and businesses.

bandoxaldecor can also be supplied on request with two different types of adhesives: resistant to temperatures ranging from -40 to +150° C

(**bandoxaldecor+bond**), or with special treatment that makes it more resistant to cold, UV rays and water (**bandoxaldecor+outdoor**), or even with specific primers that allow for the rapid bonding to phenolic resins (**bandoxaldecor+ primer**).



Sospensione Orion, design Max Sauze, Ekilux



Piantana Vertigo, design Marco Acerbis, Fontana Arte

Presidential terminal Abu Dhabi, arch. Jean Nouvel, curtain Le Labo

bandoxaldecor+ collection: "tailor-made" in a catalogue

The flexibility of the ALMECO GROUP finds expression in the **bandoxaldecor+ collection**, a unique service formula that allows

those who are in need of a limited quantity (< 65 m²) in a short time to choose from a selection of 30 finishes available in stock. An ideal

solution for industrial designers and for those who must create exhibitions or sales points.

From
the planning
to the finished
product:
the guarantee
of a single
contact

Even in the decorative sector, the ALMECO GROUP is able to assist its clients by drawing the object until its final creation thanks to its internal design staff

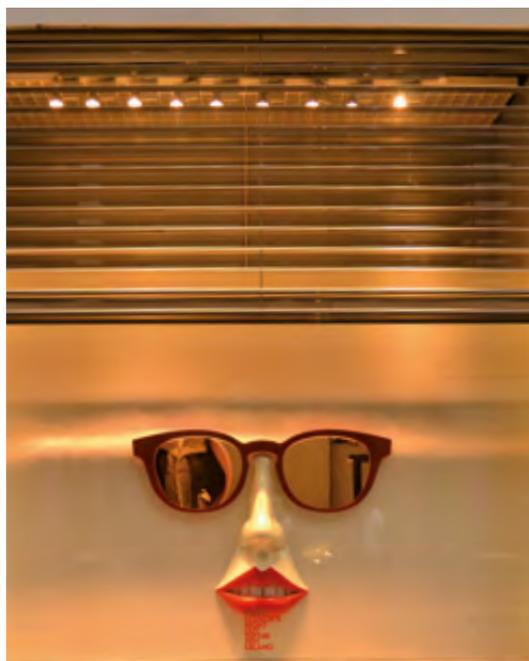
that develops the clients' ideas, creates a prototype and then engineers its production. The certainty of quality and production flexibility also adds to the

guarantee of a single contact who controls the entire process and keeps costs and timing under control.

Cassiopee gold suspension, design Max Sauze, Ekilux



Displays for SPE2010, Easycom Group



Facade system, Excelsior, Milan



An exclusive
service,
built based
on the client

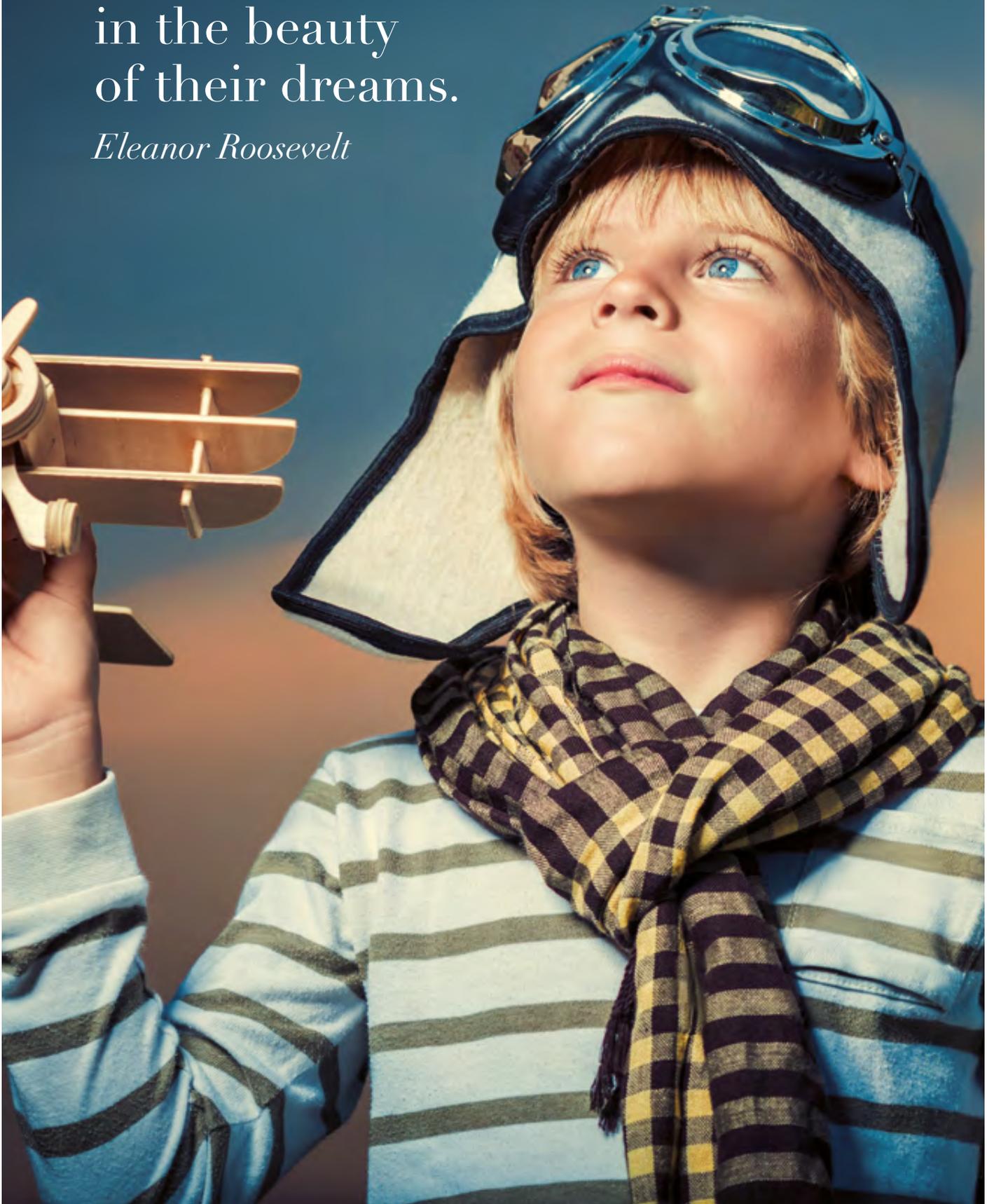
Another advantage for the customer is the maximum customisation of the service. The care of every single sheet of metal or product is protected and packaged, and it combines the identification of

the excellent formula of inventory management, according to the most advanced and efficient criteria of the supply chain and enables the client to have material stock ready to be used both at

the factory and at Almeco logistics. A system for providing a high degree of customisation, which is supported by the business staff that is devoted entirely to "customer service".

The future belongs
to those who believe
in the beauty
of their dreams.

Eleanor Roosevelt





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