

Roto Inside

Customer and partner information | Issue no. 48 | 8.2021

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innovation | no water | no air
Roto Patio Inowa for tightly sealed sliding windows

[↗ click here](#)



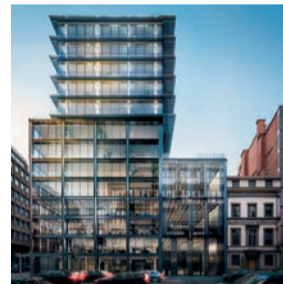
Lamaciste S.p.A., Italy
Valuable: Window with Roto NX and Roto Sil Level 6

[↗ click here](#)



In conversation
An interview with Marcus Sander, Chairman

[↗ click here](#)



Fassada Systems BV, Belgium
Innovative? No – revolutionary.

[↗ click here](#)



Roto Eifel: Thresholds and much more besides
From aero stops to additional profiles

[↗ click here](#)



Avansum, Belarus
A forum for partners

[↗ click here](#)



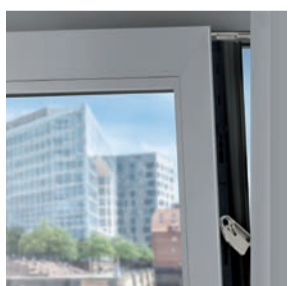
Roto FS Kempton
High-quality friction stays for any sash format

[↗ click here](#)



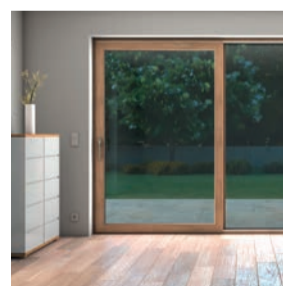
Gerkin Windows & Doors, USA
Sliding system with Roto Patio Inowa ready for market launch

[↗ click here](#)



RC 2 in tilt position
Roto AL Designo with TiltSafe

[↗ click here](#)



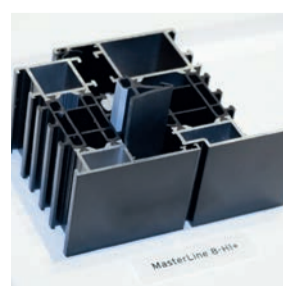
Eko-Okna S.A., Poland
Growth forecast for smart-slide with Roto Patio Inowa

[↗ click here](#)



Josko and Roto with shared forecast
Shifting the focus to security

[↗ click here](#)

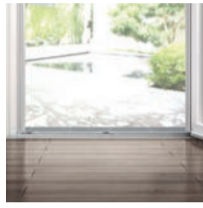


Reynaers Aluminium, Belgium
Systematic material recycling

[↗ click here](#)

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Customer and partner information | Issue no. 48 | 8/2021



■ **Door**
Roto Eifel:
Thermally broken
thresholds and
accessories
Page 3



■ **AluVision**
Various
– Roto FS Kempton
– Insider knowledge
– Roto AL Designo
with TiltSafe
Pages 4 and 5



■ **Tilt&Turn, Sliding**
Customer reports
Austria, Italy, Belgium,
Belarus, USA, Poland
Pages 6 to 11



■ **Material recycling**
Reynaers and Deventer
turn window manufacturers
into climate protectors –
thanks to recyclable
components
Page 12

innovation | no water | no air

Roto Patio Inowa for tightly sealed sliding windows

■ **All frame materials** A new generation of sliding windows based on the Patio Inowa is sweeping away old prejudices against a lack of sealing – and achieving great things when it comes to thermal insulation, sound insulation and comfort.

Sliding elements are the obvious choice if the space in front of the window is in use. In schools and hospitals just as in private kitchens and studies, the “smart” member of the Roto Patio family provides both light and fresh air as well as optimum energy efficiency. Easy to operate, Patio Inowa sliding windows support the fast, natural inrush ventilation of a room, without having to sacrifice a window sill or storage space.

Space-saving in every room

Sliding windows enable the full use of the window sills and even the windowpanes as a pinboard or notice board. This is because the sliding element of the Patio Inowa slides all the way in front of or behind the frame of the stationary section.

Tightly sealed in any weather

The system delivers the highest grade of sealing. The sliding window remains tightly sealed, even in the event of storms and heavy rain impacting directly on the windowpane and frame. The circumferential gasket and the active control of all locking points, including in the mullion, create a very high gasket compression by pushing the moving sash against the stationary section. It no longer makes any difference to the sealing whether the moving element runs along the outside or inside.

Maximum operating convenience

The innovative closing movement perpendicular to the frame profile and the structure entirely



mounted on rollers mean that it is not necessary to lift the sash. As a result, even sliding doors with heavy sashes weighing up to 250 kg can be moved with minimal effort.

Three Soft functions

These specially developed mechanisms ensure that the sash never slams against the frame uncontrollably. The SoftClose function causes the sliding sash to be gently braked, automatically pulled shut and closed. The SoftOpen function briefly brakes the sash after opening and then pulls it automatically into the final position. SoftOpen and SoftClose can be combined

together. At a sash weight of 200 kg or above, the opening and closing forces would be extremely high, meaning that the SoftStop function is recommended for higher weight classes. This function likewise helps ensure gentle closing of the sash by braking the element in the same way, but does not automatically pull the sash shut or close it.

The Soft functions further increase the durability of sliding elements that are used by different groups of people on a daily basis who do not necessarily operate them with care. It is possible to produce sashes with a width of 710 to 2,000 mm and a height of 600 to 2,500 mm.

For greater burglary protection

As circumferential hardware with active locking points, Patio Inowa enables the manufacture of sliding elements in security class RC 2, regardless of the format. The V locking cams from the Roto NX/AL Tilt&Turn portfolio provide added security as locking points in the mullion and on the espagnolette side. They work in conjunction with delicate security strikers. The two-part anti-pushback function mounted vertically in the top and bottom of the mullion section protects the element against being moved to the side and jimmied. Strikers and the anti-pushback function can be individually fitted with coloured cover caps. The system can also be extended to include a lockable Roto handle with drilling protection.

Exclusive design

Thanks to its fully concealed technology, Patio Inowa has come into the focus of numerous window manufacturers worldwide as an extremely aesthetic system. The concealed hardware technology also enables particularly slimline frame profiles to be produced. This means that tightly sealed sliding windows and doors can be produced in the same design as Tilt&Turn windows or balcony doors. The hardware components neither protrude into the opening nor are they visible on the sash.



Roto offers uniform handles for all elements and opening types. The Patio Inowa also features a push-to-open handle to prevent forceful movement of the hardware from the outside. The sliding element can only be operated when the button is pressed.



In conversation



An interview with Marcus Sander, Chairman of the Board of Directors at Roto Frank Fenster- und Türtechnologie GmbH

Roto Inside: What half-yearly conclusions can you draw for Window and Door Technology?

Marcus Sander: We can look back on a good first half of the year, which saw both growth and new customer acquisition. I see the fact that we have been able to convince further companies of our excellent performance in recent months as clear evidence of the success of our alignment towards customer benefits. Many of our customers have achieved commercial success. It is a privilege to be able to support them on their journey.

Roto Inside: So far, your company has survived the coronavirus pandemic unscathed. In fact, your division has actually experienced growth throughout the crisis.

Marcus Sander: Our success and our continuous growth are grounded in several factors. As well as the hard work and commitment of our staff, this also includes a clear focus on customer benefits. We also have stable and efficient processes as well as flat hierarchies within our division. Thanks to closely interlinked processes from the supplier to the customer, we work flexibly and at the same time efficiently. This has a direct positive effect on customer benefits, as our reliability and good communication are appreciated on the market, particularly in the current situation.

The strong market demand in the private building sector has also helped. There has been a high demand for renovations and investments in new builds in the last few months. We have been experiencing both a price increase and a shortage of raw materials and construction materials in the procurement markets

for some months. We are determined, however, to remain unaffected by economic circumstances such as these.

Our main focus continues to be on our excellent delivery capability, our further international market penetration and the expansion of our product portfolio according to customer and market demand. These activities also go hand in hand with our digitalisation efforts.

It goes without saying that the health of our staff has taken top priority at Roto since the start of the pandemic. Our health and safety measures have gone above and beyond what was required by the economy and government policies. In order to provide the best possible protection, we distributed rapid tests as soon as they were available, for example, and arranged for our company doctors to administer vaccinations according to the local situation. As well as our internal measures, we have also been able to ensure optimum safety for visitors to Roto sites, customers and suppliers. It is still important that we remain cautious and alert.

Roto Inside: Is there a recipe for success for your excellent delivery capability?

Marcus Sander: It is a combination of economically stable processes, experience and close and trustful communication with our customers. It is important that we understand our customers and therefore our markets well. Never before has there been a drop in demand like we have experienced in the worst phases of the pandemic. Not even during the financial crisis of 2008 did we see border closures and temporary shutdowns of entire companies by local authorities. This could have meant the complete collapse of our supply chain. But we were able to counteract this.

Roto Inside: How?

Marcus Sander: Sales, Logistics, Procurement and Production form a unit and use a diverse range of digital instruments such as CRM. There is also close and regular communication between all persons involved.

One great advantage is that we are active on all five continents. This means that we can engage quickly in direct local exchange with customers and market competitors. Emerging developments are incorporated immediately into our material, production and product availability planning.

Our requirements planning is based on a multi-stage forecast process. Put simply, we form a cross-process information chain from the customer adviser to the sales managers all the way through to the operational management of factories and stocks. This chain is designed to be completely flexible in terms of both time and personnel.

Roto Inside: Fifteen production plants belong to the Window and Door Technology Group. How do you manage these?

Marcus Sander: It's important for me to make a distinction here between our fundamental alignment and our response to the coronavirus crisis. For the entire plant and distribution network with our 28 logistics distribution centres, delivery service takes priority over all other key performance indicators. We work on the basis of pull control, from the customer to the distribution centres all the way through to the factories. This means that we can always take customer needs directly into account. Thanks to our multi-stage stockpiling system, we are able to respond immediately to last-minute fluctuations in demand. All country-specific ranges are defined and prioritised. All FTT sites are almost completely integrated into SAP. As a result, we are fully networked, internally transparent and know exactly what our customers need at all times.

During the months of coronavirus, we coordinated our sales forecast weekly with our customers in some cases and adapted our production planning accordingly. Production capacity was extended rapidly and on a large scale at all production sites. As we were already expecting replenishment times to increase last year, we were able to increase our reserve stock in good time. When necessary, we switch to daily and global escalation management in order to identify and rectify bottlenecks as quickly as possible.

Roto Inside: In conclusion, please give us another example of international market penetration.

Marcus Sander: We have developed a concealed Tilt&Turn design hinge side for aluminium windows for the Chinese market. In order to withstand the local climatic conditions as efficiently as possible, this is largely made from stainless steel in line with regional market practices. Demand is exceeding our expectations. In addition to the product quality, this may also be a result of our delivery capability. The product was launched on schedule despite the regional coronavirus restrictions.

Re-experiencing hardware technology

The Roto City is growing

■ **All frame materials** The new digital platform from Roto was launched at the start of the year. As a sales tool, it provides support for consultations on new developments as well as joint work on projects. New content is added regularly.

Among the first visitors who "strolled" through the Roto City accompanied by a specialist adviser were Prof. Dr. Thomas Fattler, Head of Technology and Product Management for Aluminium Systems at Gutmann Bausysteme GmbH, and Jürgen Gutknecht, Head of Product and Quality Management at Raico Bautechnik GmbH. For both visitors, there was no question that time spent with the "city guide" in the Roto City as a system supplier or window manufacturer is time well spent.

Individual consultation for architects

"Roto Aluvision and Gutmann are partners in project-related consultation for architects and investors" begins Prof. Dr. Fattler. This is why he was curious about the virtual city. He was guided through the Roto City together with five other colleagues. He concludes, "This is a great digital platform that draws you in on an emotional level

and provides a huge amount of information." It might not be possible to handle individual hardware components and try them out in the same way as a showroom, but this digital offering still provides excellent support for consultations.

"It offers a joint and interactive space where you can talk about what you're seeing", says Fattler based on his own personal experience. "You can also go into great technical detail. Roto and Gutmann could also use the Roto City to provide joint consultations for planners as well as window and door manufacturers."

Pleasant and practical

"This digital tool fits our advisers at Roto like a tailor-made suit", smiles Jürgen Gutknecht. "The Roto City provides a pleasant introduction to a topic before going on to discuss the use of specific products. This is facilitated by clips, images and graphics designed to provide support during discussions." The visit to the Roto City was not only enjoyable, but gave Gutknecht and his colleague Guido Kraus, Product Manager at Raico, a huge amount of inspiration.



"As we are accustomed to as Roto partners, we were immediately provided with all the information we had requested during the conference", says a satisfied Gutknecht. "We therefore consider our visit to the Roto City as a resounding success. It's not always necessary to introduce complex effects in order to use digital media effectively. This platform

confirms that. It is 'showy' enough to make it enjoyable but above all it provides comprehensive information that is presented in a well-structured manner. It provides a great basis for joint activities with and individual consultations for customers. Authentic and practical – that was our experience of the Roto City."



Prof. Dr. Thomas Fattler, Head of Technology and Product Management for Aluminium Systems at Gutmann Bausysteme GmbH, Image: Gutmann Bausysteme GmbH



Jürgen Gutknecht, Head of Product and Quality Management at Raico Bautechnik GmbH, Image: Raico Bautechnik GmbH



➤ **Information and registration for the Roto City**
<https://ftt.roto-frank.com/int-en/services/roto-city/>

Roto Eifel: Thresholds and much more besides

From aero stops to additional profiles



■ **PVC | Timber** The Roto Eifel range comprises thermally broken thresholds for inward and outward opening PVC and timber main doors, balcony doors and patio doors. The extensive range of accessories ensures safe and secure installation, supports a high-quality door design and increases comfort for the end user.

Thanks to their design, Roto Eifel threshold systems provide a tight seal in the lower section of the door as well as a convenient and safe transition between indoors and outdoors. Aesthetically impressive details underline the high-quality design of main doors and balcony doors.

A clip-on, grooved cover made from rubberised PVC conceals the screw fixing in the base profile and minimises the risk of slipping. This cover is quick and easy to replace if necessary. The cover strip provides a clean seal with the frame, is adapted to the specific profile and is characterised by high UV- and temperature-resistance. In the case of bracket-free installation, the cover is inserted by means of contour-milling.

Stable – sealed – safe

The threshold retainers are also adapted to the specific profile of the system. They ensure a clean and stable connection between the threshold and the frame. These too are highly UV- and temperature-resistant and therefore

form part of the concept for the quality and durability of Roto Eifel threshold systems.

Floor door gaskets

Roto sliding threshold seals and the Texel automatic floor door gasket provide added protection against wind, cold and heat as well as against dirt and noise in the lower section of the door. They are fitted on the door leaf. The Texel gaskets produce an active and reliable lock with the threshold as soon as the door is closed.



Texel floor door gasket

Sylt sliding threshold seal

Weather profile strips

Roto weather profile strips made from high-grade aluminium effectively stop driving rain. The range includes numerous brush gaskets and drip seals in various lengths and sizes, which can be inserted at various positions in the weather profile strip and can be replaced if necessary without having to dismantle the leaf.

Wind stop meets aero stop

The so-called wind stop with flaps is used for sealing in the frame profile and matches the geometry of the frame profile. The aero stop acts as a counter bearing for the wind stop in the sash profile on the hinge side. The combination of wind and aero stop prevents air circulation in the rebate area.



Wind stop

Aero stop

Additional accessories

The range of accessories for the Roto Eifel thresholds also includes adjustable cover bridges in the form of patented aluminium adapters. They accommodate shootbolt protrusions and can be simply inserted flush in the cover of the threshold without any processing. This prevents trip hazards in the case of double-sashed door variants. The design of the bridges is tailored to the grooved cover.

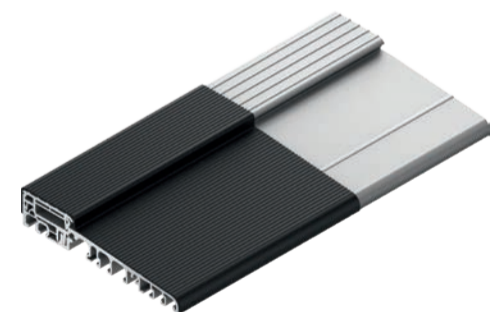


Cover bridge

In order to ensure the safe positioning of the fixed sash in the case of double-sashed door variants, the Roto Eifel range includes special height-adjustable run-up blocks, which can be used in elements with different rebate clearance situations.

Tilt strikers or packers can also be installed flush in the cover of the threshold in order to accommodate the V cam from the Roto NX Tilt&Turn hardware product range or the concealed Designo hinge side. No processing is required here either and the design is tailored to the rest of the system.

Special protection profiles provide reliable protection of thresholds that have already been installed in the construction phase. The thresholds of outward opening doors are easier to cross by using the outward-opening additional profile included in the range.



Protective profile for building phase

Ongoing interaction with those in the field

The continuous growth of the Roto Eifel range over the years is primarily thanks to close interaction with customers from various countries, explains Ulrike Römer, responsible Product Manager: "We are continuously working together to make it easier to install our threshold systems while improving the design, comfort and service life of a door. The wide range of accessories makes them even more attractive. This is true for window and door manufacturers as well as end users." The success of Roto Door can be largely traced back to the fact that all system components are perfectly coordinated. The same is true for the Roto Eifel range.



➤ **Roto Eifel: tailor-made range of thresholds for tightly sealed accessible doors and balcony doors**

www.rot-frank.com/en/roto-eifel

Roto FS Kempton

High-quality friction stays for any sash format

■ **New at Roto** Outward opening windows are popular in many parts of the world. Roto also offers a variety of products for this window type. The range of Roto FS Kempton stainless steel friction stays has been recently revised and improved once again.

Outward opening windows are an economical solution for natural ventilation wherever every square metre of living space counts. This is because when the sash is open, it does not protrude into the room, allowing full use to be made of the area in front of the window. Scissor stays from the Roto FS Kempton range further increase this operating convenience of outward opening Top-Hung and Side-Hung windows thanks to extremely balanced operating forces.

Strong, even with heavy sashes

Roto friction stays are available for Top-Hung windows with a sash weight of up to 180 kg, and for Side-Hung windows. Depending on the installation depth, they can be used for elements in all frame materials.

Details such as optimised run-up blocks, up-stands and adapted kinematics make them easy to install and operate. They can therefore be processed efficiently in simple steps.

Complete range of applications

Thanks to particularly careful grading, the new, extended Roto FS Kempton product range now covers the entire spectrum of standard sash formats in the production of aluminium elements.

All in all, it includes friction stays in sizes 8" to 26" for Top-Hung windows up to a sash height of 2,500 mm as well as friction stays in sizes 8" to 16" for Side-Hung windows up to a sash width of 750 mm.

All scissor stays are marked so that they can be clearly identified at all times during window production and maintenance.

Tangible added value

By using Roto FS Kempton, window manufacturers will have no problem in catering to current architectural trends and meeting demands for increased energy efficiency. This is because

The HX Top-Hung 26" friction stay with reinforced stainless-steel bearing ensures a high degree of long-lasting functional safety and durability for large, outward opening windows.



A concealed lock improves the sealing, especially with large window formats, and reduces deformation of large Top-Hung sashes caused by wind loads. Several versions are available for different profiling types.



At the "RH" opening restrictor, the brake force can be individually adjusted.



the range makes it possible to produce user-friendly windows even for heavy glazing. The opening movement always stays harmonious until the sash reaches its final position.

Quality right from the outset

The premium surface finish of the Roto FS Kempton friction stays can be attributed to the use of high-quality primary material and to their production on ultra-modern systems.

They are made from rounded-off, austenitic stainless steel 1.4301 (AISI 304). The stay retraction mechanism is riveted and embossed. The optimised fixing of the retraction mechanism ensures that the scissor stays permanently run in precisely. The brake is made of high-quality

PVC which improves the sliding properties and reduces the fluctuations in the friction forces. In addition, the guide tracks feature a rolled precision contour.

"german made" reliability

The new FS Kempton range fully meets Roto's "german made" quality standard and thus also the consistent implementation of values such as reliability and engineering skills in high-performance products. To this day, product developers and production engineers at Roto pursue the same objectives as the company's founder Wilhelm Frank, the man who gave the manufacturer its technological momentum.

Roto Inside spoke to Jordi Nadal about the appreciation of the result of their work. Spanish-born Nadal manages Roto Aluvisión and over the years has witnessed how the decision-making processes of aluminium window manufacturers have changed globally and what role tested product quality is attributed here.



Adjusting unit on the frame for adjusting the rebate clearance

One product range – two versions

- Top-Hung friction stays:
sizes 8" | 10" | 12" | 14" | 16" | 22" | 24" | 26"
- Variable opening restriction
 - Cranked stay retraction mechanism
 - Reinforced stainless-steel bearing on XL scissor stays
 - Scissor stay link with larger bent edge

- Side-Hung friction stays:
sizes 8" | 10" | 12" | 14" | 16"
- Integrated run-up blocks in the slider and at the first scissor stay link
 - Cranked stay retraction mechanism
- Tested in accordance with
- JG/T 127-2007
 - DIN EN 13126-6
 - AAMA 904

Corrosion resistance: Class 5

Accessories for Roto FS Kempton Top-Hung and Side-Hung

- Concealed lock / concealed centre lock:
- Three versions for different profiling types
 - Reduced wind load deformation of large Top-Hung sashes
 - Adjustable frame component for improved gasket compression
 - Frame connection in three variants

- 10" Opening restrictor:
- Suitable for Top-Hung and Side-Hung applications
 - Made of rounded-off, austenitic stainless steel 1.4301 (AISI 304)
 - Rolled precision contour
 - PVC brake plate
 - Screw drive switched over to hexalobular socket



➤ **Roto FS Kempton installation video**

www.rotot-frank.com/en/kempton-installation

An “Insider” reports

Legal requirements for outward opening windows are increasing

■ **In conversation** Jordi Nadal, Managing Director of Roto Aluvision, is convinced: the revision of the Roto FS Kempton product range makes it easier for window manufacturers to be successful.

That’s because it helps them to meet the legal requirements of their products. The product range is one hundred percent “german made”.

Roto Inside: Mr Nadal, Roto “german made” represents reliability, continuity and functional safety ...

Jordi Nadal: ... as well as continuous improvements and good design. Roto ensures maximum quality in production and, for example, produces the new friction stays we’re talking about today in its own factories. The term “german made” sums up the quality philosophy in a nutshell.

Roto Inside: Have you observed a change in the requirements of aluminium window manufacturers?

Jordi Nadal: The requirements of the manufacturers and their customers, yes. Governments in various countries are working on construction engineering regulations, which

are intended to stamp out product defects. No manufacturer can meet these contemporary regulations with the previous in part substandard hardware, which was installed for price reasons. Anyone who wants to score highly with architects, planners, system suppliers and investors by offering safe and durable windows holds Roto in high regard. We are proud of this. But there is always room for improvement.

Roto Inside: What has been improved in terms of the friction stay product range?

Jordi Nadal: The extension of the product range means that, without exception, Roto friction stays now cover all sash widths and heights in which outward opening Top-Hung and Side-Hung aluminium windows are usually produced. Of course this is welcome news for us at Aluvision. Choosing the compatible Roto friction stays is easy, as the assignment to the sash dimensions is clear. The new friction stays support modern window design and make a valuable contribution towards operating convenience and safety for the end user.

They are easy to install, are manufactured from high-quality materials and are of tested, guaranteed durable quality. Last but not least, improvements have also been achieved in

the surface finish. This was important to us, because we want the Roto product range to be usable even in regions with extreme weather conditions and high risk of corrosion.

Roto Inside: So there’s nothing standing in the way of the long-term success of Roto FS Kempton?

Jordi Nadal: Demand globally is developing towards quality and tested safety. Many window manufacturers have recognised this. I also think that in the coming years we will see increasing demand throughout the Outward Opening segment. The FS Kempton friction stays are just one of several product ranges that Roto offers for outward opening windows. So the answer to your question is: no, there is nothing standing in the way of growth with the extended FS Kempton product range.



Jordi Nadal,
Managing Director
Roto Aluvision

RC 2 in tilt position

Roto AL Designo with TiltSafe

■ **Aluminium** The innovative TiltSafe technology, which provides protection for security windows in the tilt position is also adapted to the fully concealed AL Designo hardware. Roto is therefore the first hardware manufacturer to close a gap in the RC 2 concept for aluminium windows.

TiltSafe was first introduced during the market launch of the Roto NX. Since then, PVC windows from various manufacturers have successfully passed RC 2 tests even with tilted window sashes. The greatest benefit of TiltSafe technology, however, is the significant improvements regarding personal security: The tilted window no longer needs to be closed in order to maintain the desired class RC 2 burglary protection. Whether it’s night or the inhabitants are away, TiltSafe helps to keep intruders out whenever the window is tilted to provide ventilation.

No loss of operating convenience

Despite the additional locking points, a security window with TiltSafe is just as easy to operate as a window without TiltSafe. Practical for everyday life: The vertical striker fitted on the locking side features a locking function. This

prevents the tilted sash from closing – a welcome additional benefit that provides our end customers with even more comfort.

For increased security

The TiltSafe security strikers for aluminium windows have already been included in the IMO_386 installation instructions for the AL Designo. Three of them must be installed in addition to an RC 2 hardware configuration with AL Designo. Roto recommends using special screws to secure them, which, once tightened, cannot be opened or can only be undone using a special tool.

On request up to 180 kg and for RC 3

As standard, the TiltSafe security strikers are approved for sashes with a weight of up to 150 kg. On request, however, the Roto Aluvision experts can also develop hardware configurations with TiltSafe for sashes weighing up to 180 kg and for windows in protection class RC 3. If a window is tilted, it always belongs to class RC 2. This is also true if a window with special approval passes the class RC 3 test when closed. Roto customers can have security windows with TiltSafe technology tested in the ITC in Leinfelden.

TiltSafe security strikers for the RC 2 secured tilt ventilation of an aluminium window equipped with the fully concealed Roto AL Designo hardware system.



RC 2-capable with tilted window sash: Roto AL Designo with TiltSafe



➤ **Roto AL Designo: concealed hardware for aesthetic aluminium windows and balcony doors**

www.roto-frank.com/en/roto-al-designo

Josko and Roto with shared forecast

Shifting the focus to security



Lots of people like to sleep with a window open.

Image: Josko

In conversation Roto Inside in video call with Thomas Reibe, Josko, and Volker Fitschen, Roto FTT. The topic: Which demand trends have increased under the influence of the coronavirus pandemic, and what should proactive companies prepare for?

Whenever Roto was able to present product innovations in the recent past, the aspect of security played a role. That's because, in addition to the basic requirement for low-maintenance, intelligent products that are very reliable in the long term, there is also increasingly frequent consumer interest in mechanical and electronic burglary protection – despite a recent fall in burglary numbers.

As manufacturers, Josko and Roto both want to establish the prerequisites to ensure that their customers can meet these wishes of the end consumers, according to Thomas Reibe and Volker Fitschen.

Roto Inside: Mr Reibe, Josko has been actively selling windows with Roto hardware technology and MVS sensors for years. Why has the share of electrifiable windows been high for so many years in your company?

Reibe: There are two main reasons for this. Our sales partners keep very close contacts with architects, who design for discerning customers.

Above all, they are concerned with good design and often also with ensuring that windows can be integrated in an electronic alarm system. Together with Roto, we found an excellent solution to this requirement many years ago. Secondly, the use of tilt strikers with integrated MVS sensors does not result in any notable increase in complexity or costs for us in production, as the hardware configuration does not need to be changed. So, we are also pleased to offer our solution from a business aspect too. And: thanks to the concealed placement of the sensors in the tilt strikers, it is possible to flexibly adapt the remaining window hardware to other customer requirements. Regardless of how many additional locking points have to be installed for greater mechanical security.

Roto Inside: Mr Fitschen, how is the demand for electrifiable burglary protection solutions and for mechanical burglary protection solutions in windows developing?

Fitschen: Overall, we are seeing a clear trend towards greater burglary protection. Customers who protect their entire house with an alarm system naturally also integrate doors and windows in this. But there is also a second trend: people realise that they themselves have to activate an alarm system and that they themselves can therefore represent a weak point in the alarm system. That's why they want mechanical protection that you can't forget to activate. This has been the case for a long



House owners want windows with invisible security hardware. Image: Josko



Windows with security class RC 2 are in demand, especially for houses in secluded locations. Image: Josko

time for main door locks, but now the demand for windows with security class RC 2 and the corresponding hardware is also increasing. One thing is clear: an alarm system can only provide protection if it is switched on and is not faulty. Nobody has to activate mechanical protection when leaving the house.

Roto Inside: Mr Reibe, are you also expecting rising demand for mechanical burglary protection on windows?

Reibe: Yes, we are. For the reasons mentioned by Volker Fitschen, but also because people are currently living through strange times. During the pandemic, they have developed a new relationship with the property they occupy. They want to feel safe there. Many have invested in their own four walls, have created value because the budget for holiday travel was suddenly available to spend on lifestyle. Windows and doors are on trend to become even more important in future. People value their high-quality furnishings. Large formats, top design and operating convenience play an important role in consultations, but burglary protection is also increasingly mentioned. Josko retailers do not sell any minimum standard building elements, but rather the basis for top drawer living comfort. We are aware of this, and our product development is focused on it.

Roto Inside: It sounds as if the hardware is of crucial importance for Josko's future products.

Reibe: It is. The development collaboration with Roto has actually become especially important for us again right now. Together, we find ourselves on the final straights of a very important market launch. We are already very proud of what Josko will be able to present to its partners in December this year. And I want to highlight one thing in particular: the "secure / reliable" characteristic currently plays an important role on the market in a third level: that is to say, our sales partners must also be reliable when they specify delivery deadlines and make quality promises. 100% reliability in terms of delivery and quality can become a big challenge when markets develop dynamically in the same way that they are currently developing in central Europe, and companies still want and have to remain innovative.

Roto Inside: Mr Fitschen, do you too have reason to be proud?

Fitschen: With regard to deliverability and the commitment to short delivery times, most customers rate Roto very positively. This makes us not so much proud as thankful that our own work is valued. We are also thankful for partners like Josko, who pick up on stimuli, recognise trends and then pursue their objectives extremely stringently, but also fairly. And it's great when these objectives are almost congruent with those of Roto. Providing our own customers products that enable them to meet consumer demands is a passion. For Josko and for Roto.

Roto Inside: Mr Reibe, are you also convinced that you are receiving the required support from Roto to launch your innovation in December?

Reibe: I'm certain of it. The information from Roto is always realistic and reliable. www.josko.com

Josko Fenster und Türen GmbH, Austria

Over a million Roto NT Designo hardware sets

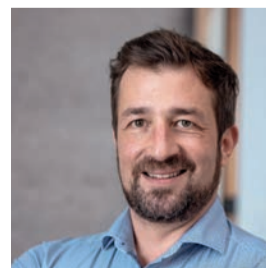
All frame materials 2020 was not only an anniversary year for the Austrian window and door manufacturer Josko, but also an extraordinarily successful business year.

Founded 60 years ago, the company managed to become the leading manufacturer of timber / aluminium windows in Germany last year, based on turnover.

Marcus Sander, CEO of Roto Frank Fenster- und Türtechnologie, and Volker Fitschen, Managing Director for Central Europe, gave their heartfelt congratulations on this success in a coronavirus-compliant online chat, and at the

same time offered thanks to the entire Roto sales team: Within just a decade, Josko has processed more than one million sets of the fully concealed Roto NT Designo Tilt&Turn hardware. Thomas Reibe, Head of Josko Development, is convinced by its quality and values the collaboration with Roto:

"For 10 years, we have been identifying and setting important trends as a powerful tandem."



Thomas Reibe, Head of Development, Josko Fenster und Türen GmbH



Volker Fitschen, Managing Director for Central Europe, Roto Frank FTT Vertriebs GmbH



➤ Security technology with Roto E-Tec Control | MVS

www.roto-frank.com/en/roto-e-tec-control

➤ back to the content

Lamaciste S.p.A., Italy

Valuable: Window with Roto NX and Roto Sil Level 6



Large elements and increasing demand for burglary protection – Roto NT Designo and Roto NX make it possible. Image: Lamaciste/shutterstock

Lamaciste window design for every interior Image: Lamaciste



■ **PVC** The company Lamaciste S.p.A produces windows, main doors and sliding systems of the Fortinfissi brand in its factory in Perugia, Italy, which was opened in 2007. Collaboration with Roto began in 2010.

Production, picking, storage, offices and the seminar rooms of the Fortinfissi Academy have been accommodated in the new building. But it is not only the building that is new, but also the majority of the systems engineering. With highly automated production under the strict control of qualified employees, we are establishing the best basis for minimising errors and producing reliable products, said Sergio Castellani. “With our production quality, but also through the continuous further training of our business partners, we are able to ensure that the Fortinfissi brand is seen throughout Italy as representative of quality in consultation, production and installation.” Castellani is one of the three managing partners of Lamaciste S.p.A. and is responsible for the Fortinfissi business division.

Visually diverse, technically uncompromisingly good

The variety of profile systems, colours and surfaces in the Fortinfissi product range makes it possible to produce perfectly

The managing partners at Lamaciste S.p.A.: Stefano Gatti, Sergio Castellani and Gianluca Gargaglia (from left to right) Image: Lamaciste



matching windows and doors for any building in terms of style and colour. “We offer more than 3,500 different two-tone designs, so that individual adaptation to the facade and to the room design is possible.” To ensure that the function is equally impressive, Lamaciste has been using Roto hardware technology since 2010.

“Lamaciste is a producer that understands how to make customers enthusiastic about high-quality building elements and hardware technology,” said Gianluigi Balestreri, Roto Country Manager in Italy. Most of the around 25,000 PVC Tilt&Turn windows that leave the Lamaciste factory in Perugia on average each year have been fitted with fully concealed Designo hardware, all with components from the Roto NX product range. Castellani stresses:

“We value the quality of Roto products.”

Therefore, Lamaciste doesn’t only work with the Tilt&Turn hardware of the global market leader, but also with Roto’s Patio Alversa parallel and Tilt&Slide hardware, locks and hinges for main doors, glazing methods and alarm sensors. “The product quality of the components, delivery reliability and service are all right here.”

Modern design and high security

In Italy, the Fortinfissi brand has for years been synonymous with PVC windows in particularly attractive designs, continued Castellani. However, the trend towards increased burglary protection in windows is continuously increasing. “That’s why it’s ideal that we produce windows in security classes RC 2 or even RC 3 with Roto NX and Designo, and can integrate alarm sensors at any time, if required.” Since they are concealed, it is still possible to tailor



Technology made transparent in the Lamaciste showroom in Perugia. Image: Lamaciste

the remaining window hardware flexibly to the customer’s wishes and not impair the attractive design of the window. So, for example, a security window could also be secured in tilt position by supplementing the hardware with three TiltSafe strikers. Regardless of the number of locking points and the selected espagnolette – the sensors would be integrated in the same concealed manner.

Roto MVS

Castellani praises the flexibility of Roto sensors: “The MVS contact elements can be easily combined with any Roto Tilt&Turn or Sliding hardware. That’s important for us.” For customers, it was also very appealing that the elements would monitor the condition of all window and sliding elements and can help lower energy costs. “As soon as the magnetic field of the MVS is interrupted, the concealed contact element sends a signal to a burglary alarm system, but also to a heating control or air conditioning system. These can then be decreased to prevent energy waste due to open windows.”

Corrosion protection in focus

Perugia, the capital city of Umbria, which is popular amongst tourists, is half way between Florence and Rome. “A favourable location, which allows us to supply construction sites throughout the country within a few hours,” explained Castellani, broaching another issue that is of great importance in Italy, with its many coasts. Due to bad experiences with the hardware on old windows, many builders explicitly ask about corrosion protection. Or they at least prick up their ears when business partners of Lamaciste mention Roto Sil Level 6 and the importance of corrosion protection for the durability of windows in salty air.

“With Roto Sil Level 6, we are offering maximum value retention.”

With Roto Sil Level 6, the benchmark for corrosion protection and surface quality of Tilt&Turn hardware has been reset.

Surface quality in a new dimension

Compared with other surfaces that are usual on the market, Roto Sil Level 6 is set apart by extreme hardness and abrasion resistance. By galvanising highly stressed connection elements like rivets and bolts with this coating, Roto NX hardware not only meets the requirements of the highest corrosion class 5 according to DIN EN 1670, but even exceeds the standard requirements in accordance with DIN EN 13126-8. That’s because even the sliding elements, which are subject to increased wear, are particularly well protected.

“Thanks to Roto Sil Level 6, Roto NX Tilt&Turn hardware is also much less sensitive to scratches and surface damage than hardware by other manufacturers,” said Castellani. “We discuss this with our dealers and they discuss it with the many home owners, who buy Fortinfissi building elements year after year, whether as new customers or returning customers.” In his opinion, window manufacturers who switch to Roto NX are therefore also opting for a future-proof hardware product range in all regards. “Roto Sil Level 6 and the Roto NX modular hardware system help us to set new benchmarks in terms of security and value retention. For us, Roto is and remains a perfect partner.” www.fortinfissi.it



➤ **Economical, safe, convenient, design-oriented: Roto NX at a glance**

roto-nx.com/en

Fassada Systems BV, Belgium

Innovative? No – revolutionary.

■ **Aluminium** The Belgian company Fassada is working on the global market launch of an innovative system for curtain walls. Innovative both with regard to its installation and with regard to important design features. CEO Eric Claeys explains the system, outlining why he opted for a partnership with Roto and Deventer.

Claeys has been working in the field of facade development for more than 35 years. In this time, he has implemented more than 400 projects worldwide. He calls the company Fassada Systems a “knowledge factory”, which develops, patents and markets curtain wall solutions made of aluminium and steel.

Curtain walls rethought

In 2005, Claeys and his colleagues designed a product range that revolutionised curtain wall systems. “Having spent many years dealing with facade technologies and implementing hundreds of reference projects, we came to the decision that none of the available systems met all market requirements”, he explained. “Many are too complex or not efficient enough, difficult to install or not cost-efficient. That’s why we decided to develop a completely new technology.”

An aluminium-glass facade for the ING headquarters in Brussels: Fassada Systems proved successful against many competitors. Images: Fassada



According to Claeys, the team experienced a Eureka moment in 2015. Development and testing of the new product design were now progressing rapidly. In 2018, his consultancy firm Lesos Engineering was transferred into the current company Fassada Systems BV. This launched the new, patented product design on the market and developed the first major projects in the Middle East.

Aesthetically, economically and ecologically superior

Fassada’s product concept is based on an element facade. The Fassada system is installed entirely from inside the building. No scaffolding is required. This also applies to the installation of external components like facade panelling.

Anchoring in the concrete structure of the building is not required. “We are in a unique position with the development of a curtain design from inside,” stressed Claeys. “This feature alone involves significant cost savings. At the same time, panelling materials such as wood, bamboo, natural stone slabs, slats or panels of glass fibre reinforced concrete can be used. There are no restrictions.”

The design strengths of the system also provide clear advantages with regard to installation duration and security, said Claeys. “But there are still more advantages for construction



➤ **Overview of hinge sides for aluminium windows**

www.roto-frank.com/en/aluminium

site practice and the environment,” he explained. “Since there are no thermal bridges and the curtain wall is high-density, a building can achieve a much higher energy efficiency than with conventional systems. At the same time, the risk of leaks and other problems occurring is reduced.” There are also aesthetic strengths and variety thanks to six different designs.

Individual variety

In terms of aesthetics, the biggest advantage of the Fassada system is that the cover strips in the area of the element joint can be provided in different shapes in accordance with architectural requirements. The standard range includes six mullion designs. In two variants, a sunshade is integrated in the curtain wall. Bespoke designs are also possible.

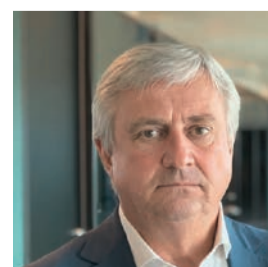
The fact that the system is installed without screws is an additional aesthetic advantage. Instead, glazing beads are used to install the glass. This prevents pressure points that passers-by would otherwise perceive as distorted reflections.

Windows almost invisibly integrated

Another feature of the Fassada system: in a conventional curtain wall, the opening elements usually catch the eye, because their frame profile appears thicker than the frame profiles of fixed glazing, for example. “With our H60 and H75 Fassada systems, the windows blend in with the remaining facade,” explained Claeys. “Visually, a window appears the same as fixed glazing, both from the inside and from the outside.”

“The best hardware”

Claeys reports that he has been familiar with Roto for many years due to his work in the building sector. “We simply wanted the best hardware for the Fassada system. You can’t



Eric Claeys, CEO
Fassada Systems BV

develop a high-quality, market-leading system and then use substandard components. Saving money in this way ultimately costs more in the long term. With Roto, we are certain that we have the best opportunities to avoid customer service costs. The Roto Aluvision hardware product range offers the entire functionality that we need, and is durable and reliable.”

Thanks to the cooperation with Roto, Fassada is able to offer a variety of different window designs: Tilt-Only elements with Roto AL Designo, which can be operated manually or electromechanically, as well as Tilt&Turn windows with Roto AL Designo and outward-opening parallel release windows with Roto PS Aintree projecting scissor stays.

Deventer sealing profiles

In addition to Roto hardware, Fassada also uses customised Deventer sealing profiles in all systems. These have been developed by the sealing profile expert’s engineers according to the precise requirements of the customer. “We want to ensure that Fassada is only associated with the best products. For us, Deventer is the perfect choice for sealing profiles, because the brand meets all of the criteria that are important to us. It represents high product quality, a company with a clear vision, the best reputation and comprehensive service. From our point of view, it simply makes sense to combine Deventer sealing profiles with Roto hardware. It all makes perfect sense.”

The people factor

The partnership between Fassada and the Roto Group also works well at interpersonal level. A solid basis of trust was soon established with the Roto Aluvision project manager Gregory Raepsaet. “You need a good personal level to build a sustainable relationship,” said the CEO. “Business is done between people. For us, the people factor is very important.”



En route to becoming a global player

Claeys assumes that the partnership between his company and the Roto Group will be long-term, because this is in accordance with the future plans of Fassada: “We aim to become the world’s number one supplier of curtain wall and facade technology. Roto can accompany us at any pace of growth, deliver worldwide and provide support services on every continent. That’s why we know that Roto and Deventer will become a valuable aid in the coming years.” www.fassada.com



Gregory Raepsaet,
Head of Roto Aluvision
for Western Europe

Avansum, Belarus

A forum for partners

■ **PVC | Aluminium** Since it was founded in 2008, Avansum has grown to become the market leader and the largest manufacturer of PVC and aluminium building elements in Belarus. To further develop its extensive dealer network, company founder Viktor Belyagov relies on knowledge transfer.

At the start of this year, around 170 dealers and suppliers met for the first time at the inaugural Avansum Partner Forum. "We were able to organise this event in such a way that coronavirus safety was ensured and all guests could enjoy the presentations and discussions without any worries", reports Belyagov. "Some participants and speakers could only attend digitally, but the feedback from guests was so overwhelmingly positive that we are planning more of these partner forums in future."

Roto NX on the rise

Mikhail Shved, Roto representative in Belarus, received rapturous applause for his presentation on the Tilt&Turn hardware system NX. Avansum had switched its PVC window production from Roto NT to NX in March 2020. Within a year, more than 60,000 sets of the new Tilt&Turn hardware had been processed. To build on this success, many dealers intensively discussed the central product features with Shved in order to intensify their communications with architects and builders.

Several months have since passed, and Belyagov has made various decisions based on his experiences with the Avansum Partner Forum. Roto Inside spoke to him about his plans for the future via video conference.

Roto Inside: Mr Belyagov, what have been the long-term effects of the Avansum Partner Forum?

Viktor Belyagov: In one word: Inspiration! Our top dealers say they got a huge amount out of it and we started several important product developments following the forum which are now almost complete.

Roto Inside: At the forum, Mikhail Shved gave a presentation on Roto NX. How long have your customers recognised Roto as a partner of Avansum?

Viktor Belyagov: Since our company was founded. NT, Patio Alversa, window handles, multipoint lockings for main doors – we have great success with our customers with many products from Roto. Both companies concur with Socrates: 'Non est terminus ad perfectionem. Perfection knows no limits.' We never stand still.

Roto Inside: Avansum is the market leader in Belarus. Have you been able to gain market shares in other countries?



The Belarusian Market leader of PVC and aluminium building elements based in Mogilev has a production capacity of around 1,500 window units per day. The production volume can be doubled whenever necessary. Images: Avansum

Viktor Belyagov: At present, 70% of the building elements we produce remain in Belarus. However, at least 30%, i.e. around 90,000 elements, are produced for permanent partners abroad. In the last year, we have concluded contracts with companies from the USA and Canada. Agreements with customers in Spain and Italy are currently being drawn up. Our export share is growing continuously. We have already been delivering to Russia, Kazakhstan, Poland, Lithuania, Latvia, the Czech Republic, Austria, the Netherlands and Sweden for many years. Around 50 of our 600 dealers are based outside of Belarus.

Roto Inside: What do you think has made this success possible?

Viktor Belyagov: From the outset, we designed our production capacity, flexibility and technology in such a way that we would be able to process large orders with the same delivery times as smaller ones. We produce our PVC windows on highly automated production lines. This means we are able to offer a very wide range at attractive prices in reliable quality.

Roto Inside: What was the greatest challenge when the company was founded?

Viktor Belyagov: In 2008, the building elements produced in Belarus were of a fairly low quality. We wanted to introduce the high European standards into the country. It was therefore ideal for us to work with partners such as Roto with worldwide production and global production standards, which they naturally apply in their own Russian factories. "German made", as it is known at Roto. We also invested in production systems from leading manufacturers.

We had to find an economical way to produce affordable building elements in a very high quality. That was a challenge in the early days, but one that we overcame.

Roto Inside: What are the business advantages of Roto NX?

Viktor Belyagov: Thanks to the reduction in the number of items in the hardware system and its suitability for fully automated production, our production is extremely economical and our logistical effort is kept to a minimum. These are key aspects for us. The service provided by Roto to us as a manufacturer is also comprehensive and outstanding. Our customers benefit from this too.

Roto Inside: What makes Roto hardware stand out as far as your customers are concerned?

Viktor Belyagov: I am regularly told that our dealers are impressed by the internationally proven reliability of the hardware. Many recall times when this wasn't necessarily a given for hardware and windows. Both Roto NX and NT have been responsible for this. With its additional options relating to sash weight, RC 2 security even when windows are tilted and integrated night ventilation, it is also future-proof and designed exclusively with the needs of builders in mind.

Roto Inside: How would you describe the changes on the Belarusian market?

Viktor Belyagov: It is also the case in our country that today's builders can no longer accept the windows that were offered to them a few years ago as sufficient. Building elements are now seen as an integral part of the interior. The requirements for the design have changed considerably. At the same time, expectations regarding sealing and thermal insulation have increased enormously. Builders in Belarus are therefore no different from those in other countries on the European continent. As windows with state-of-the-art Tilt&Turn hardware can meet all of these consumer demands perfectly, they are gradually pushing the previous, now outdated window systems out of the market.

Roto Inside: Many of the events in the building element industry have had to be cancelled in recent months, including the Fensterbau Frontale trade fair. How much have you missed these trade fairs personally?

Viktor Belyagov: I think the Fensterbau Frontale, as we knew it, is one of the best trade fairs in the world. It was by far the most important for us. We would love to see the return of a platform at this level. But we're under no illusions: first we need to establish what effects the pandemic will have had on the national economies of the individual European countries. In Belarus it is also important to see how the political situation develops. It's not currently feasible to plan a visit to a trade fair, either now or in the long term.

Roto Inside: Does this make it all the more important to keep the Avansum Partner Forum going?

Viktor Belyagov: We think so, yes. Important exhibitors who we would normally see in Nuremberg took part in the forum. And now there are new things to report. Throughout the pandemic, we and our partners in the industry continued to work on ourselves. Thermal insulation, energy efficiency, maximum transparency – the Avansum window of tomorrow is evolving and will soon be presented to our network of dealers. The preparations for a further, even bigger partner event are therefore being made at full speed. And of course Roto will be involved.

www.avansum.by



PVC window production with Roto NX is running at full speed. Image: Avansum



Viktor Belyagov,
Founder and owner,
Avansum

Gerkin Windows & Doors, USA

Sliding system with Roto Patio Inowa ready for market launch



■ **PVC Family company Gerkin Windows & Doors from Nebraska, USA, has successfully positioned itself as the market leader for years, says Evan George. The Vice President of Sales and Marketing has worked at the company for 25 years. "We are supporting this claim with our new Patio Inowa sliding system."**

The company strives to develop products that impress with their elegant design while boasting maximum sealing for optimum energy efficiency. "We want to stay at the top of the market when it comes to both of these features." Going forward, company growth will continue to be driven by innovations in design and function based on high-quality products. "The new Inowa door will demonstrate that this philosophy is what puts us ahead."

Gerkin Management first encountered the Roto Patio Inowa hardware system in February 2019 at the International Builders' Show (IBS) in Las Vegas. The company was planning to develop a two-part sliding door solution. Traditional models, however, did not meet the sealing requirements of Gerkin Windows & Doors. Shortly after the conversation with Roto, the company decided to reset the standard for design, function and sealing on the North American market with its planned sliding system and Patio Inowa. Evan George is convinced, "For us it was



Image: Gerkin

Up to four active locking points in the mullion enhance the excellent sealing properties of the Roto Patio Inowa.

the perfect time to develop a new series with this fantastic hardware."

Partnership proves successful again
Profile development was completed in January 2021, and pre-production could begin. Gerkin



Roto Fasco Secura 9900 SPD: Gerkin customers value the new sliding handle with a robust design, which is available in various designs and colours.

Windows & Doors had set up a completely new production line for the new sliding door, from material provision through to the packaging machine. Evan George is convinced that this was an important investment for the company. "New products and innovations drive the future growth of a company. We are excited to launch this new product on the market and thereby improve the offering for our customers. The 'Wow' factor of the new sliding door will take our window and door sales through the roof!"

Reliable quality and delivery performance
Gerkin Windows & Doors has been processing hardware from Fasco since 2006. A trusting partnership was born, which continued when Fasco was integrated into the Roto Group in 2012. Collaboration with Roto Frank of America began in 2015. Sliding systems have been at the heart of the partnership for more than 15 years.

Patio Inowa makes it possible to produce a tightly sealed sliding system, even in large formats. This fits perfectly with Gerkin's philosophy of leading the market and the industry with the most tightly sealed building elements,

according to Evan George. The objective is to extend the market share of sliding systems significantly, as there is a huge demand for these in North America. He describes the strengths of the latest product development as follows:

"A high-end product with the best air- and water-tightness in the industry."

Start of market cultivation

Evan George is convinced that there are many customers looking for high-quality and energy-efficient balcony doors from Gerkin, the design of which is continuing the long history of development of unique high-end products. Gerkin products would have to continuously deliver the best air- and water-tightness in the industry and give customers the confidence that they will continue to work for years without maintenance or repair.

Strict requirements and the perfect response

Evan George wants to get one thing straight: Gerkin Windows & Doors does not only maintain its partnership with Roto North America because Patio Inowa is an impressive product. Just as important is the fact that Roto delivers high-quality products in good time. The customer service and overall cooperation also work very well.

"Roto North America is a great partner for us in all respects."

Gerkin Windows & Doors specialises in the manufacture of particularly durable windows and doors. "Our reliability and the high quality of our products are based on a special mentality. It is the philosophy and culture of our company to continuously strive to manufacture the best possible products and incorporate the latest technologies", underlines Evan George in conclusion. "Our partnership with Roto thrives thanks to innovative products and the fact that Roto is a supplier we can count on, one with whom we have established an excellent relationship over the years." www.gerkin.com

Questions about the current situation

The North American market

■ **In demand** In his role as President & CEO of The Americas, German-born Chris Dimou has long been closely monitoring the development of the construction industry in North America.

Here he takes a personal look back over recent months in the pandemic.

Roto Inside: Mr Dimou, after a brief period of turmoil at the start of the year, the construction industry in Europe found itself in a stable position in 2020. Some segments even experienced a revival. What have you observed in North America over the past months?

Chris Dimou: A very similar development. Most manufacturers of building elements were able to counteract the negative effects of the pandemic by being creative and with the support of Roto, among others. The trend towards increasingly high-quality windows has even gained momentum. Window manufacturers who focus on quality will experience continuous growth.

Roto Inside: Roto The Americas has been working with individual manufacturers to develop new, smart sliding systems based on the Patio Inowa since 2019. How is the demand for this hardware in particular developing?

Chris Dimou: As the trend towards ever-larger glass surfaces in residential construction also continues in North America, the interest in space-saving sliding systems has increased unabated in recent times. In this sense, the system arrived at exactly the right time. Manufacturers geared towards quality were complaining that many conventional sliding systems did not offer the sealing properties they wanted to offer their customers. With Patio Inowa, Roto has developed the exact hardware they had been waiting for.

Roto Inside: Does Patio Inowa impress as a tightly sealed system?

Chris Dimou: As a tightly sealed system and as one that supports a demanding window design. Narrow profile views are in demand

among American builders. The fully concealed Patio Inowa can also be used in very narrow profiles. Manufacturers are also able to produce extremely efficiently with this hardware. The benefits of their new sliding systems for end customers are not, therefore, a result of increased production effort. This plays an important role in a highly competitive market such as North America. Windows must remain affordable, even if they represent a real innovation with considerable added value.



Chris Dimou,
President & CEO
Roto The Americas,
Director of International
Markets, Door & Door
Innovation

For years, Gerkin Windows & Doors has been one of the market leaders in timber sliding doors on the American market.

Image: Gerkin



Eko-Okna S.A., Poland

Growth forecast for smart-slide with Roto Patio Inowa



smart-slide from aluplast

Image: aluplast

■ **PVC Poland's largest window manufacturer Eko-Okna is convinced that the sliding system smart-slide equipped with the hardware system Roto Patio Inowa will continue to grow in popularity over the next few years. It has already established itself extremely quickly among many of the company's almost 14,000 customers.**

Roman Bober, Product Manager at Eko-Okna, expects an annual increase in sales volumes of 20%. "For a long time, we have been experiencing increasing demand for ever-larger sliding windows and doors", he reports. "In addition to the sheer size, however, builders want a sliding system to be tightly sealed, energy-saving and functionally reliable. And of course it needs to be at an attractive price." Eko-Okna can satisfy all of these desires with smart-slide and Patio Inowa.

"smart-slide fits the demand trend like a key in a lock."

From his perspective, aluplast and Roto presented a sophisticated and market-ready solution in 2019 that also took into account the needs of window manufacturers with regard to production efficiency.

Product features impress worldwide

There is no doubt in Bober's mind as to which product feature has made the system stand out in most of Eko-Okna's 35 export markets: "The circumferential gasket and the active control of all locking points make the system as tightly sealed as a Tilt&Turn window. That's impressive." Sales volumes are growing steadily in markets such as Poland, France and Belgium, where there are strict requirements for the energy efficiency of buildings. An increasing number of dwellings are also being built on busy roads in cities, where noise protection, again the sealing of windows, is important.

"People want tightly sealed, noise-insulating windows for a better quality of life."

Building elements and the quality of these play an important role in living comfort, according to Bober.

Safety for large and heavy elements

Eko-Okna generally sells its smart-slide system with triple glazing to fulfil the performance promise of the tightly sealed system when it comes to thermal and sound insulation. This means that the sash makes heavy demands on



Eko-Okna produces building elements for retailers in more than 35 countries.

Image: Eko-Okna

the hardware. It is therefore an advantage that Patio Inowa in the standard version for PVC sliding systems is suitable for a sash weight of up to 200 kg.

The innovative closing movement perpendicular to the frame profile and the quality of the smooth-running rollers impress visitors to exhibitions, according to Bober. There, customers can experience first-hand how comfortably even very large sashes can be operated. "A sliding element that is 2,000 mm wide brings transparency and light into the home. But it is, of course, heavy. End customers know this too. The fact that it is still easy to operate like the smart-slide is particularly impressive."

Short installation times

The positive feedback from the production department was also a key factor in choosing smart-slide, recalls Bober. This sliding system is measurably faster to produce than others, as the profile and hardware match so well. "And time is money. Eko-Okna stands for products with an attractive price-performance ratio. But we can only offer these if the components from

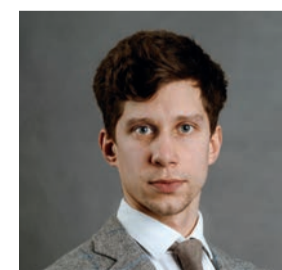
our suppliers, as is the case with smart-slide, can be processed quickly and efficiently on our standard production lines."

Growth continues

Working with the innovative sliding system offers a huge amount of potential for Eko-Okna and its dealers to build on their success. The quality of the suppliers is also without doubt essential when it comes to further development: aluplast and Roto have proven to be committed and dedicated partners. "For this reason and thinking ahead to the continuous further development of the sliding system Roto Patio Inowa, we look forward to continuing our cooperation." www.ekookna.pl

The Eko-Okna production site in the Polish village of Kornice

Image: Eko-Okna



Roman Bober,
Product Manager
at Eko-Okna

Image: Eko-Okna



➤ **For more information about the intelligent hardware with concealed technology for tightly sealed sliding doors**

www.roto-frank.com/en/roto-patio-inowa

Reynaers Aluminium, Belgium

Systematic material recycling

■ **Aluminium** The recyclability of materials and constructions plays an important role in sustainable building. International aluminium system supplier Reynaers has been focussing on the design and production of building elements with recyclable components for many years.

According to Michel van Put, Chief Product Officer at Reynaers Aluminium in the Belgian municipality of Duffel, at least 75% of all the aluminium ever processed remains in a reusable material cycle. As a system supplier of window and facade profiles, Reynaers holds itself responsible for strengthening this reusable material cycle as far as possible throughout the world. The company also prefers to work with partners who are committed to recycling and environmental protection.

“Since as early as 2015, we have been using TPE gaskets from Deventer.”



Recycling made easy

Reynaers profile designs enable the residue-free separation of aluminium, gasket, hardware and glass. “The clear separation of all materials used in the window means that these can be recycled and reused as new profiles, gaskets or glazing in production”, explains van Put. “This is a feature that is becoming increasingly important among investors and planners.”

Recycling plays just as important a role in the Deventer factories as it does on the Reynaers production lines. Up to 99% of manufacturing waste is recycled and fed back into the manufacturing process. This saves several hundred tons of raw material every year. The Deventer factory in the Netherlands is particularly oriented towards environmental issues, reports Mike Piqueur. In July 2020, the experienced Roto Manager assumed responsibility for the Deventer Group.

“The factory in Breda has imposed the strict Cradle to Cradle rules on itself and was awarded “Silver” for its efforts. Its relationship with Reynaers has been strengthened since that time. Today we co-develop solutions for greater sustainability in building element production.”

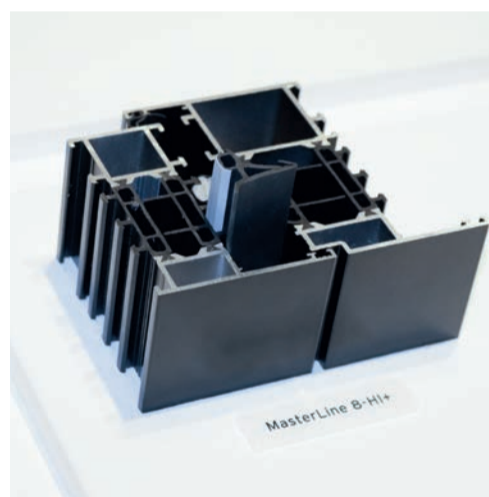
Sealing profile and hardware

Steven Malfliet, Product Manager at Reynaers, regularly meets John Schoenmakers, Designer at Deventer, to discuss new product concepts. In light of the global discussion surrounding the use of resources and the importance of a functioning circular economy for the protection of climate and the planet, this joint commitment is extremely important.



Headquarters of Reynaers Aluminium in the Belgian municipality of Duffel Image: Reynaers Aluminium

The **Cradle to Cradle Certified™** certificate verifies the safety of a product for humans and the environment as well as a design that takes into account future lifecycles. All of a company’s products are assessed according to a Cradle to Cradle standard. The implementation of the programme is supported by Cradle to Cradle guidelines in various categories. This ensures that safe and healthy materials and raw materials are used throughout the company and that water and energy are used sparingly. The avoidance of waste in production is also an objective of the Cradle to Cradle principle.



Deventer TPE sealing profile in the MasterLine 8 from Reynaers Aluminium Image: Reynaers Aluminium

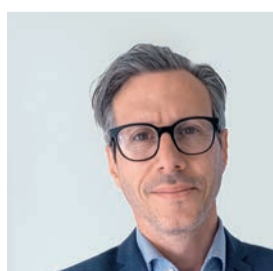
“With Reynaers and Deventer, window manufacturers become climate protectors.”

Standard is not enough

If it is to offer even greater performance in future, Deventer needs to undergo continuous further development, explains Piqueur. The more than 4,000 customer- and market-specific products from its own development department attest to the fact that it is not enough to merely produce and sell large quantities of standard gaskets.

“Deventer’s strength lies in developing special solutions as well.”

Long-standing customers of Deventer know that TPE is a material that enables gaskets to be produced not only in versions with large volumes but also with thin walls, according to Piqueur. “Large heads and narrow feet – system suppliers and window manufacturers understand how and why gaskets with these features offer attractive prospects for product development.” www.reynaers.com



Michel van Put, Chief Product Officer, Reynaers Aluminium

Image: Reynaers Aluminium



Steven Malfliet, Product Manager, Reynaers Aluminium

Image: Reynaers Aluminium

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