

# Gorica Staklo chooses **FOREL** for automation, efficiency and productivity

Activities at Gorica Staklo include mirror processing, screen printing and window and door installations. The company started revolutionizing its production flow in the 2000s, which coincided with its choice of Forel for the processing machinery that still drives the main focus of its production today.

Founded in Zagreb in 1969, Gorica Staklo is now led by its 'second generation' - represented by Robert Kos and Vinko Huzjak. It employs over 100 people and covers a production area of 15.000 square metres, with products mainly destined for Croatia's residential market.

## **STRENGTH AND TENACITY**

Says owner and CEO Robert Kos: "In 1969 my father Stijepan Kos and his partner Stijepan Huzjak founded a glass factory in Velika Gorica." He explains that the two were the youngest glaziers in Croatia at the time, and were also very enthusias-

A leading glass company in Croatia, Gorica Staklo principally produces insulating and interior glass. Here's why it decided upon FOREL for its advanced expertise in glass processing machinery.





Gorica staklo plant

tic. "Certainly they needed to be so," stresses Kos. "Croatia was still linked to the old Soviet regime back in '69, which meant there were many restrictions on private activities. Only in 1991, at the close of that socio-political phase, was it finally possible to invest in the first automatic machines." He describes how automation drastically improved production, making his company the country's first to provide arrissed and grinded glass nationwide. At the same time Gorica Staklo started to produce insulating glass units - initially only manually. "Of course, the war years were a period of slow-down," Kos concedes, "but from 1995 the market offered new opportunities - leading up to a turning point in the mid-2000s as Croatia entered the European Union. That saw the first Forel insulating glass line being purchased. It was a manual IG line sealing version,

installed in 2004, and it radically increased Gorica Staklo's productivity."

### THE CHOICE FOR EXCELLENCE

Production Manager Franjo Vrkaševi takes up the story: "We started to know and appreciate Forel products with that first IG

line. For ten years it did a great job, only warranting routine maintenance. But given that we wanted then to complete our automation of the production process, we went on to buy a new Forel 'Residential' IG line in 2014 which was capable of processing panels of up to 4.500 x 2.500 mm, assembling

double and triple-glazing with gas filling, shapes ... of course, with automatic sealing. It immediately had us enthusiastic."

In the processing area the company's collaboration with Forel progressed still further with the subsequent installation of a vertical processing line Art. EM-DM, edging machine and



Franjo Vrkaševi,  
production manager of Gorica Staklo





Drilling milling machine

drilling/milling machine. "We don't work on 'big' commissions quantity-wise," continues Vrkaševi, "however overall we have a sizable volume of small and medium orders. Heterogeneous production requires a lot of flexibility. As such, the Forel solution -which includes two separate machines for grinding and polishing as well as drilling and milling- came as just the right one for us. It offers excellent configuration, thus allowing for an increase in productivity when the two solutions are working in line, but also when we use either one of them individually. That flexibility

was decisive for us, since Forel gave us precisely what we needed. As for processing time, that was very good too, even if true productivity isn't measured by the cycle time of a machine on any single glass but by the quantity of glass processed by the entire line over a medium or long time. As to that, it was after the first month that we realized we'd made a good investment."

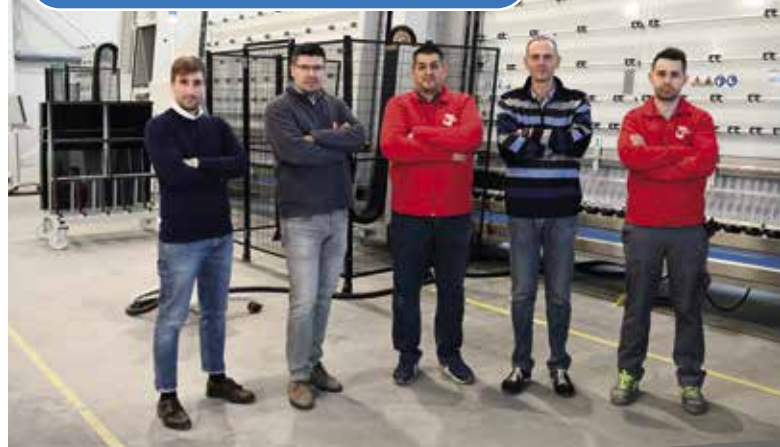
### ENDURING TIES

Kos expresses ongoing satisfaction with his company's partnership with Forel, both in technological and technical service terms. Indeed just a

year after the installation on the EM-DM line, he notes, Gorica Staklo went on to order a second one - thereby doubling its processing capacity. Kos also speaks of 'looking to the future' as Gorica Staklo works always more while beginning to eye large installations. He identifies this among the reasons the company has invested as heavily in Forel machinery - also given what he underscores as a 'proven reli-

ability' and 'capability for high performance'. Finally, Kos explains how Gorica Staklo strives constantly to achieve still higher quality, to further optimize its working systems, improve its procedures and train its employees - all to ensure the company can continue to compete in the market while driving growth, given it now meets "all the necessary standards to receive the full appreciation of the international market."

From the left - Gianmarco Donè (Forel), Tomislav Culina, Franjo Vrkaševi (Gorica Staklo), Roberto Paoletti (IMSA)



Forel vertical processing line

FOREL SPA

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