

## Top service - best quality - fair price

### Caamaño has a fascinating business model

*If you want the complete package: A special glass type, safety glass or insulating glass, highest quality production, fast and reliable processing, on request: including installation. You expect a flexible, customer oriented partner - and all of this at a favorable price. If you are ready to go in a new direction, please contact Caamaño CZ. Call whenever you like, Caamaño offers its customers a reliable 24/7 service.*

Just outside of Prague, a young, dynamic team practices a simple and successful business model: Any required glass type, function and decor glasses as well as mirrors, with any thickness will be cut, ground and drilled - laminated glass can be sawn up to a thickness of 6.5 cm. The facilities of the production hall with 2000 sqm, which was erected in 2013, are state of the art and spotlessly clean, the employees are well trained and highly flexible.

The special feature: Whether you like to execute your project in London or Ingolstadt, in Ghent or Moscow - Caamaño CZ takes care of it. Even repair orders for individual sheets are executed Europe-wide favorably and unrivaled. The focus is clearly on laminate glass, for insulating glass, Caamaño is in cooperation with a German partner. Almost all of our production is exported.



**All common glass types are stored in the state of the art compact warehouse.**

headquarters in La Coruña, Spain. The main activity fields of the corporation include the construction and complete furnishing of shops, store fronts, shopping malls, etc.

Caamaño set up its business area intentionally in the center of Europe to be able to flexibly act Europe-wide. This also explains the clearly defined, high quality product line: The company focuses successfully on its core competencies and the demand of the parent company - the external customers benefit from this focus.

#### **State of the art equipment - best software**

Caamaño stores all frequently demanded glass types in a state of the art compact warehouse. In addition to the two cutting tables for Float and laminated glass, Caamaño also installed a vertical saw



**Caamaño general manager Gruycho Sabev (left) and Peter Kénesy, A+W Sales Central Europe and customer support manager of Caamaño cooperate closely, to ensure that the software package A+W-Business is op-**

Since founding the company in 2013, Caamaño CZ has successfully covered more than 200 store fronts, malls and facades with glass. From cutting to installation. With only 12 employees.

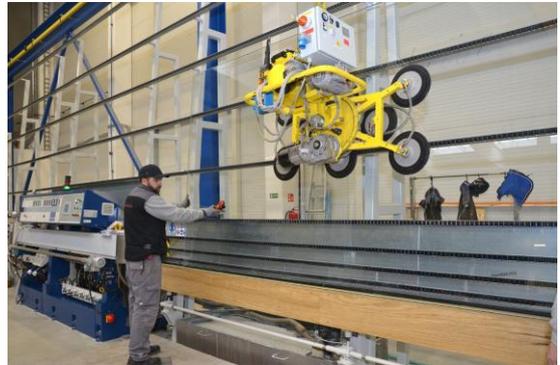
How can this work?

However, Caamaño does not provide magic. The company is part of an international holding with

for thick laminated glass, which can of course process huge dimensions. Two vertical grinding systems guarantee exact edgework, even for laminated glass panes that are 6 cm thick. Holes up to 14 mm can be drilled with our semi-automatic drilling machine.

Caamaño puts special emphasis on reliable installation equipment, which makes fast and safe working possible: Special trucks with cranes are available for the installation in addition to a state of the art glazing robot.

The general managers Gruycho Sabev and Fernando Castaño De La Barrera and two female employees at the office ensure that the European-wide business with its complicated logistics is processed reliably. The most important tool: A+W Business, the commercial software by the leading software house in Pohlheim, Germany. A+W Business is the brain of the Caamaño Glass Unit, and Gruycho, who used the A+W Software before, is glad that he selected this product again.



***State of the art equipment, here the Bottero edgework machine guarantee top quality on the highest European level. All machines are suitable for stock size.***



***Continuous service from the glass processing to the installation: Installation tools such as the state of the art installation robot permit safe and fast working at the location.***



***A+W Business: The commercial software package helps Caamaño to quickly and reliably implement its highly flexible customer oriented concept.***

Gruycho: "The installation was performed without problems. The A+W consultants have supported und advised us reliably during the implementation phase. I especially appreciate the frequent consulting in case of technical questions, which is provided by our A+W sales consultant Peter Kénesy with plenty of competence and patience." A special training at the A+W headquarters in Pohlheim this summer will address detailed questions and will therefore again increase the utilization ratio of the forceful commercial software.

Where does Caamaño get the largest benefit from the A+W Business? Peter Kénesy, A+W sales consultant and support person for Caamaño CZ: "Caamaño is a highly flexible company with the best delivery reliability. The 24/7 promise is more than a claim - if required, they will work through a weekend to successfully complete a project. A+W Business is for Gruycho and his team a great help for the implementation of this customer oriented concept, because all commercial and technical parameters of an order, are reliably described and are available for fast processing."

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