

## Company Overview

Dr. Greiche was **established in Egypt in 1985** with a pioneering glass facility, Dr.Greiche today is a leading glass processor in the region.

Headquartered in the 10<sup>th</sup> of Ramadan city, today, we operate **four manufacturing facilities** and are in current **construction of 2 more**. With our vision of being always on top, we are facing our increasing customer demand with a more specialized horizontal expansion aiming at doubling and tripling our automotive and Architectural production respectively planned for the first quarter of **2012**.

We have **25 years of experience** in glass tempering, heat strengthening, laminating, insulating, grinding, beveling, silvering, silk screen printing, and sand blasting and engraving.

We are keen on aligning ourselves with **global material suppliers**: such as AGC, Guardian, Siseam, Saint-Gobain, Pilkington, DuPont, Solutia, Kuraray, and Sekisui to mention a few.

Dr. Greiche manufacturing operation is **120,000 SQM** in addition to its **11 branches** covering Cairo area and its surroundings; with a total capacity of **3,800,000 SQM** and a turnover of **EGP 300 million** in the year **2010**, the company became a market leader in glass products covering both **local and International Markets**, serving a wide range of customers; OEM's, wholesalers, architectural consultants as well as end consumers.

Focusing on our exports, Dr.Greiche's trademark **has reached 29 countries**, from all over **Europe, Middle East, and Africa**. Exports represent **19%** of our Total sales.

## **Products**

Dr.Greiche competitive edge lies in our capability to process a wide range of glass thickness, dimension, and performance (Tinted, hard coat, soft Coat, Low-e, patterned)

**Tempered Glass:** It is safety glass that is five times stronger than normal annealed; when is exposed to breakage, it shatters into small pieces, which reduces the risk of human injury. We produce tempered glass dimensions **up 2.40 x 5.10 m** with glass thicknesses ranging **from 3 mm to 20 mm**, complying with **EN (14321/2005)**.

**Laminated Glass:** Is made of two or more sheets of glass, adhered together with P.V.B – when broken, it will remain as one piece. Laminated Glass is used for security and decorative purposes as well as U.V blockage. We produce flat laminated glass dimensions **up to 2.5 x 7 m** with unit thickness ranging **up to 80 mm**, complying with **ISO 12543-1/1998 and EN (356/1999)**. Available is a collection of colored PVB and insertions for decorative applications.

**Curved Glass :** We produce bent glass dimensions **up to 2.4x4.2** with a minimum radius **1.5 m**. Could be used single, laminated, double glazed, printed, mirrored, and used for all kinds of applications

**Insulating Double & triple glazing:** It consists of two or more layers of glass held together with a metal spacer filled with air. The key function of insulating glazing is thermal and acoustic insulation. We produce Insulating glass dimensions **up to 2.25x3.20** with Unit thickness **up to 60 mm**, also complying with **EN (1279/2002)**.

**Silk screen printed Glass:** We print on **up to 20 mm** glass thickness at dimensions **2.40x1.40 m** unit and on **up to 6 mm** glass thickness **at 2.40x3.40**. Available are **7** basic ceramic paint colors (Yellow, Red, Blue, Green, Black, Clear white, Dark White) that could be combined to produce a variety of other colors.

**Silvered glass:** We produce high quality mirrors, safety mirrors, and anti-fog mirrors; Maximum dimensions **up to 2 x 321m**; mirrors are available in grey, blue, and bronze and in thicknesses **up to 12mm**.

**Sandblasting:** the process of engraving by using air and sand pressure. It can reach different depths and take different shapes based on customer's needs.

**Laser Engraving:** Available **up to 2mm** depth.

**Carved glass:** This is the technique of changing the shape of glass surface mainly used for decorative purposes.

**Beveling:** Glass beveling is applicable on glass from 3 to 20 mm thickness with max depth between 1.5 till 5 cm respectively.

**Grinding:** Shapes are C-edge grinding, julian, triple up to 20 mm glass. Square edge grinding can reach 50mm.

### **Markets & Applications**

With our range of products we provide quality glass solution in the **automotive, Building, decorative, home appliance, lighting and security sectors.**

At present Dr.Greiche supplies **17** of local automotive **O.E.M** and **5000** different models to the replacement market with market shares **80.2%** and **50%** respectively. We supply car sets for all class of passenger cars, trucks, semi-trucks, mini-buses, mid range and large buses. Some of our Key partners in Egypt: **General Motors, Hyundai, Nissan, Daweoo, Cherry, A.A.V, BMW, Mitsubishi (GB), Ghabbour Auto, MCV, Temsa, and Tredco.** We are in current discussions with O.E.M Co. in Europe.

Dr.Greiche contributes with a variety of architectural glass products for both internal and external applications. We formulate for our clients customized solutions for their individual application. We have completed hundreds of supplies and installations for all of the following glass applications: **Glass facade systems (Curtain walls, spandrel glass, structural Glazing, and frameless facades), Skylights & roofs, Balustrades, Glass doors & partitions, Squash courts, Shower Enclosures, Glass Stairs & tiles, Wall and ceil covering, Table tops, shelves, and furniture.** *View our project reference list in the following pages.*

Our product application is not only limited to the automotive and architectural sectors, it also extends to the white goods, lighting and security sectors. We produce heat proof **glass for household cookers & ovens, glass for refrigerators, glass for lighting, bullet-proof and burglarproof glass.** Some of our customers **Electrostar for engineering industries, Fricool, Fresh, Kiriazi, Bahgat International home appliance, Technogaz, Universal, Iceberg, Delta Industrial Co.(IDEAL), Schreder, Imeco for Developed Aluminium Systems, El Sewedy electric industries, Three Brothers, Egyptian Tank Plant (Factory 200), Marina, Commercial Moto,** to mention a few.

## **Design & Installation**

Our methods and highly trained personnel, for in-place assembly, enable us to provide advice and sound turnkey solutions for various applications.

Since 2002, our glass installation division has grown to a team of **14 architects and structural engineers** and **115 foreman and fitters** working **6 days** a week to provide our clients with **structural designs, shop drawings and installation services** for glass architectural applications. The division serves **mega projects** as well as **end consumers** all over Egypt using the latest techniques in glass installation. Upon customer requirement we subcontract other material supplier that could be complementary to a glass product such as stainless steel, wood, steel, etc...

We have **in stock** a wide range of quality glass fittings and accessories for glass frameless facades (standard spider system, tension rod, tension wire), shop front, doors, railings, shower enclosures, glass stairs, and shelves. We align ourselves with brand name hardware supplier from Europe, States, and Asia such as **CR Laurence, Dorma, Stremmer, Kin Long, Jade**, To mention a few. Any other brands are made available upon customer requirement.

### **Below is a brief overview on our glass service cycle**

1. Preliminary discussions with project designer and architect to guide, advice, and agree on glass specifications, hardware, and installation.
2. Submittal of glass and hardware samples if required
3. Study of glass design and structural requirements for installation
4. Submittal of proposed drawing and quotation
5. Once approved, Down payment should be made
6. Submittal of Shop drawings
7. At execution phase, a mutual meeting should be held to approve delivery and installation schedule in advance based on customer deadlines.
8. Based on project size and work frequency on sight, a team shall be permanently allocated until project delivery to client.

## **Quality System Certificates**

Dr.Greiche laboratory is equipped with high quality control tests according to Egyptian Standard "E.O.S. 354/93"

ISO 9001:2008 Quality Management System (certified by SGS)

ISO/TS 16949:2002 planned for Jun. 2011

ISO 17025 Quality Laboratory System currently being certified

ECE R43 43R - 0008572

43R - 0008573

A-S (DOT 659 AS1)

(DOT 659 AS2)

(DOT 659 AS3)

M-NO. (M- 50 GR , M-57GR, M-62GR, M-68GR)

Certified QSB system by General Motors LAAM in 2009

Certified Global Supplier to General Motors LAAM in 2007

## **Some External & Internal Applications Reference Projects**

### *Miscellaneous Projects:*

- Egypt Railway Station New Facades
- Palm Hills (Sidi Abdel Rahman)
- Etisalat Building ( Down Town- New Cairo)
- Egyptian Civil Aviation Building
- Dar el Kotob
- Vodafone Building and Service complex Smart Village
- Academic Institution for Heart Surgeries
- National Bank of Egypt Headquarters Petrochemicals office building in new cairo district
- Food court Smart village
- Development & Housing Bank (Nasr City)
- Cairo tower
- EFG Hermes office building smart village
- Bibliotheca Alexandria
- Raya Building (6<sup>th</sup> of October City)
- Cairo Sama (Maadi)
- San Stefano Compound ( Alexandria)
- Air Mall (Cairo Airport)
- Air Defense House ( Nasr City)
- Constitutional High Court (Maadi)

### *Airports:*

- Sharm el Sheikh International Airport
- Cairo International Airport
- Hurghada Airport
- Marsa Alam Airport

*Glass Courts:*

- Hurghada International Squash Championship
- Hurghada billiard Eurocup
- Egyptian International Fustal Championship
- More than 20 squash courts in hotels

*Hotels:*

- Fairmont Towers Heliopolis & Down Town
- Dusit Tani
- Four Seasons Nile Plaza
- Four Seasons Giza
- Four Seasons Sharm el Sheikh
- Four Seasons San Stefano
- Marriott Mirage
- Hyatt Residence
- Conrad Hotel
- Marriott Zamalek
- Meridien (Garden City)
- Ramses Hilton

*Malls:*

- Mall of Arabia
- City Stars
- San Stefano
- City Center
- Arkadia Mall
- Golden Five
- Carrefour
- Horria Mall
- Tiba Mall
- Wonderland

## **Contacts**

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## **Branches & Showrooms for Architectural Glass:**

### *Heliopolis Branch:*

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### *Tenth of Ramadan Branch:*

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### *Mohandessin Branch:*

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