



Competent advice and the best solutions from Rollplast thanks to **LiSEC** technology

Rollplast is one of the main companies in Bulgaria to offer an extensive range of different products: windows, doors, accessories, blinds and insect protection, entry, indoor and garage doors. Shower cabinets, railings, glass canopies, glass partitions for offices, roof structures, glass furniture, glazing of balconies, all possible thanks to LiSEC.

THE ROAD TO SUCCESS

Rollplast was founded in 2000 by Svetlin Nikolchev with the goal of producing and installing indoor and outdoor blinds. Since then, the Bulgarian company has been on the road to success and looks forward to constant growth. This doesn't just show in the make-up of their product portfolio, but also in large investments in organizational infrastructure and technical expansion.

Twenty-one years after its founding, the company has grown to 500 employees worldwide and has a 40,000 m² production base in Kostinbrod, Bulgaria (about 20 km north-west of Sofia). In 2020, Rollplast had total revenue of BGN 63,464,179 (about EUR 32 million), more than half of which was generated by PVC windows.



WINDOWS, DOORS AND BLINDS WITH NEW STANDARDS FOR QUALITY AND INNOVATION

Rollplast's first investment in a machine for making PVC windows and doors was followed in 2005 by construction of an administration building and a new factory in Sofia. The latter produces windows and doors from PVC and aluminium, along with suspended façades, external roll shutters, garage doors, indoor blinds, insect screens and metal structures. In 2008, the company invested a total of BGN 72 million (about EUR 36.8 million) in a new production site in Kostinbrod, which meant that Rollplast was also granted a

Class A investor certificate. As of 2021, the total construction of production space in Kostinbrod reached a total of 40,000 m² and is the basis for implementing Rollplast's mission: to offer its customers premium, energy-efficient, eco-friendly solutions that combine comfort, style and elegance.

ROLLPLAST IS AN INNOVATOR

In addition to the existing comprehensive product range, Rollplast's newest product is quadruple glazing with TPA spacers. Three coated glass sheets are used, making production of thicknesses up to 80 mm feasible. The heat insulation coefficient reaches 0.31 W/m²K.



THE PATH TO MARKET LEADER, ACCOMPANIED BY LISEC

The company has become a market leader — not only in Bulgaria, but also on the Balkan Peninsula — through continuous development, trend watching and introduction of new

products based on them, along with investments in necessary equipment.

LiSEC has accompanied Rollplast since 2008, when the latter invested in its first cutting and insulation production line. Since then, the Bulgarian company has continuously increased its fleet of LiSEC machines. The LiSEC machine portfolio

lio at Rollplast includes the following: Insulation line for glass units – LISEC 50/27, insulation line for glass units – LISEC – 25/20, insulation line for TPA units – LISEC - TPA-Line, LISEC BASE cutting table, LISEC ESL 60/30 cutting table, laminated glass cutting table VB/ GFB-60 / 30RE-S, automatic and manual butyl extruder LISEC LBH-25ARS / LBH-25V, two spacer benders – BSV 30 / K / BSV 45NK, automatic pick-up – PKL 60/30 / SBL 60/30 and other auxiliary machines.

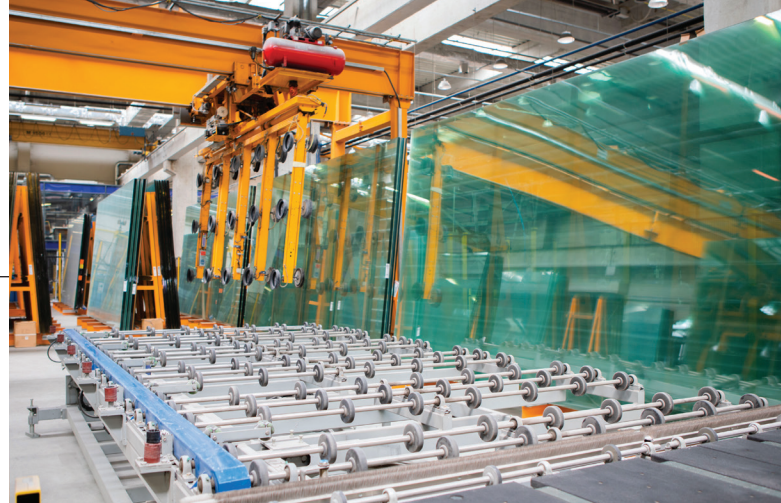
A decisive competitive advantage for Rollplast came last year with installation of the LiSEC TPA line for glass units. Production was increased by about 800 square metres per day, and this reduced operation costs, human intervention and production errors.

To optimally use these LiSEC

machines, Rollplast uses a broad spectrum of LiSEC software, such as GPS.prod, GPS.order, GPS.opt, GPS.hand, GPS.lineserver, GPS.perfectscan, GPS.ident step, GPS.ident IG, GPS.ident delivery, along with many add-on modules for the LiSEC software programs.

COMPANY VALUES

Rollplast has clear values not only toward customers, but also toward suppliers: correctness, professionalism, striving for continuous improvement and innovation, along with speed and punctuality. Most of all, collaboration with LiSEC's Bulgarian field representative, Mario Bodakov, has been simple and satisfying since the first meeting. This is based on reciprocity: "First, and extremely important is maintaining the mutual trust built over years. That means fast,



simple reaction when solving problems in after-sales service, service parts delivery and software issues. Then nothing stands in the way of conversations about new project collaborations," says Mario Bodakov, LiSEC Sales and After-Sales Service since 1994. In addition to competent on-site support, Rollplast finds LiSEC's offerings and continuous development of software for complete production crucial, along with innovations in the design and development of LiSEC machines. All this makes LiSEC a strong partner.

THE FUTURE OF ROLLPLAST

Rollplast is investing on the future. Besides goals such as significant export growth and a rise in annual production, the Bulgarian company strives to increase

its annual profits by 10 per cent. There are also investment-related projects, such as completion of the production base.

Rollplast is betting on future trends, such as increased automation and Industry 4.0 and is focusing its strategic planning on these two pillars. All of it accompanied by a goal of increased energy efficiency.

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