



# network

## enterprise europe



## ECHOES

**Catalogue of success stories /  
good practices**

**TITLE: “Improvement of recycling practices by a  
company active in aluminum constructions”**



*Business Support at Your Doorstep*

## **Basic information about the company**

The company of Mr. Sotiriadis Markos was established on 28/03/2007 in Komotini. Its main activity is the construction of highways, streets and roads, as well as infrastructure for pavements. The premises are located on the Komotini-Alexandroupolis highway. In recent years, the company has been active in manufacturing metal structures, as well as aluminum window and door frames, from which it gains the largest gross revenue.

The company aim is the construction of state-of-the-art doors and windows, from iron, steel or aluminum, of high quality and durability, and on-time delivery. The same quality criteria apply for the construction of highways, roads and airport runways.

The company recently received funding from the National Strategic Reference Framework Programme (2007-2013) in order to realize an ambitious investment for the completion and modernization of their manufacturing installations and to obtain all the relevant certification to supply products to European and international markets.

## **Description of services provided by EEN/ESP**

Within the European project “Eco-design for Construction of Habitat Optimising Energy for Sustainability (ECHOES),” the Federation of Industries of Northern Greece (FING), carried out an evaluation of the environmental impact of products and processes for a limited number of interested and suitable companies. The aim was to select two companies in order to cover 50% of their costs for the documentation and development of an environmental management system according to ISO 14001. The Federation implemented this initiative in co-operation with a specialized external consultant (Group `Y' Consulting Ltd). In particular, sustainable construction sector companies wishing to join the “ECHOES” project followed the procedure described below in order to be eligible for this funding:-

### **Step 1: Completion of a 1<sup>st</sup> Level Questionnaire "10 Golden Rules of Eco-design"**

Companies interested in investigating the environmental impact of their products, were requested to complete a questionnaire, which served as a guide or checklist for their manufacturing activity. These 10 Golden Rules cover the entire life cycle of the product, from the manufacturing process and use of the product, to its disposal.

The companies that sent the completed 1<sup>st</sup> Level Questionnaire were evaluated initially by the Environmental Service Provider (ESP), Group `Y' Consulting Ltd, and received thereafter a brief report with conclusions and proposals for improvements related to the reduction of the environmental impact of their products, but also for the reduction of energy consumption during the production process.

### **Step 2: Completion of the 2<sup>nd</sup> Level Assessment Questionnaire (preparation for ISO 14001)**

From the companies that completed the 1<sup>st</sup> Level Questionnaire (10 Golden Rules) and received the evaluation carried out by Group `Y' Consulting Ltd, ten companies were selected. These ten companies were asked to complete a second, more detailed evaluation questionnaire, designed as preparation for ISO 14001 documentation and certification. In

some cases, if there was a need for clarifications, an on-site visit was arranged by the ESP and EEN staff at the company premises to collect the necessary information and perform an inspection of the production process.

### **Step 3 (Selecting and Awarding Companies)**

Out of the ten companies that completed the 2<sup>nd</sup> Level Assessment Questionnaire (ISO 14001), two (2) companies were chosen. The choice of these two companies was made by the external ESP, Group 'Y' Consulting Ltd, based on the following criteria:-

1. Detailed and thorough completion of both the 1<sup>st</sup> Level Questionnaire (10 Golden Rules) and the 2<sup>nd</sup> Level Assessment Questionnaire (ISO 14001).
2. Maturity and potential of the company to proceed with ISO 14001 documentation and certification.

### **Results of provided service / changes after implementation of ESP advices**

The company SOTIRIADIS S.A. was one of the companies that fitted the aforementioned criteria and thus it was selected to proceed with the documentation process according to ISO 14001, which was performed by the ESP, Group 'Y' Consulting Ltd. As previously indicated, 50% of the documentation costs were funded by FING at its own expense. The remaining 50% was covered by SOTIRIADIS S.A. In addition, the certification of these two systems was sponsored by the company Lloyd's Register Quality Assurance (LRQA).

Since November of 2014, with the instructions given by the ESP and the preparations made for the adoption of the ISO 14001 environmental system, the company has already began collecting its aluminum and iron waste separately, and sending it to a specialised scrap metal company for recycling. This scrap metal was not recycled before and thus the environmental benefit is already and immediately apparent.

### **Potential further use of the provided service or expectations for the future**

It is expected that further training of SOTIRIADIS S.A. staff will be necessary in order to become familiar with all the relevant environmental procedures and practices. Mr. Sotiriadis is a recent client of the Enterprise Europe Network offices of FING, and has received various initial informational and advisory services regarding the support our centre can provide. The company will continue to receive information from us regarding European legislation on environmental, eco-design and energy issues, as well as advice regarding technological improvements necessary to comply with the relevant environmental and energy regulations. We have also informed the company of the possibility and potential benefits of submitting its profile to the Network's Partnership Opportunities Database and encouraged Mr. Sotiriadis to take advantage of this additional tool.

