Amstetten, Austria – 09/04/2025

**From procurement to in-house production: First LiSEC laminating glass line in Bulgaria installed at Baros Vision**

Baros Vision is a leading manufacturer of glass railing systems with its headquarters in Plovdiv, Bulgaria. The company currently has 60 employees on company premises of 6000 square metres. Thanks to continuous innovation and high quality standards, Baros Vision has gained an excellent reputation and has been won several awards. The customer base spans 29 countries including important European markets, as well as Dubai and Algeria. The main target groups are building and installation companies. The wide range of customers includes building companies, distributors, architects and investors. Baros Vision is proud to have received worldwide recognition for its high quality products and excellent service. In order to continue to be able to offer this quality, an investment was made in a new LiSEC laminated glass line.

**The path to in-house production**

The story of Baros Vision began in 2009 with the production of railing systems. Today's owner, Dzhamal Aliman, was part of the railing installation team for a long time and was therefore able to gain valuable knowledge and experience, as well as uncovering innovation potential. In 2013, he decided to found a wholesale warehouse for Aluminium and glass railing systems. Along with this important milestone, he developed his own patented aluminium profile that solved many problems that he had experienced himself in practice during installation. This product enables 30-40 % faster installation, is more robust and visually more appealing than the competition.

Baros Vision initially purchased glass from external companies to manufacture this system. Due to larger tolerances with these glass deliveries, managing director Dzhamal Aliman was inspired to make initial contact with LiSEC. In 2019, he contacted LiSEC with the aim of developing expertise in glass processing in addition to being the market leader in the aluminium sector. The positive results of numerous product tests and the good feeling brought about by the cooperation reinforced his decision. After multiple meetings and a visit to Austria, the high quality of LiSEC's products was the ultimate convincing factor. *“Right from the first meetings, we had a good feeling about the cooperation and we were absolutely convinced as to why LiSEC is the market leader in the sector”,* said Dzhamal Aliman, managing director of Baros. This partnership enabled Baros Vision to optimise its production processes further and to increase the quality of its glass railing systems significantly. The cooperation with LiSEC was a decisive step in cementing and developing the market position of Baros Vision even further.

**Tailor-made machine: Developed for a high quality end product**

In addition to the existing LiSEC machine fleet in the glass cutting area, a specially-designed laminated glass line was installed. Among other things, the PLUSLAM S2040 COMPACT, the first of its kind on the Bulgarian market, comprises a PNM-B20 instead of a PNM-B20SN, as well as am **FCC – Foil Cross Cut, FTC- Foil-Trim-Cut and FSS - Foil-Shuttle.** This configuration is therefore tailored exactly to the customer’s requirements and ensures a high quality end product.

The FCC (Foil-Cross-Cut) ensures precise and right-angled machine glass cutting of the foils to the required length. This guarantees high precision and helps to reduce foil wastage. Furthermore, only one person is required in the assembly area.

The FTC (Foil-Trim-Cut) enables excess foil to be removed automatically on all four sides of right-angled 2-slot LSG glass lites sheets. This automation makes life easier for the staff. While the excess foil is being removed, the next unit can already start to be assembled. Precise and automated removal of excess foil enables smooth operation of the subsequent processes.

The FSS (Foil-Shuttle) is used to set down foil residues efficiently and enables fast assembly by setting down existing pre-cut foils. This component optimises the production process by making handling foil residues easier and shortening the preparation time for assembling the glass lites sheets.

The material flow has been optimised by using additional drives known as the “Split-Drive”. Each of the transport sections is designed for lengths of up to 2000mm and is therefore ideal for manufacturing balustrade glass. This reduces the distance between the glass lites sheets in order to increase efficiency and therefore the output. Despite this, producing glass lites sheets with a length of up to 4000mm remains possible.

In order to obtain support for any problems with the aforementioned machines, Baros uses LiSEC Online Support. This service has proven extremely reliable for Mr Dzhamal Aliman,as Baros has always been helped quickly and efficiently. It is particularly remarkable that Support has always been able to offer competent solutions even for machines that are not series products.

**Sustainability and looking to the future: Ground-breaking for a green future**

Within the keyword of efficiency, Baros Vision is also positioning itself as an innovator when it comes to sustainability. An impressive 80 % of the energy used is generated by solar power. When purchasing the raw glass sheets, the company’s founder greatly values the fact that they are produced using green energy. This underlines the company’s aim to reduce CO2 emissions significantly by 2050. These measures highlight Baros Vision's commitment to environmental protection, as well as sustainable and high quality products.

Looking to the future, Baros Vision has recognised that hard foils are becoming an every-growing trend for producing laminated glass. In addition, Baros Vision uses a special foil that makes an important contribution to bird and animal protection. These innovations underline the company's success and future-oriented focus.

In summary, Baros Vision has continued to improve its market position thanks to continuous innovation, high quality standards and strategic partnerships, such as that with LiSEC. With a major focus on sustainability, efficiency and introducing innovative products, Baros Vision is well equipped to remain successful in the future.

**© Baros Vision** Ein Bild, das Person, Kleidung, Im Haus, Mann enthält.

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Automatisch generierte BeschreibungEin Bild, das Im Haus, Stahl, Aluminium, Bautechnik enthält.

Automatisch generierte BeschreibungEin Bild, das Im Haus, Bautechnik, Wand, Stahl enthält.

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**About LiSEC**

With headquarters in Seitenstetten/Amstetten, Austria, LiSEC is a worldwide group of companies that has provided individual and extensive solutions in flat glass processing and refining for more than 60 years. In 2024, the group, with around 1,300 employees and 25 locations, generated total revenues of around EUR 300 million, with an export rate of more than 95 percent. LiSEC stands for high quality machines and systems, as well as integrated complete solutions including software along the entire process chain in flat glass processing. The product range comprises both standalone machines and complete production lines for glass cutting, glass edge and glass surface processing, producing insulated and laminated glass, as well as the underlying intra- and extra-logistics. Customers benefit from cooperating with a complete service provider that has comprehensive experience in implementing large projects and a global service network.

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