

# Roto Inside

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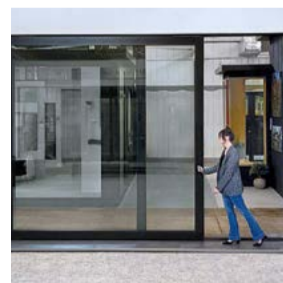
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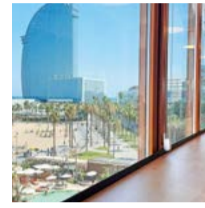
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Here's how Fensterbau Frontale 2026 went for us

## The Roto City leaves a lasting impression

■ **Company** Roto solutions really come into their own when a balance needs to be found between technology, design and customer benefits. Over the four days of the trade show, hundreds of experts, partners and interested parties from all over the world flooded into the Roto City we created for this event. We would like to thank all the visitors who helped us make this experience so special!



Welcome to #RotoCity

At the heart of our vivid Roto City was our city park, an open space which replicated the natural landscape. This was a place where people could come together, creating connections between our visitors and also linking the many different building types in our city. From the home and the office, through to the hotel, boarding house and villa – all rooms showed in practice how Roto products improve life “in between”: the place where windows, doors and sliding elements provide comfort, security, efficiency and design.

### Ultimate customer benefits: the perfect match

The coordinated interaction of hardware, seal and glazing technology demonstrated its full strength at Fensterbau Frontale. Whether it's windows, doors or sliding elements – together with our seal experts Deventer and Ultrafab, we offer integrated systems which provide maximum product reliability, efficiency and durability for building elements from window and door manufacturers around the world.

### Window solutions

Our hardware for Tilt&Turn, Outward Opening and Casement windows made from any frame material also attracted a lot of attention. The new developments we showcased included our comfort ventilation window in two different versions with the Roto NX | C concealed hinge side, innovative glazing seals from Deventer and robust Casement solutions with the X-Drive Operator. The proven Roto NX Tilt&Turn system and the Roto AL Tilt&Turn system specifically for aluminium frames with the new Roto AL Designo | STS 180° concealed hinge side were also popular exhibits.

### Door expertise

Roto Door offers complete solutions for external doors made from any frame material. The new Cross-Tec threshold line for balcony doors, which includes a barrier-free Zero version, celebrated its launch. And that's not all – there were other impressive product solutions from the Roto Door portfolio, including the Eifel TB | Edge threshold with its new angular design, the Roto Solid B | 224 A butt hinge, which has been designed for mounting using blind rivet nuts, the new Roto Safe C | L300 cylinder-operated 3-latch door lock and easy-to-install floor door seals from Deventer.



### Roto City – a unique experience, whether in person or digitally

At the same time as the in-person event was taking place, people were able to visit our Roto City virtually, even during the trade show, and experience all of our exhibits digitally.

If you want to find out more after gaining an initial insight at the event, or if you weren't able to be there in person, get in touch with your assigned Roto contact in Sales. They will guide you through the digital Roto City.

### Details on the following pages

All Roto product highlights from Fensterbau Frontale 2026 and testimonials from customers around the world

## In conversation



An interview with Marcus Sander, CEO of Roto Frank Fenster- und Türtechnologie GmbH

**Roto Inside: Mr Sander, Roto Window and Door Technology attended Fensterbau Frontale once again this year. What added value were you able to offer visitors there?**

**Marcus Sander:** Fensterbau Frontale got the year off to a good start for us, and sent a strong signal of how important the link between technology, design and customer benefits is. It's become very clear what our customers expect from us these days: solutions that function seamlessly, are easy to work with and bring real economic benefits. We designed our appearance at the trade show with precisely this in mind.

The Roto City offered visitors the opportunity to experience our systems in use at first hand, in realistic scenarios, tailored to the application and with a focus on topics like ease of movement, security and energy efficiency. Our perfect match – the coordinated interaction between hardware, seal, accessories and service – in particular led to many talks about specific projects. Our appearance at the trade show was clear evidence of how we create added value around the world with system expertise, technical precision and a focus on customer benefits. Anyone who wasn't able to be there in person has the opportunity to visit our digital Roto City at any time.

**Roto Inside: What role does the perfect match play for producers of windows and doors?**

**Marcus Sander:** Nowadays, many manufacturers are operating under extreme pressure in terms of costs, time and quality. Our customers want product solutions which reliably fulfil their

function, are efficient to process and are economical in the long term. Our perfect match gives them exactly what they're looking for. The modular principle behind our hardware systems means that components can be used flexibly for different elements, opening types and frame materials. This reduces the variety of different versions, while making logistics and purchasing noticeably simpler and more efficient. At the same time, all system components are integrated seamlessly in terms of technology. This speeds up processing, reduces mistakes and makes installation times much shorter on the whole.

**Roto Inside: You mentioned system expertise. What does this mean in specific terms for manufacturers?**

**Marcus Sander:** For us, system expertise means far more than the sum of individual products. Our hardware systems are fully integrated and complement each other in terms of both function and design. Perfectly coordinated Tilt&Turn components are used in sliding systems, for instance. Our specialists from Deventer and Ultrafab supply the ideal seals for this. All the parts in the Roto Door line, from the threshold and multi-point lock to the hinge system, also function seamlessly together. For manufacturers, this means fewer interfaces, simpler coordination and easier installation.

**Roto Inside: What support do you offer to your customers beyond the products themselves?**

**Marcus Sander:** We create benefits for customers through the interaction between product, service and support. Our international test laboratories offer certification in line with global standards. Digital tools like our customer portal, the Roto Con Orders hardware configurator and our Roto City virtual consultation platform ensure transparent processes, real-time data, efficient collaboration and support anywhere in the world. Customers can access the latest knowledge at any time on our e-Learning platform, while our Lean services help companies with process optimisation, digitalisation and automation. What does this mean for customers? Greater efficiency, increased productivity, less effort. Our services make decision-making faster, processes more stable and plans more reliable. These are the exact customer benefits that manufacturers need, alongside top product quality.

**Roto Inside: Many of your customers operate on an international scale. How do you ensure availability and proximity to customers all over the world?**

**Marcus Sander:** For us, global presence and local proximity are inextricably linked. With 18 plants, more than 30 sales subsidiaries and 31 logistics centres, we're located very close to our markets and produce goods exactly where they're needed. Our digitally connected teams are proactive, not reactive. For our customers, this means high delivery reliability, flexible response times and strong global partnership. We have a clear mission: identifying developments on the market early on, securing both local and global availability in the long term and enabling flexibility.

**Roto Inside: The building element industry is undergoing a dynamic transformation of increasing complexity. How are you supporting your customers through this process?**

**Marcus Sander:** As a company, we believe our main responsibility is to strategically strengthen our partners in an increasingly dynamic market environment. We accompany them throughout the entire value chain, from the initial product idea and technical clarification through to successful project completion. The first few months of the year have shown just how huge the global demand is for effective, reliable and efficient building elements. Our task is to give manufacturers the exact solutions they need – in high quality, in the correct quantity and at the required time. I'm looking forward to doing this together with our international teams and customers over the next few months.

**Roto Inside: Thank you for taking the time to talk to us, Mr Sander.**



Trade magazine article: the perfect match for window and door manufacturers

[ftt.roto-frank.com/en/perfectmatch](http://ftt.roto-frank.com/en/perfectmatch)

## Close to customers, modern and forward-looking

# Relocation of Roto subsidiary in Buenos Aires

■ **Company** Since being established in 2007, Roto Frank Latina S.A., a Buenos Aires-based subsidiary of Roto Frank Fenster- und Türtechnologie GmbH, has become a central hub for South American markets.

With its recently completely relocation to the Partido de Escobar, an administrative division in the north of the Argentinian capital, the company is making a clear statement that it is committed to further growth and stronger customer relationships in the region.



### Strategic site

The new site has a strategic location in a dynamically expanding industrial area. With 2500 square metres for storage purposes and 300 square metres of office space, it offers the ideal conditions for efficient processes. Roto now handles business in Bolivia, Paraguay, Uruguay, Peru, Columbia, Ecuador and Chile from this base in Argentina. The Roto sites in Argentina and Brazil deliver to customers directly and quickly.



### Greater benefits for customers

The enhanced infrastructure not only simplifies logistics processes, but also improves the service quality for regional market partners. The larger storage area results in optimised delivery times and reliable product availability. At the same time, the state-of-the-art industrial estate opens up the option of systematically expanding other market segments. What's more, customers can benefit from bespoke training courses specifically tailored to local requirements.

### Optimised processes and clear objectives

The relocation paves the way for internal process optimisations. The close proximity

to central construction regions and partner businesses as well as the state-of-the-art infrastructure of the new industrial area lay the foundations for smooth and streamlined processes. Transportation is also offered to staff in order to improve their daily commute. This service not only makes their everyday life easier, it also boosts team spirit within the workforce. The new site is presented on the whole as a future-oriented basis for regional further development. By enhancing its infrastructure, storage capacity and workforce, Roto Frank Latina S.A. is systematically focusing on growth to further consolidate its leading position as a supplier of hardware in the Argentinian PVC and aluminium market.

Celebrating the inauguration of the new site: Roto CEO Marcus Sander (centre) with Marlon Neves, Director Operations Roto Fermax (left) and Pablo Greppi, Head of Sales for Roto Argentina and South America (right).



### Celebrating the inauguration of the site

The new site was officially inaugurated at the end of February in a ceremony attended by more than 100 customers, partners and members of staff. Representatives from Roto management and the local area underlined the site's strategic importance for the continued development of Roto in Argentina. "As a global system supplier of architectural hardware and seals, we position ourselves where our customers are," emphasised Marcus Sander, CEO of Roto Window and Door Technology. "With the new site, we're deliberately investing in structures that enable us to cater to our markets even more efficiently and flexibly as a stronger partner." Regional perspectives were also brought to the forefront. Chris Dimou, President North and South America at Roto Frank Fenster- und Türtechnologie, explained: "Today, we're not only opening a new logistics centre, but also a new site that's a symbol of growth, dedication and confidence in the future."

For visions without barriers

# Comfort and Flex: new thresholds for Roto Patio Inowa and Roto Patio Inowa | Max

■ **Timber | Timber-aluminium** Smart, tightly sealed and design-oriented. Both versions of the Inowa hardware system – Roto Patio Inowa and Roto Patio Inowa | Max make sliding doors a joy. The innovative closing movement perpendicular to the frame profile and the circumferential seal with actively controlled locking points all around provide the very tightest sealing – even in the mullion. The Comfort and Flex thresholds now complete the perfect match, made up of hardware and seal, for Inowa sliding elements.

Even leaves weighing 400 kg no longer need to be lifted. As the structure is entirely mounted on rollers, the leaves slide easily and quietly. Soft functions and the proven Roto handle design, including the new Roto Square handle, make operation convenient. Delicate strikers and concealed locking components with cover cap in the mullion create a harmonious appearance with an attractive design. The circumferential locking points ensure secure and reliable locking.

The installation work has been reduced to the essentials and the number of screws is minimal, while it couldn't be easier to integrate it into existing production processes. The control unit, centre closer and roller unit are quick to install.

## Two versions of Inowa

- Roto Patio Inowa for formats up to 2000 × 2500 mm with a leaf weight of up to 250 kg
- Roto Patio Inowa | Max for formats up to 3000 × 3600 mm with a leaf weight of up to 400 kg

You can use the new Comfort and Flex thresholds with both Inowa solutions. Processing is much easier and quicker thanks to clever snap-in connections and the minimised use of liquid sealant.

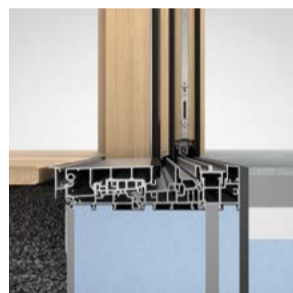


➤ **Roto Patio Inowa: turning your vision into reality**

[ftt.roto-frank.com/en/bro-346](http://ftt.roto-frank.com/en/bro-346)

## Comfort threshold

The Comfort version is synonymous with barrier-free living and boasts excellent rollover capability in accordance with ift guideline BA-01/1, class 5. It is recessed into the floor on both sides and provides a completely level transition that is easy to roll over.



### Features

- For timber and timber-aluminium with inward running leaves
- Accessible in accordance with DIN 18040
- Can be rolled over in line with class 5 from ift guideline BA-01/1
- Thermal separation in accordance with DIN 4108 thanks to PVC profiles in the central area of the threshold
- Circumferential sealing level with central seal system
- Suitable for floor-to-ceiling glazing
- Building connection in accordance with DIN 18195 and DIN 18531 to 18535 possible
- Simple installation: the components have clever snap-in connections
- The kick plate can be replaced
- Minimised use of liquid sealing compounds

### Advantages

- Complete accessibility
- Seamless integration into modern architecture
- High level of sealing, sound insulation and comfort
- Future-proofing for properties
- Efficient processing, short installation times, minimised service requirements



## Flex threshold

The Flex model is a flexible solution for new builds and renovations. It can be recessed into the floor on one side or completely surface-mounted and has a height offset of 22 mm including roller track. Available at the end of 2026.



### Features

- For timber and timber-aluminium with outward running leaves
- 22 mm height offset
- Can be rolled over in line with class 5 from ift guideline BA-01/1
- Thermal separation in accordance with DIN 4108 thanks to PVC profiles in the central area of the threshold
- Circumferential sealing level thanks to integrated stop seal
- Flexible installation options: recessed on one side or surface-mounted
- Simple installation: the components have clever snap-in connections
- The kick plate can be replaced
- Minimised use of liquid sealing compounds

### Advantages

- Ideal for renovations
- Flexible adaptation to different installation situations
- High level of sealing, sound insulation and comfort
- Efficient processing, short installation times, minimised service requirements

## Trade fair review: Fensterbau Frontale 2026

# A perfect match for windows and doors

■ **#perfectmatch** This year will once again see many exciting additions to the range of products Roto offers for window and door manufacturers. Our perfect match – the coordinated interaction between hardware, seal and glazing technology – ensures the impressive ease of movement and functionality of our customers' window and door solutions.

The Roto NX Tilt&Turn hardware product range is trusted by window manufacturers, regardless of whether they work with PVC, timber or aluminium. The portfolio demonstrates its added value in terms of functionality and appearance in many different applications around the world.



The market launch of the new modular **repair lock** is scheduled to take place this summer. It is a flexible substitute solution for rapid replacement of defective or outdated locks in external doors. It is not tied to a specific manufacturer, can be combined in a variety of ways and is compatible with almost every door in all frame materials. The modular design, consisting of basic lock unit and connection set, offers many possible combinations. The additional locks are included in the connection set. The couplable basic lock unit can be operated either by cylinder or lever handle and is based on proven technology. The connection set is easy to install thanks to its upper and lower extensions and its connecting links. The straightforward cropping process prevents the extensions from being cropped incorrectly.



Cem Yeşilirmak  
Co-owner  
Arma Yapı Sistemleri  
San. ve Tic. A.Ş.  
www.armayapi.com.tr

"It was once again truly inspiring to experience the latest innovations at the Roto stand. The new Comfort threshold perfectly completes the Patio Inowa system and enables us to offer a genuinely 100 percent accessible solution. With this solution, we are now able to present our window manufacturer customers with a fully aligned system that combines outstanding functionality with strong design appeal. The option to integrate Roto Square adds a distinctly modern, architectural character and opens up exciting possibilities for contemporary building design. As profile systems across all materials are increasingly moving towards a more cubic, minimalist aesthetic, Roto Square is attracting growing interest – especially from architects who value building components that seamlessly enhance their designs with a modern, high-quality touch."

Roto Sliding offers space-saving hardware systems for sliding windows and large sliding doors that are reliably tightly sealed, to match any style of architecture and to meet any requirement – in all frame materials.

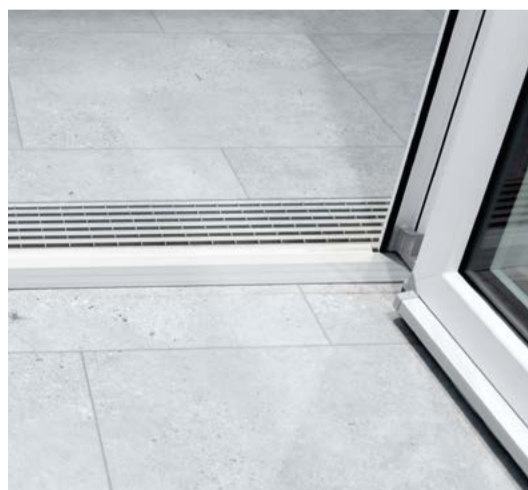
For door manufacturers, the Door portfolio offers a full range of products for external doors made from PVC, timber and aluminium. Main door hinges, multipoint locks and thresholds, plus door seals from Deventer, are precisely coordinated as system components – for ultimate operating convenience, burglary protection, sound and thermal insulation.

Manufacturers can use the Roto Eifel thermally broken thresholds to produce timber and PVC entrance doors and balcony doors with reliably thermally insulating properties. The line includes the **Eifel TB | Curve** threshold with a rounded shape as well as the new **Eifel TB | Edge** version (shown in the image) with a rectangular design. The extensive range of accessories includes practical detail-oriented solutions that offer attractive benefits for customers. Each part optimises the functionality and durability of the threshold – from aero stops to additional profiles. For a perfect match when it comes to doors, Deventer floor door seals are paired with thresholds to prevent wind, cold, heat, dirt and noise from entering living areas.



➤ **Roto Door:**  
top technologies for  
outstanding doors

[ftt.ROTO-frank.com/en/door](http://ftt.ROTO-frank.com/en/door)



The new **Roto Cross-Tec** threshold system with patented "Click" installation has been designed for single- and double-leafed PVC main doors, patio doors and balcony doors. No wet sealant is needed to work with it. A dry seal provides the necessary sealing effect between the profile and threshold. The Custom version is an another added advantage for efficient production. The Cross-Tec thresholds can be cropped and preassembled at the factory if requested. The image shows the **Cross-Tec | Zero** threshold. With a threshold height of 0 mm, it provides a barrier-free transition in accordance with DIN EN 18040.

This PVC door has been equipped with the **Roto Safe C | L300** cylinder-operated 3-latch multipoint locking system. The **Roto Eifel TB | Curve** threshold is installed to complement the door's design. The **Roto Solid S | PS 27** universal two-part screw-on hinges are suitable for timber and PVC doors up to a leaf weight of 120 kg. An integrated anti-lifting device prevents the door being unhinged by an unauthorised person. When fully assembled, large adjustment distances mean that custom height, lateral and gasket compression adjustments can be made without undoing the fixing. The Roto Solid S | PS 27 two-part screw-on hinges come mostly preassembled, saving time in door production. They can be used on DIN left / DIN right. A wide range of powder-coated surfaces helps create an individual colour scheme.



The new **Roto Safe C | L300** cylinder-operated multipoint lock offers noticeable operating convenience for external doors made from any frame material. Three latches secure the door leaf automatically and evenly at multiple points and ensure a reliable sealing closure even if the door warps due to the weather conditions. Just one turn of the key is all it takes to extend the main deadbolt and power wedges. The precisely coordinated main lock mechanism ensures smooth locking and unlocking.



“Our evolution drive HST Lift&Slide door combines slender profiles with Roto Patio Lift | Slim and the new Roto Square lever handle. The threshold we tailored to the system ensures accessibility. The entire system impresses with its exceptional ease of movement and use. The fact that the sash profile doesn't need to be routed in the area of the roller units boosts efficiency in production. DesignLocking strikers and espagnolette, drilling protection, an anti-jemmy device and a lockable handle from Roto, plus additional security-relevant components from Salamander, make the system RC 2-compatible. An excellent system that's very popular with our customers.”

Maximilian Blaske, Product Manager,  
Salamander Industrie-Produkte GmbH  
[www.salamander-windows.de](http://www.salamander-windows.de)



The new **Roto Square** handle line boasts a strikingly modern and angular design and a varied range: crafted with straight lines for comfort you can feel. A clear and puristic yet varied handle aesthetic that consistently combines design and comfort. The portfolio includes window handles in standard and long-lever versions, balcony door and narrow-plate sets plus special lever handles for the Roto Patio Inowa, Roto Patio Alversa and Roto Patio Lift sliding systems. The handles feel pleasant to hold and offer ultimate operating convenience. With a resistance of 40 Nm, the lockable window handle shown in the image makes it difficult to break the handle off during attempted break-ins. Thanks to VarioFit® technology, the spindle length is automatically adapted to different window profiles.



Used on this Lift&Slide door with the **Roto Patio Lift** hardware system, **Roto Square** makes it clear what this handle line has been developed for. The handle combines an angular, strictly puristic design language with impressive comfort and ergonomics. Large sliding elements are where the functional strengths of the new design really become apparent: the lever handle, with its striking shape, allows sliding elements to be used intuitively and with just one hand, even at high sash weights. At the same time, it facilitates impact- and jerk-free locking, making the locking mechanisms reliable and effortless to control. In conjunction with the extraordinary variety of different versions in the handle line, Roto Square proves how an angular design can be combined with technical performance to create a handle for modern architecture with character.



Using the robust **Roto Patio Inline | SR** Parallel Sliding hardware, sliding elements made up of extremely slim aluminium profiles are flexibly produced to meet customers' requirements. The steel hook integrated into the espagnolette boasts exceptional pull-out strength. This makes the compact Inline | SR a real powerhouse. Its high quality minimises the risk of complaints, while its stability and robustness boost customer satisfaction. All hardware components meet the requirements of corrosion protection class 5 in accordance with DIN EN 1670. The system has been tested over 20,000 cycles in line with long-term functional performance class H3. The height adjustable tandem roller units are easy to install and adjust at the customer's premises.



↗ **Roto Sliding:**  
hardware systems for large windows and sliding doors

[ftt.roto-frank.com/en/sliding](http://ftt.roto-frank.com/en/sliding)



The **Roto AL Designo | STS 180°** concealed hinge side was developed for inward opening aluminium windows with traditional or flush profile systems. It achieves an opening width of 180°: when fully turned open, the sash is “parked” parallel to the wall. It is easy to safely clean the outside of the window, while the risk of colliding with a window sash that protrudes into the room is reduced. AL Designo | STS 180° is compatible with many components from the Roto AL modular hardware system and various opening restrictors from Roto.



High-quality hardware and durable seals are the main factor which determines how long windows and doors will function as intended. The **DS 7354c** coextruded glazing seal from Deventer for timber-aluminium elements and facades provides long-lasting and flexible sealing for the joint between the aluminium shell and pane of glass with a stop distance of up to 6.5 mm. This reliably protects the profiles against moisture. The seal head made from particularly flexible silicone foam keeps the compression consistent as the pressure increases. DS 7354c can be processed under construction site conditions and at any outside temperature. This makes it easier to produce a transom / mullion facade, which isn't glazed until it reaches the installation site. And that's not all – the new sealing profile can be used as a replacement seal for maintenance on dry-glazed timber-aluminium windows.

## Trade fair review: Fensterbau Frontale 2026

# Testimonials from customers



Rafael Sartori Fardo  
Managing Director (left)

Fabio Luiz de Souza  
Owner (right)

Bazze PVC Ltda  
Brazil  
www.bazze.com.br

■ **Brazil** “As the leading manufacturer of PVC profiles and custom-made PVC window and door systems in Latin America — with more than 22,000 square meters of manufacturing space in Rio Grande do Sul, Brazil — Bazze PVC produces with a level of technical rigor that only a few manufacturers on the continent can match. Ensuring high performance means that every component must live up to the standard of the final product. For our Tilt&Turn windows, this requires using Roto NX hardware, engineered to support our sash weights of up to 100 kg and consistent gasket compression. This results in superior performance and greater efficiency. This was the decisive factor in choosing Roto as our exclusive hardware supplier. Our partnership with RotoFermax is no coincidence. It reflects the same logic behind every technical decision we make: the real cost of a window frame is not its purchase price, but how it performs over time. Our visit to Fensterbau Frontale reinforces this commitment — staying ahead of trends, understanding the direction of the European market, and bringing that perspective to the Brazilian window and door industry.”

■ **Scotland** “We can always rely on Roto’s strong back up service. This reliability, combined with the good product performance and the brand’s reputation, has been the key reason for our partnership since 2019. For our outward opening windows, we use the FRH Uni friction stays and the Roto Twin Cam Security Lock (TSL). In our Tilt&Turn windows and doors, we rely on Roto NX and also process various Roto sliding hardware systems. We really value the reliability of the products. The hardware does exactly what it says it will do. In day to day use, it performs consistently and maintains a high standard of quality, even in more challenging environments such as coastal locations. Trade fairs like Frontale are a great opportunity for us to meet people face to face, explore new product ideas and keep developing our product knowledge.”



Scott Dowling  
Managing Director  
Cairngorm Group, Scotland  
www.cairngormgroup.co.uk

■ **Czechia** “We were particularly impressed by the new Comfort barrier-free threshold for Roto Patio Inowa | Max at the Fensterbau Frontale trade show. Its technical quality, excellent functionality and ability to be easily implemented into our production processes mean that it’s exactly what we’re looking for. We think highly of the sophisticated system solutions and the extremely dependable collaboration with Roto as a partner. We’ve been working together since 2017, and in addition to the sliding hardware system, we also use Roto NX, Roto AL and various door hinges. We don’t just get high-quality hardware, but also technical expertise, quick responses to our questions and a high degree of process reliability so that we can produce efficiently and economically. Our partner supports us in ensuring constant quality standards at all times. This is essential for us. We always use the trade show as an opportunity to learn about new product features, get to grips with trends in window and door construction and catch up with our contacts. All of this helps us to continuously develop our systems.”



Pavel Novy,  
Managing Director  
Kalibra Nova, s.r.o.  
Czechia  
www.kalibra.cz



Walter Wolf  
Managing Proprietor  
(left)

Hans Augschöll  
Managing Director  
(right)

Wolf Fenster AG  
Italy  
www.wolf-fenster.it

■ **Italy** “Wolf Fenster AG from South Tyrol has been synonymous with innovative and sustainable timber and timber-aluminium solutions for over 60 years. We develop premium windows and sliding solutions, including for complex low-energy and passive house projects. We’ve been collaborating with Roto as a trusted partner for over 30 years now. The company always provides us with a quick, technically accurate and straightforward response. Roto is now our sole supplier of hardware and seals. We use Roto Patio Life, Patio Inowa, Patio Fold and Patio Alversa for our sliding solutions, while we equip our windows with Roto NX, including the Roto NX | C concealed hinge side. Together, we tailor Deventer seals to our systems. The hardware and seals meet our requirements for format sizes, design, operating convenience, ease of installation and sealing values. Our participation in the 2025 KlimaFactory initiative is testament to our mission of bringing sustainable production processes together with high efficiency. Our measures significantly reduce energy consumption and CO<sub>2</sub> emissions – without compromising on quality or reliability. Roto is as committed to its sustainability objectives as we are, which is why it’s a good fit for us as a hardware supplier that helps us meet our high quality standards.”

■ **Hungary** “We’ve been working with Roto since back in 2004 and have been using the Inowa hardware since 2020, with great success. Inowa is the perfect solution for our premium segment, as this hardware raises the benchmark for sealing, operating convenience and processing. With the new thresholds, the perfect match is now complete. Our mission is to open up the market for timber sliding elements in Hungary with innovative products. In future, we’ll be using the Comfort threshold to help us do this. This is because its barrier-free design in accordance with DIN 18040 and the excellent rollover capability of the threshold in particular are in line with our philosophy of combining attractive architecture with practical benefits in everyday use. What’s more, the robust, thermally broken design ensures long-lasting energy efficiency and reliable sealing. For our customers, this means extra comfort, security and future viability.”



Gábor Kapui  
Plant Manager  
(left)

Zoltán Berghoffer  
Managing Director  
(right)

Rábaablak Kft.  
Hungary  
www.rabaablak.hu



Ergo Jüristo, Head of Development  
Viking Window AS, Estonia  
www.viking.ee

■ **Estonia** “Inowa hardware has been part of our Innova system since 2017. Since the market launch, our Innova hasn’t just established itself in Estonia. This tightly sealed system has been flying off the shelves in the United Kingdom, Ireland, Norway, Latvia, Sweden, Japan, and the USA too. The new Inowa Flex threshold has come at just the right time for us, as high energy efficiency in new builds and renovations is a hot topic on the markets. Architects, construction companies and homeowners need state-of-the-art, durable and energy-efficient building elements to elevate their projects to the next level. The Flex threshold is the ideal solution for this: easy to install, thermally broken, with circumferential seal and very easy to roll over. The low assembly height and the possibility of recessing the threshold completely or partially into the floor gives us unprecedented freedom for many different construction situations. For us, this threshold solution feels like another huge step forwards. A product development that offers our customers real added value and is a logical addition to our system to keep pace with the latest developments.”



Carlos Ladriñan Majano  
Managing Director  
Regicarp S.L., Spain  
www.replus.es

■ **Spain** “Over almost two decades of working with Roto, a business relationship has developed into a true partnership. At Replus, quality has always been – and continues to be – our most important benchmark. With Roto NX Tilt&Turn hardware for PVC and aluminium, the Roto sliding systems Alversa and Inline, and various Roto door locks, we deliberately rely on products that perform, are compatible with our largely automated production, are proven to be reliable, and at the same time meet our expectations in terms of design and value. Choosing Roto was not an easy decision at the time. We tested intensively and questioned every detail. But once our elements equipped with these hardware had withstood all loads, it became clear to us: this is the right combination to offer our customers something truly good. This conviction still guides us today – and it has been confirmed by the market. What we particularly value in our partner is not only the wide range of solutions, but above all the mindset behind them: innovative strength, reliability, and a genuine understanding of our requirements. Roto supports us in continuously developing our products and processes and in moving confidently into the future. Our special thanks go to the entire Roto team in Spain. Their personal commitment and strong sense of togetherness make this collaboration truly unique for us. We do not feel as if we are working with a supplier, but rather as if we are among friends – almost like visiting a family in their own home here at the trade fair. For us, Fensterbau Frontale is indispensable for experiencing market trends and new developments first-hand.”



Elina Roo  
Manager Sustainability  
& Innovation (left)  
Mark Vreugdenhil  
Technical Manager  
Business Development  
(right)  
Rollecate Kunststof B.V.  
Netherlands  
www.Rollecate.nl

■ **Netherlands** “For us, Fensterbau Frontale is a key industry meeting point to assess innovations in the market and gain new impulses for our own product and system development. As a Dutch specialist in high-quality PVC, aluminium and steel facades, we place great importance on high-performance, easy-to-install and material-independent solutions. This is why we have been working with Roto since February 2025. We value the technical expertise of the local Roto specialists, the short response times for urgent enquiries and the high level of innovation. Our partner offers a complete product portfolio. The option of automated assembly processes, digital tools and app-based applications were key factors in our decision when selecting a system partner. We use Roto NX, Patio Inowa and various door locks. For us, simple and efficient installation as well as high performance in terms of wind and driving rain tightness, sound insulation and burglary resistance are decisive. The systems can be flexibly integrated into different frame materials. Especially for large-format elements and high sash weights, this provides clear added value for our sophisticated hybrid facade and window concepts.”



Matthias Steinberger  
Head of Sales  
Rieder GmbH & Co KG  
Austria  
www.rieder-zillertal.at

■ **Austria** “We recently made the switch to the Roto NX | C concealed Tilt&Turn hardware and have already used it successfully in a construction project. The hinge side C offers the crucial flexibility that we need, especially for complex detached houses like the one we recently built in Tyrol. It makes larger sash heights, widths and weights possible, therefore covering requirements that couldn't be met by previous concealed hardware systems. Another huge advantage is that sashes are now far easier to mount and unhinge, making work simpler for our fitters as well as those of our trade partners. And that's not all – the hardware also impresses with 20,000 cycles in long-term functional performance class H3. This offers extra functional safety and is an important selling point in tenders. With Roto NX, as a whole we're relying on a system that embodies high quality, delivery reliability and an efficient strategy of using the same parts. We've been collaborating with Roto for many years now, and we've always found them to be a dependable partner who treats us as an equal. Our cooperation is characterised by short decision-making processes, an impressive data service and expert technical support on site. This professional communication is exactly what makes visiting the Fensterbau Frontale trade show so worthwhile for us.”



Ömer Mete Alli  
Owner  
A2 Kapı ve Pencere Aksesuarları  
San. Tic.Ltd. Şti., Turkey  
www.a2aksesuar.com

■ **Turkey** “Fensterbau Frontale is essential for discovering new products and experiencing innovations at an early stage. We always look forward to visiting the Roto stand, as Roto consistently sets new trends and presents solutions that help us differentiate ourselves in the market. This year was no exception. The new developments add a modern touch to our product range and respond clearly to current market demands, especially in terms of accessibility. They allow us to offer our customers solutions that are fully compatible across our entire portfolio. We process a wide range of Roto products, including Roto NX for PVC and aluminium, sliding hardware, door locks, window handles and Deventer seals for windows and doors. We've been working successfully with Roto since 2007, and this long-standing partnership continues to support our development.”



Mike Battistel, President  
Cascadia Windows & Doors, Canada  
www.cascadiawindows.com

■ **Canada** “At Cascadia, we focus on what is most important to our customers: durability, clean design, and long-term performance. This focus drives how we design our systems, integrating materials, engineering, and hardware into the window system to support resilient, high-performing buildings. Since our founding in 2008, we have partnered with Roto, building a collaboration grounded in a shared commitment to product performance and technical knowledge. What sets Roto apart is its global expertise in window and door hardware, combined with a flexible yet extremely precise development process. When paired with our experience in high performance fiberglass systems, this enables truly unique solutions. It allows us to deliver high quality window and door systems while maintaining the sleek, clean design our customers expect. One example of this collaboration is our Universal Series™ commercial grade fiberglass window system. The combination of the Roto X DRIVE Operator and the concealed Roto NX | C allows for flush-mounted elements. In this way, two hardware system worlds are integrated into our outward-opening fiberglass window system: the North American outward-opening operating style and the Central European Tilt&Turn hinge system. This enables multidimensional adjustment of the hardware. The consistent commitment to optimally adapting the hardware technology to our high performance fiberglass profiles is a key strength of our collaboration. Our commitment to continuous innovation is also reflected in our visit to this year's Fensterbau Frontale. It is one of the world's leading events for the window and facade industry, where we connected with partners, explored new technologies, and engaged with international developments in high performance window systems.”



Henry Dudek  
Owner and managing  
Director (left)  
Krzysztof Kozłowski  
production manager  
for Scandinavian  
windows (right)  
Dudek Group  
Poland  
dudek-group.pl

■ **Poland** “We've been working with Roto since the Dudek Group was established back in 1984, and we use Roto NX for our Tilt&Turn windows. Our customers expect long-lasting windows and doors with a premium finish. That's exactly what we offer. I'm confident that more and more builders will choose natural materials in future, and that the combination of timber and aluminium will take on a bigger role. Whether it's unusual window shapes or bespoke solutions for new build projects, we're in the perfect position to meet this demand. What I appreciate most about the collaboration with Roto is the personal relationship and the strong, clearly recognisable brand. At the Fensterbau Frontale trade show, I was particularly impressed by the Roto Patio Inowa sliding system with the new thresholds. This addition now makes Inowa a complete system consisting of hardware, seal and threshold. With good thermal insulation properties, it's an attractive product for colder regions of Europe in particular, such as Scandinavia.”

## Roto Drive&Control opens, closes and monitors

# Electronic components for comfort, security and energy efficiency



### Roto E-Tec Drive electric drive

This concealed wired electric drive, which can be fully integrated into the Roto NX Tilt&Turn hardware, facilitates the safe unlocking, tilting, closing and locking of timber, PVC or aluminium windows up to a sash weight of 100 kg – even in hard-to-reach places. The E-Tec Drive can also be combined with sensors, timers and data bus or smart home systems to perform fully automatic tilting and locking.

### Roto E-Tec Control wired sensors

Whether for security technology or room climate, the wired sensors can be used to monitor the status of windows, doors and sliding elements made from timber, PVC or aluminium. As the basis for intelligent building system technology, the contact elements transmit their information to burglar alarm systems, temperature control systems or other control systems. A magnetic locking and opening monitoring system (MVS), a magnetic thermostat sensor (MTS) for ventilation and temperature monitoring, and an extractor hood control (DAS) are available.

### Roto Com-Tec wireless sensors integrated into the hardware

These radio-based sensors for networked home automation can be used to check the status of timber or PVC windows at any time and from anywhere using a smartphone or tablet. The sensors use the established, non-proprietary EnOcean wireless communication protocol, meaning they can be integrated into standard smart home and data bus systems without any hassle. Manufacturers can use the Control Unit to check whether the sensors are working properly, ensuring complete availability.

Three sensors are available:

- A concealed wireless sensor for opening monitoring
- A concealed wireless sensor for opening and locking monitoring <sup>1)</sup>
- A concealed wireless sensor for opening and locking monitoring with additional vibration and tilt detection <sup>1)</sup>

<sup>1)</sup> This sensor shows in detail whether the building element is locked or is in a turn or tilt position.

The examples of use shown on this page illustrate the diversity of the product range that was presented at Fensterbau Frontale 2026.

Welcome to the world of Roto Drive&Control!

■ **Electronics Roto Drive&Control supplies drives, sensors and control systems of tested quality, which enable windows, doors and sliding elements to be operated intelligently and with minimal barriers. All components have been optimally coordinated with Roto hardware and multipoint locks – for the perfect match in future-proof buildings.**

The Roto Drive&Control product range combines three product brands:

- Roto E-Tec Drive for timber, PVC or aluminium elements
- Roto E-Tec Control for timber, PVC or aluminium elements
- Roto Com-Tec for timber or PVC elements

The products can be combined in various ways and offer many possible applications.

### For wired and wireless systems

Whether in a data bus system or smart home system – all Drive&Control products can be effortlessly incorporated.



The fanlight in this comfort ventilation window is moved by the **Roto E-Tec Drive**, a concealed electric tilt drive. It opens the window quietly using a retraction mechanism that tilts the sash. The tilt depth can be set to any value depending on requirements. The Roto E-Tec Drive is activated as required using a wireless push-button or remote control, or as part of a smart home system. The tilt drive is now available for windows made from any frame material with a sash weight of up to 100 kg. When paired with sensors, timers, data bus or smart home systems, it can also be used to tilt and lock windows fully automatically.



The PVC sliding system featuring the Roto Patio Lift Lift&Slide system meets the requirements of resistance class RC 2. The **MVS-B** contact element for locking and opening monitoring is installed concealed. The result is a sliding door with an attractive design and increased burglary protection. All components for mechanical and electronic burglary protection have been optimally coordinated with the profile system, helping to achieve the defined protection objectives.



Electronic door opening provides greater operating convenience, which is why an increasing number of customers are requesting this feature. The aluminium door shown here is equipped with Roto Solid C concealed door hinges, the **Roto Safe E | Eneo CC** electromechanical multipoint lock and a hand-held transmitter. The radio receiver is integrated into the Eneo CC drive unit as standard. This enables the door to be opened electronically. The **Eneo "4in1"** access control system is another option for electronic door opening. It combines four opening functions in one device: the door can be opened either using a mobile phone connected via Bluetooth, a finger scan, an RFID-capable medium or by entering a numerical code. The hand-held transmitter can be used separately from the "4in1" access control system or in conjunction with it.



This entrance door has been equipped with the **Roto Com-Tec | Basic** wireless sensor. This sends information about an element's opening status to a smartphone or tablet. Thanks to encrypted data transfer and a long battery runtime, it offers a high level of security. The **Control Unit** is used to check whether the sensor installed concealed in the hardware groove is working properly. The sensor is suitable for timber and PVC windows and doors, and is compatible with the Roto NX Tilt&Turn hardware system and the Roto Patio Alvers Parallel Tilt&Slide system.



If a building element featuring a Roto **MVS-B** contact element is opened, a magnetic field is disrupted and a signal is sent to the burglar alarm system. If this burglar alarm system is activated, a warning signal will be sent. The Roto MVS-B contact element is potential-free, meaning it can be integrated into all standard data bus or smart home systems. This is important for planning and construction work, as a burglar alarm system often isn't planned until after the doors and windows have been picked out. All Roto MVS contact elements are certified for use in burglar alarm systems with medium to high burglary protection (VdS classes B and C, EN classes 2 and 3).



➤ **Security, comfort and energy efficiency – fully automatic**

[ftt.roto-frank.com/en/bro-367](http://ftt.roto-frank.com/en/bro-367)

## G. Baumgartner AG, Switzerland

# Fully automatic, precise, flexible: timber / metal window production for the future

■ **Timber / metal** G. Baumgartner AG has long been renowned for its fully automated production of timber / metal windows. This involves mechanically installing hardware solutions from the Roto NX range. Over the past year, an impressive growth initiative has been taking shape at the Swiss family-run business.



In 2025, the year marking the 200<sup>th</sup> anniversary of the company's founding, a construction measure for doubling the production space was successfully concluded. Frames with dimensions of up to 4800 mm x 3000 mm and sashes up to 3000 mm x 3000 mm are now being produced fully automatically on the new systems. By doing so, the company achieved its aim of producing all current standard window formats fully automatically. The extension of the buildings and the new production facilities were planned by Thomas Baumgartner and his three sons, Adrian, Fabian and Stefan. Stefan Baumgartner spoke to Roto Inside about what's in store for 2026 and 2027.

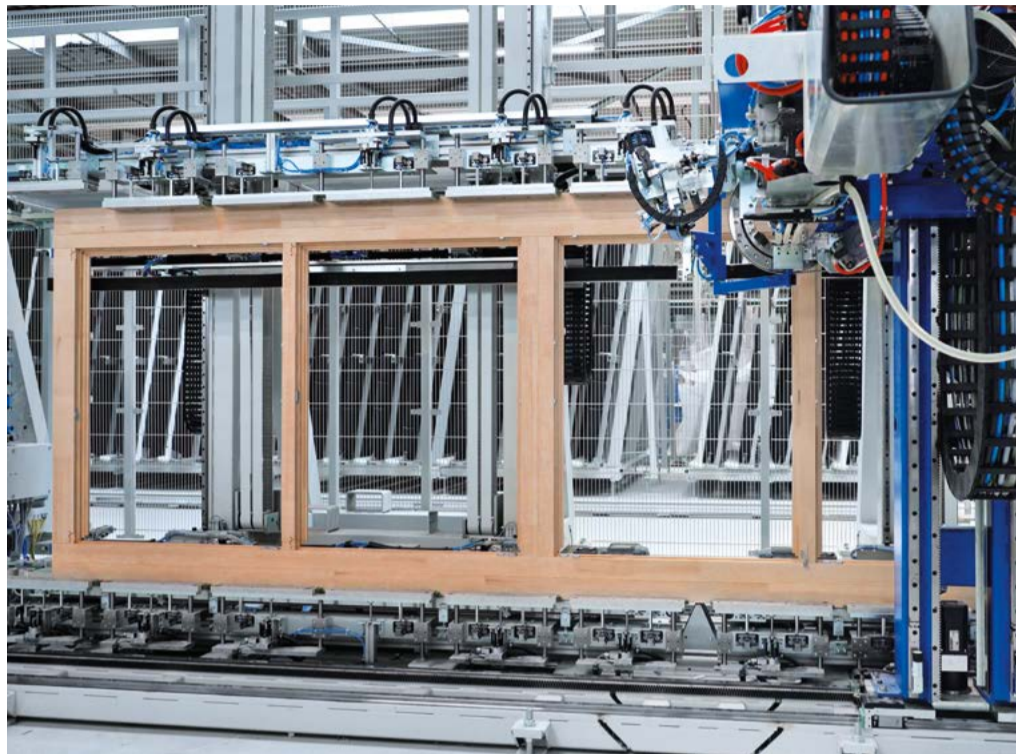
### Plant construction for the future

"We essentially never stop developing our systems because we want to adopt every efficiency- and quality-boosting future technology as our own," he highlights. The family has been working closely with its plant manufacturer Lemuth and its hardware supplier Roto for more than 20 years now to continuously develop its fully automatic timber window production.

Roto is always ready to listen whenever staff and decision-makers at G. Baumgartner AG share their experiences from their daily support and planning activities. This makes a difference, as it's how we manage to continuously improve. "In our opinion, Roto is a pioneer when it comes to hardware, which is why it's so important to us." Together, we've given ourselves an edge over the competition.

### State-of-the-art technology on three storeys

In 2026, a new, digitised finished goods warehouse equipped with sliding shelving will be set up on the basement level of the extended company buildings, while a new machining installation will be added to the ground floor and a new surface coating system to the first floor. These are set to be followed in 2027 by new systems for timber cutting and sash hardware. Roger Schaer, Managing Director of Roto Frank (Switzerland) GmbH, reports that the number of adjustments required has decreased over the years, as the Design team considers all possible processing methods in their work.



At G. Baumgartner AG, frame hardware components are installed fully automatically. All parts of the Roto NX Tilt&Turn hardware are installed by robots.

### Short delivery times, outstanding reliability

The production line, commissioned in 2024, for installing frame hardware components and a large finished goods warehouse for preproduced elements mean that customers can always expect short delivery times and ultimate reliability. "We generally work so closely with our customers that windows are delivered to the construction site as soon after production as possible," underlines Stefan Baumgartner. He is personally involved in sales, planning and project organisation. "But if there are ever construction delays, we can keep the elements in our finished goods warehouse, where they're protected until they're installed. This service is just as important as the planning we provide before production."

### Expert planning included

"Comprehensive technical support is playing an increasingly important role when collaborating with construction companies and investors," reports the businessman. Window

**"Roto designs every single component so that it can be processed reliably, whether manually, partially or fully automatically."**

A robot can grip, turn, position and bolt each component.

### Fully automatic hardware installation of Roto NX

Regardless of whether it's ground-floor windows in RC 2, windows for a high-rise building with extreme wind loads in RC 1 or windows with standard security that are being produced – all of the required components from the Roto NX hardware product range are installed fully automatically.

The number of orders for elements with a concealed hinge side is also constantly increasing. Baumgartner is in a good position to meet this trend in demand too. The Roto NX | C concealed hinge side will be integrated into production over the course of the year.

Loyal partners for many years: Roto Customer Adviser Florian Baumann, Stefan Baumgartner and Roger Schär, Managing Director of Roto Frank (Switzerland) GmbH (from left to right)



manufacturers increasingly need to be well-versed in preventive fire protection, in particular, when communicating with the project and construction managers. Collaboration with Roto helps us with this.

**"Our fire protection elements with Roto NX have undergone extensive testing and approval processes."**

This offers crucial added value for planners and investors – and makes Baumgartner the number one choice, especially when projects have to meet particular fire protection requirements.

### Measurably better

For clients, the life cycle assessment of Baumgartner's elements is just as important as the range of windows with tested fire and burglary protection. Stefan Baumgartner points out that this is more than 70% better than an average timber / aluminium window, a statistic that can be proved.

Since as early as the end of the last millennium, the window factory in Cham has held a reputation as a "green factory" even beyond national borders. The recent expansions were also fully geared towards protecting the environment and our local area. The family believes: "The promise we make to our customers is that we'll give them certified, extremely sustainable timber windows produced in an eco-friendly way. After all, we think it's our duty to do everything in our power to minimise emissions caused by our production and to ensure our own buildings are sustainably constructed."

The plans were devised gradually over many years in conjunction with experts and the authorities. The public's opinion was taken seriously at all times. This paid off for the Baumgartners when a clear majority voted in favour of the factory extension during a referendum. "That made us very happy because, at the end of the day, it's not about the future of our company, but the future of all of us and the planet we're living on."

[www.baumgartnerfenster.ch](http://www.baumgartnerfenster.ch)



Fabian, Adrian, Maria, Thomas and Stefan Baumgartner (from left to right)

All images on this page: G. Baumgartner AG



At the traditional headquarters in the municipality of Cham, G. Baumgartner AG was given the go-ahead in a referendum to significantly extend and further optimise its production.



➤ **Get an insight into window production on the G. Baumgartner AG YouTube channel**

[www.youtube.com/watch?v=a7pCd8AaQew](https://www.youtube.com/watch?v=a7pCd8AaQew) (YouTube)

I.S.I. Srl Industria Serramenti Italiana, Italy

# Design meets burglary protection

■ **PVC** Back in 2013, family-owned company ISI was the first manufacturer in Italy to have a PVC main door certified in resistance class RC 3. CFO Andrea Baggio confirms: "The demand for windows and doors with a high level of burglary protection is constantly rising."

Alongside RC 3-certified main doors, ISI now also produces Tilt&Turn windows in the same resistance class with Roto NX. "In many regions, our RC 3 elements are a USP," reports 40-year-old Andrea Baggio. He joined the family business in 2007 after completing a degree in business administration and now manages it jointly with his cousins Mattia and Enrico.

### New production line

Last year, ISI put a new production line for Tilt&Turn windows and sliding doors into operation. Roto helped the company to plan and commission it. This represents a huge step towards optimising ISI's services. Andrea Baggio confirms:

**"We're now able to enjoy the full benefits of Roto NX's efficiency-boosting modular structure."**

Since the new line was commissioned, far fewer elements with special equipment, for example, have to be taken off the production line for hardware components to be installed.



New production line for Tilt&Turn windows and sliding doors

The window and door specialist based in the province of Padua uses the Roto Patio Alversa Parallel Tilt&Slide hardware as a window solution.

All images on this page: ISI Industria Serramenti Italiana



ISI equips its RC 3-compatible main doors with the Roto Safe C | C600 mechanical multipoint lock. Tilt&Turn windows from resistance class RC 3 are equipped with Roto NX.

### Minimalist design

ISI isn't only seeing a growing demand for building elements with increased protection against burglary. The number of orders for windows with concealed hardware is also constantly increasing. "Our trade partners stand out from their competitors on the market through the design of ISI elements with slim profiles, perfect weld seams and concealed hardware," reports Baggio. The variety of hinge sides available from Roto means that ISI is able to meet even increased requirements for window design.

Fitters from the market report that the launch of the Roto NX | C concealed hinge side has made mounting the sash and setting and adjustment on the construction site simpler. "Our customers appreciate this," observes Baggio.



### Easy-to-install sliding elements

Specialist retailers also rate ISI's sliding elements very highly. These have been equipped with the Roto Patio Alversa | KS Tilt&Slide hardware and the Roto Patio Alversa | PS Air Com Parallel Sliding hardware for many years now. The PS Air Com Parallel Sliding version provides exceptional comfort: turning the handle tilts the sash automatically. Both models of the sliding systems are easy to install and adjust. But it doesn't stop there – they're also intuitive to operate. The complaint rate is so low that it is virtually impossible to measure.

**"Roto Patio Alversa is simply very reliable hardware."**

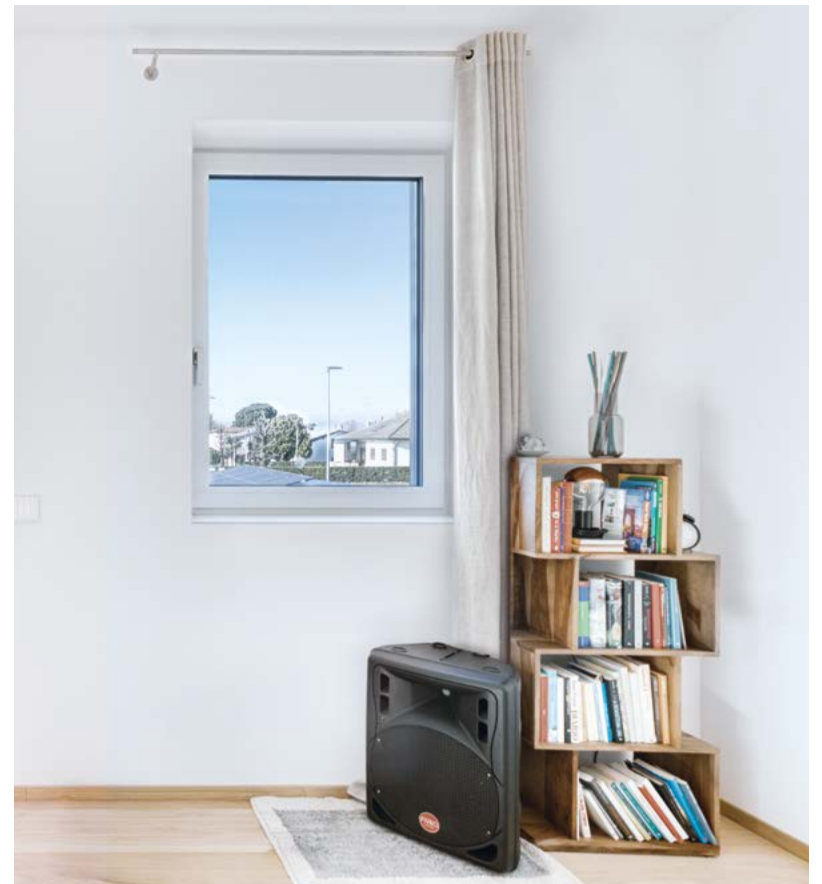
ISI generates around 30% of its revenue from direct customers based roughly in a 30 km radius of it. Through direct contact with builders, the company gathers important information on how consumer needs are changing. Using this data to constantly improve processes and products helps the manufacturer stand out as its competitors also become stronger. Baggio is confident that "ISI establishes itself as the perfect partner for demanding customers who have an intuition for quality and design."

### Government funding stabilises demand

Baggio reports that in 2026 the demand for energy-saving windows is set to be boosted by a funding initiative by the Italian government, like it has been over the past three years. In 2025, an estimated 70% of the windows and doors supplied by ISI were for the purpose of renovating buildings. ISI benefits in a unique way from government subsidy programmes, which isn't by chance, as Baggio highlights: "We've transformed from a regional trade business to a national industrial enterprise. As a result, the team has built up a huge amount of expertise, which is what you need to be able to meet the very unique requests of homeowners who are carrying out renovations."

### Reliable partner

Andrea Baggio believes Roto's expertise as a partner is just as important as the knowledge and skills of his own team.



➤ **Roto Safe C | C600 – mechanical multipoint lock for cylinder-operated doors**

[ftt.roto-frank.com/en/safe-c-600](http://ftt.roto-frank.com/en/safe-c-600)

**"We're linked to Roto by a relationship based on trust, innovation and close proximity."**

Davide Fin, ISI's contact in Roto Sales, sets the "standard for expertise and precision". ISI's concerns are addressed quickly and questions answered in detail. From automatic ordering through to delivery, he describes the service received from Roto as top-tier.

### Consolidation in 2026

For the current financial year, ISI is expecting demand to be at the level of the previous year. A state-of-the-art controlling system to pave the way for further process optimisations is to be introduced. "Our family-run business is already in a good position," emphasises Baggio. "But we still want to investigate where there's potential for improvement." Roto is important partner when it comes to this too: "Optimised processes and very close collaboration with Roto put us in an excellent position for the future."

[www.isi-italia.it](http://www.isi-italia.it)



Cousins Mattia, Enrico and Andrea Baggio (back row, from left to right) jointly manage family-run company ISI which was founded by their fathers Maurizio and Mario (front row from left to right) and is based in the municipality of San Martino di Lupari, Northern Italy.



➤ **Roto Patio Alversa: the universal hardware system for Parallel Tilt&Slide elements**

[ftt.roto-frank.com/en/alversa](http://ftt.roto-frank.com/en/alversa)

Fenster- & Türenbau Grünbeck GmbH, Germany

# Product worlds of the future

■ **Timber | Aluminium | PVC** The story of Grünbeck Fenster- und Türenbau began in 1940 with the production of timber windows. These days, the company now also works with PVC and aluminium systems. Maximilian Grünbeck leads the family business in the fourth generation.



Maximilian Grünbeck, CEO of Fenster- & Türenbau Grünbeck GmbH, and Roto Customer Adviser Ingo Günthel

At Grünbeck, around 80 members of staff produce windows and doors from all frame materials. The young businessman's main priorities are his staff, supporting junior employees and honest communication with customers and business partners.

The 34-year-old master carpenter and technical business administration graduate is certain that digitalisation and automation give staff freedom to carry out work that will be crucial for the future: "I'm confident that there will be a far greater need for personal contact in future – both when it comes to training as well as communication with customers. We have to make time for this by utilising the efficiency-boosting potential of state-of-the-art technologies in the best possible way."

### Shaping the future together

Grünbeck underlines the importance of close communication with partners like Roto. "Together with our trade partners, we win over customers by offering a very wide range of products and services. We're able to do this because we receive the best possible support from partners like Roto."

Like his father before him, he is in regular communication with his contacts in Roto Sales and in Roto Lean Management – both regarding product-specific questions and about topics relating to production optimisation. In these conversations, he often has the feeling that his partners know Grünbeck as well as he does himself. This makes the journey from the task to the solution short and efficient.

### Roto NX as a driving force for product range and production processes

The switchover to the Roto NX hardware system is an example of the added value gained through the close collaboration with Roto: this conversion took the product range and production processes to the next level. New functions like TiltSafe and larger sash formats could be implemented. At the same time, the benefits for production include fewer components, faster installation, optimised ordering processes and more efficient machine technology.

### Product worlds that are easy to get to grips with

Maximilian Grünbeck would like to further extend the range, which is already impressive. When doing so, he thinks in product worlds like "Preservation of historic buildings", "Fire protection" or "Escape and panic", where



windows and doors produced at the Plauen site as tested problem-solvers. By presenting the portfolio in clearly structured product worlds, trade partners like planners can quickly find the ideal solution for particular construction tasks. Focusing on "just a few, but the right" industry partners plays a central role here too.

Roto NX makes it possible to flexibly install hardware from RC 1 to RC 3 automatically on the same line. "We use this product feature to efficiently produce room-specific windows in all security classes. We now want to develop even more building elements for security concepts and further increase efficiency in production. Roto helps us do this," explains Maximilian Grünbeck. The plan is to combine the tested elements into the "Security" product world in future.

### From RC 1 to RC 3

The objective is clear: "We want to open up more market access with attractive timber and PVC windows from class RC 3." Roto Lean Management is also involved in the project dedicated to the "Security" product world. The hardware components were tested and the ideal window design was developed at the production facility in Plauen.

"Roto knows what criteria an element has to meet in order to attain RC 3." The businessman is confident that Grünbeck will benefit from this wealth of experience. The initial timber Tilt&Turn elements, including a balcony door with a threshold, have already successfully passed the test in the Dresden material testing institute, with others to follow over time.

[www.gruenbeck-fenster.de](http://www.gruenbeck-fenster.de)



"Fire protection" product world: the image shows a hybrid fire protection window made from timber and aluminium in the Bad Wiesenbad rehabilitation clinic.

Technology offers freedom: Managing Director Maximilian Grünbeck believes the future of Fenster- & Türenbau Grünbeck GmbH is certain – thanks to his team's wealth of expertise and the opportunities unlocked by state-of-the-art systems and intelligent controls. He considers the sustainable development of company processes to be one of his main responsibilities. This is because the digitalisation of production and the use of AI-based tools in planning, production and customer communication offer vast potential for small and medium-sized enterprises in particular.

All images on this page: Fenster- & Türenbau Grünbeck GmbH



"Security" product world: test passed! Grünbeck produces single- and double-sashed timber windows up to resistance class RC 3 with the Roto NX Tilt&Turn hardware.



➤ **Roto NX: one hardware system – limitless possibilities**

[ftt.roto-frank.com/en/bro-ROTO-NX](http://ftt.roto-frank.com/en/bro-ROTO-NX)

"Preservation of historic buildings" product world: custom-made timber windows and balcony doors for a listed apartment building in Plauen.



## #perfectmatch for ultimate customer benefits: Roto Campus

# International academy for advanced training of Roto partners and Roto staff

■ **Company** Roto embodies an innovative spirit, technical excellence and animated partnership. Our strength lies in integrated solutions made up of product, service and support. Our mission is to offer ultimate benefits for our customers around the world, which is exactly what the Roto Campus represents too. The international team of trainers made up of more than 30 experts from 14 countries offers training on products and technology, as well as communication when selling to end consumers. Tailored, in close proximity and reliable.

The Roto Campus efficiently and quickly communicates the latest product knowledge with market regions around the world. The international team of trainers shares their sound technical expertise with business partners and Roto staff, giving them confidence when dealing with complex products. This is accompanied by practice-oriented training sessions which provide a detailed explanation of how specific hardware solutions benefit customers and teach attendees how to professionally sell windows and doors with premium hardware technology.

Application engineering isn't forgotten about either. We cover the Tilt&Turn, Sliding, Outward Opening and Door product groups with trainers who specialise in these fields.

### Knowledge that builds trust

For many years now, the Roto Campus has focused on applying the latest knowledge transfer methods and specifically pairs these with traditional seminars and in-person meetings. The in-person training takes place at the Campus headquarters in Leinfelden-Echterdingen, which even has its own workshop, and on site in each market. Alongside these traditional in-person training sessions, the Roto Campus also offers live online training and e-Learning, as well as blended learning concepts which offer the perfect mix of all learning methods. With this variety of learning formats, the Roto Campus makes use of all contemporary teaching options: content is shared in the most effective way while taking up as little of the participants' time and resources as possible.



As a technical trainer "from day one", Günther Kratschmann (on the left in the image) played a fundamental part in shaping the Roto Campus since it was established in 2006. Günther "brought our hardware technology to life" and was highly regarded for his technical expertise, both among other customers and in our Roto teams. He has been enjoying his well-deserved retirement since October 2025. Thank you, Günther, for the long-lasting positive impact you've had on our Campus with your vast knowledge and with who you are as a person!



### In-person training

There are two particular scenarios where in-person training is unmatched: when attendees are familiarising themselves with products that need to be seen, touched and used directly on site, and during sales training, where face-to-face talks with customers are practised in realistic scenarios – including facial expressions, body language and conversational skills. In-person events are held in the individual markets by the relevant trainers in the language of that country or simultaneous interpretation is provided if necessary.

### Live online training sessions

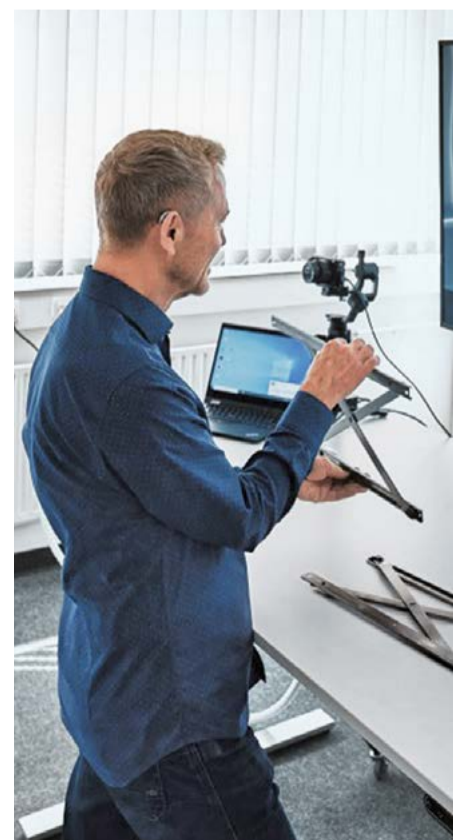
This is the latest training format to be offered by the Roto Campus and is an efficient way to share knowledge in compact online seminars for small groups. Up to eight people can join by video-conference on set dates. Simultaneous interpretation is available if required. The duration of a training module depends on the scope of the content to be learned and can be up to two sessions of three hours each. All of the Roto Campus trainers have been specially qualified to give these live online training sessions.

### How can I book a training session?

If you are interested in an in-person or live online training course, please get in touch with your assigned sales contact or speak to the local trainer in your business area. The training sessions take place locally in the business area or online – depending on the topic and/or product group in one of the centres of excellence in Leinfelden, Velbert, Berlin or Kalsdorf / Graz (Austria).



Practical training on a window: in the workshop, the hardware can be demonstrated on the object itself. This is the clearest way to show how it works.



State-of-the-art camera systems allow Roto hardware technology to be clearly explained in live online training sessions too.



### e-Learning sessions

The Roto Campus team has been developing practical self-learning opportunities for Roto customers since back in 2020. These days, many modules are available in up to 12 languages and are individually configured according to the requirements of the specific country and target group. Since the Campus trainers can't be everywhere at once, web-based e-Learning modules are also offered. They provide a basic understanding of Roto hardware systems in a concise, professional format. Created and designed by professionals in online didactics, all modules are provided on the "Roto eCampus" customer platform. Thanks to an intuitive user interface, the system is also suitable for people who have little experience with computers.

### New topics: Deventer

A number of e-Learning sessions on Deventer sealing profiles will shortly be released on the "Roto eCampus" learning platform. Multiple learning nuggets and a comprehensive e-Learning module which gives details of all the important aspects of sealing profiles from the customer's perspective are available. These are quick to complete and can easily fit into day-to-day work. The learning nuggets convey the exact information that is needed in a compact and targeted way.

### Multilingual and user-friendly

Multilingualism is a key feature of all e-Learning courses. In the same way that the Campus trainers provide training in many languages around the world, the self-learning modules are also designed to make getting started as simple as possible. The e-Learning courses are voiced, have subtitles and can be paused at any time. Interactive exercises help participants remember the key facts. A PDF summary to download is also available for some e-Learning sessions.

### How to access the training

Get in touch with your Roto contact in Sales to be able to use the Roto e-Learning modules. Personal login details are provided by an international network of Roto administrators. Upon activation, the chosen language will be saved, making the platform extremely simple to navigate. All data is securely managed in accordance with the strict standards of the European General Data Protection Regulation.

The image opposite shows the Roto Campus international trainer team (from left to right).  
 1<sup>st</sup> row: Kornél Mayer (trainer for Southeastern Europe), Fulya Çelebi (trainer for Middle East), Laura Diel (Leinfelden Campus, international training projects), Daniel Castello (Aluvision trainer), Djemal Kovačić (trainer for Eastern Adriatic), Thomas Rieger (trainer / application engineer, Door international), Paweł Szkodziak (trainer for Northeastern Europe) and Philippe Franckart (trainer for Western Europe).  
 2<sup>nd</sup> row: Mihnea Albuлесcu (trainer for Southeastern Europe + Middle East), Rafał Koźlik (trainer for Northeastern Europe), Qi Weihong (trainer for Asia-Pacific), Jürgen Daub (Deventer trainer), Fabrice Scherer (trainer for France + Africa), Reinhard von Janta-Lipinski (Deventer trainer), Juergen Schairer (trainer for North America), Cao Lei (trainer for China), Andreas Schleicher (Leinfelden Campus, technical trainer and application engineering), Christoph Hödl (Leinfelden Campus, eCampus system administrator), Josep Maria Grau (trainer for South America), Maik Schiwiy (trainer for Germany, Austria and Switzerland), Alexander Mohr (Aluvision trainer), Egon Bauer (trainer for Southern Europe), Tomislav Lijović (Deventer trainer), Fred van den Broek (trainer for Western Europe), Miguel Pereira (trainer for Southern Europe), Wolfgang Rienzner (trainer for Southern Europe), Igor Alves (trainer for South America), Yusuf Arabacı (trainer for Middle East), Herwig Thonhauser (international head of the Campus) and Alexandra Herfurtnr (Leinfelden Campus, content production for e-Learning).  
 Not in the image: Vladimir Kmec (trainer for Northeastern Europe) and Christian Kempkes (trainer for Germany, Austria and Switzerland)



e-Learning: perfect for self-study and easy to integrate into everyday life

## Anniversary of the Roto Campus

The 20<sup>th</sup> anniversary of our Roto Campus is set to be a particular highlight this year. When it was established in 2006, the team consisted of eight trainers and has constantly grown since then, with various different line-ups of staff. Some of the trainers – now numbering more than 30 – have been with the Roto Campus from the very beginning. All of them are committed to continuous development so that they can share product and sales knowledge professionally, quickly and efficiently in all business areas around the world. Our aim is to continue to offer this to our Roto partners and the Roto world in future with a strong team!



Herwig Thonhauser,  
Head of Roto Campus

## Deko Grup-35 S.L., Spain

# Corrosion protection and sound insulation with style: modernisation with high-end timber elements

■ **Timber** The “Club Natació Barcelona” (CNB) swimming and sports centre is a landmark on the Catalan coast. Plans were drawn up for the renovation of the multi-storey existing building at the same time as construction started on a beach club next door. Deko Grup-35 supplied timber windows with increased corrosion protection.

Simatec, Remmers and Roto assisted with the development of the new timber window elements. The close collaboration between the companies resulted in a solution that sets standards both in terms of appearance and functions. The architects in charge of the project, Daniel Mòdol i Deltell from Studio Urbanism + Architecture and Xavier Trilla from bAR Arquitectura i Disseny, ended up commissioning Deko Grup-35 to produce and install around 150 elements in various formats.

### Excellent protection plus sound insulation

The windows were to be installed in a building right on the coast, so outstanding corrosion protection was needed. The timber was also treated with several layers of insecticide, fungicide and primer. Low-emissivity (low-E) double glazing with acoustic specification ensures ultimate sound insulation and energy efficiency.

### Robust large formats

Josep Roig, Managing Director of Deko Grup-35, chose to equip the timber Tilt&Turn windows with the Roto NX hardware system. The timber sliding elements are moved by the Roto Patio Lift Lift&Slide system. Deko Grup-35 designed, tested and certified the threshold itself for this. All hardware solutions not only offer convenient operation, they also ensure ultimate security and durability even with large and heavy sashes.

There were cases where sliding elements with a width of 5990 mm and a height of 3280 mm had to be produced and installed, which is why Deko Grup-35 used their ROI Plus 70.2 and 90.3 profile systems for this project. “Both systems offer a high level of stability and are also suitable for producing large sliding systems and Tilt&Turn windows,” states Managing Director Josep Roig. He explains



Deko Grup-35 produced around 150 fixed glazing units, Tilt&Turn windows and sliding elements from spruce timber for the building, which dates back to the 1970s. The ROI Plus 70.2 and 90.3 profile systems were used.

All images on this page: Deko Grup-35 S.L.

that they’re used in many renovation and passive house projects and when effective sound insulation is required.

### Achieving peak performance together

The technical office of Deko Grup-35 received support from Simatec when it started the development process. This company produces accessories and tools for manufacturers of timber and timber-aluminium windows and supplies its partners with products including hardware from Roto and paints, varnishes and coatings from Remmers. These items play an important role in producing robust and sustainable elements.

“We’ve been working with Roto for a long time now and, since putting our automated production lines into operation, we’ve taken our collaboration to the next level,” reports Roig.

## “We chose Roto hardware because it’s so reliable.”

Customer service visits are costly, especially when the windows involved are very large and heavy. This is why Deko Grup-35 relies on the very best hardware technology right from the outset. During product development and testing, the company works closely with Roto engineers to reliably meet project-specific requirements.

### Automation to meet strong demand

Deko Grup-35 uses automation in its production facility at Golmés, north-west of Barcelona. Robots ensure precision and efficiency, from cutting to coating. The production capacity is around 14,000 timber and timber-aluminium windows per year. “We started the automation process some years ago and got all of the departments at the company involved,” reports Josep Roig.

## “Deko Grup-35 is now fully robotised, from cutting to coating.”

The most crucial and complex stages of the conversion process, which went on for multiple years, were the implementation of the production software and the training of staff, as the manufacturing processes were being completely overhauled.

Deko Grup-35 is now prepared for an era which will see timber windows take on a greater role again. Roig describes the growth in demand as follows: “The properties of timber makes it the perfect material for meeting the legal requirements for sustainability and energy efficiency. This is why our elements are being used in more and more public buildings like museums, schools and libraries in Spain. At the moment, we’re also frequently tasked to renovate listed buildings, where the original timber windows have to be replaced. There are also private homeowners who want to upgrade their windows and opt to use fine timber like oak.”

Against this backdrop, it makes sense that the prospects for the business development of Deko Grup-35 and for its partnership with Roto are considered very positive. “We have many exciting projects lined up, which we will successfully implement with premium elements and hardware solutions. We always welcome the expert support we receive from Roto.”

[www.roi.es](http://www.roi.es)



Josep Roig, Managing Director of Deko Grup-35

## Kolbe Windows & Doors, USA

# Stretta – the innovative Sliding Patio Door

■ **Wood** In 2025, Kolbe Windows & Doors expanded its diverse product portfolio with a new aluminum-clad wood Sliding door. The US-based company chose Roto Patio Inowa, our smart parallel sliding hardware with its innovative closing movement perpendicular to the frame profile.

Since its founding in 1946, the history of Kolbe Windows & Doors has been closely tied to the city of Wausau, Wisconsin. It was here where the Kolbe brothers built a family business in which hard work, integrity, and teamwork are still highly valued. Liz Reynolds, Marketing Director since 2024, joined Kolbe about eight years ago. She says: “Kolbe has both a foundation of craftsmanship and a culture of innovation. From the factory floor to leadership offices, we understand how important it is to our customers that their windows and doors receive personal attention. There is comfort in knowing a product was designed and handled just as much – if not more so – by a person as it was by a machine.”

### Windows and doors

#### as diverse as the people themselves

Product Designer, Caleb Jeppesen, has been with Kolbe for over six years and has noted the team’s capabilities: “Kolbe Windows & Doors stands out in its exceptional ability to create custom crafted products. The attention to detail and the innovative mindset set the bar high for window and door products.” These cornerstones of success are part of the reason that Kolbe has been one of the leading manufacturers of building components in the US and Canada.

Hundreds of dealers and distribution partners serve customers who are looking for something special and find it at Kolbe. With an extensive variety of designs, the company supports the realization of every architectural vision. The company’s slogan is accordingly: “We’re for the visionaries®.”

### Inside and outside become one

Liz is confident that sliding solutions in particular will continue to grow in importance for the construction industry: “Customers have always been looking for ways to seamlessly connect interior and exterior spaces. Sliding doors are a common option for residential designs, and for many years Kolbe has aimed to offer variations that grant flexibility in scale and in function.”

When discussions between Kolbe and Roto about a new sliding system began, the goal was clear, recalls Caleb: “We wanted to develop a premium wood/aluminum system as an additional product, offering the customer larger openings, high performance, and approachable operation.” Roto assisted with the design of the profile and provided support with testing and installation training. The designer noted:

**“Roto and Kolbe have developed a truly high-quality product.”**

Roto provided important hardware specifications early on in the concept phase, later verified designs on-site several times, and supported product development. Everyone in the team did



Easy to operate despite its large dimensions: a Stretta Sliding Patio Door from Kolbe Windows & Doors

an excellent job and made an important contribution to the success of the project. “We really appreciate that.”

### Eagerly anticipated

Liz Reynolds recalls the excitement during product development: “Our team members are forward-thinking and ambitious. They are always willing to learn how to craft something new or build something more efficiently. When pursuing new products and options, we make it a company-wide effort from the start. That collaboration makes each fresh offering feel like a natural extension of our brand, our mission, and our people.”

Members of the development team closely monitored the installation of the first Stretta units. This allowed them to gather immediate feedback on the new product. Caleb says that they were all proud: “Kolbe devoted a surplus of time, effort, manpower, and machinery to produce the highest quality Stretta Sliding Door that we could. The response after sharing the final product has been consistently positive.”

### So easy, so smart

His colleague, Liz, understands the customers’ enthusiasm well, because:

**“Stretta sliding doors with Roto Patio Inowa hardware opens effortlessly with a smooth gliding motion, even in the largest sizes: simply smart.”**

Kolbe offers Stretta sliding systems in 2-, 3-, or 4-panel bi-parting configurations with maximum panel widths of up to 118" and heights of up to 141", depending on the weight of the glass. The Inowa soft-close function is included as standard on doors above a certain weight and is available as an optional upgrade for smaller units. The innovative closing movement of the Patio Inowa hardware perpendicular to the frame presses the movable Stretta sash evenly against the frame profile on all four sides. This ensures exceptionally high air, water, and noise insulation.

### Maximum variety

Interior design and architecture benefit from the wide variety of woods and colors in which Kolbe produces Stretta. Liz explains how the new sliding system fits into the product

portfolio: “Stretta embraces warm materials, expansive openings, and contemporary style, elegantly echoing the other window and door options in the VistaLuxe WD LINE. Additional customization options are available to create further consistency or contrast when mixing and matching with other Kolbe product lines.”

### From small to large

From a marketing specialist’s perspective, Stretta is a thoroughly future-proof product because:

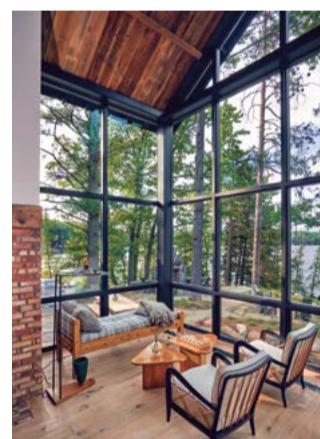
**“Residents of all ages benefit from a Stretta sliding system.”**

The new system is a product that will become increasingly important as operational convenience continues to grow in popularity. While architects, builders, and end users naturally value design, functionality and ease of use makes a more long-lasting impact. It remains a great advantage for children and elderly people alike when windows and doors are easy to operate and compatible with automation technologies.

### The fascination of Stretta

At the International Builders’ Show 2025 in Las Vegas, one of the largest construction trade fairs in the US, Kolbe went all out with a large Stretta on display. Liz recalls that hardly any of the visitors to the fair could resist the fascination and believe what they were experiencing. “It was a thrill to finally see industry professionals giving Stretta a try. The door we displayed measured 20 feet wide by 10 feet tall with a 10-foot by 10-foot active panel. When you first approach it, it can be intimidating! Thankfully, with a gentle, steady push, the panel glides out of the way. At that scale, it functions like a shifting, modular wall of glass.”

[www.kolbewindows.com](http://www.kolbewindows.com)



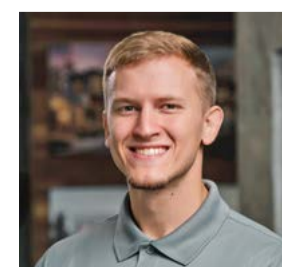
Kolbe is a specialist in high quality, custom made windows and doors that stand out through quality, individual craftsmanship, and exceptional attention to detail. With collections for both modern and traditional architecture, the company provides solutions for demanding construction projects.



Founded in the heart of Wisconsin (USA), Kolbe Windows & Doors celebrates its 80th anniversary in 2026. All images on this page: Kolbe Windows & Doors



Liz Reynolds,  
Marketing Director,  
Kolbe  
Windows & Doors



Caleb Jeppesen,  
Product designer,  
Kolbe  
Windows & Doors



➔ [Virtual tour of the Kolbe showroom](http://www.kolbewindows.com/virtual-showroom)

[www.kolbewindows.com/virtual-showroom](http://www.kolbewindows.com/virtual-showroom)

More benefit for the customer through expansion of production capacities

# New Ultrafab location in Spartanburg, South Carolina

**Company** Since the end of 2022, the US-based company Ultrafab, Inc. has been part of Roto Window and Door Technology. At the turn of 2026, Ultrafab reached an important milestone in its growth strategy: the company moved from its previous location in Greer (South Carolina) to Spartanburg, around 7 miles away.

The new production facility offers significantly more space for production, storage, and administration on a total area of around 115,000 square feet.



### A look at the history of Ultrafab

Ultrafab was founded in 1970 by Robert Horton, who developed production machines in the 1960s that shaped various materials utilizing ultrasound technology. The name Ultrafab is a combination of “ultrasonics” and “fabrication”. Over the past five decades, Ultrafab has developed into a leading supplier for the processing of thermoplastics in the US and Canada. Ultrafab is now the weatherseal market leader in North America. Its portfolio also includes extruded sealing profiles for building elements and special products for applications outside the construction industry.

### Real added value for customers

Many window and door manufacturers, and thus Ultrafab/Roto customers, are concentrating their production in the southeastern United States. They benefit directly from the larger Ultrafab location in Spartanburg.

### Excellent conditions for further growth

Thanks to its convenient location on I-85 and its proximity to the inland port and airport, the site is ideally situated to supply North American customers. The spacious premises – around 54,000 square feet for production, 54,000 square feet for storage, and 6,000 square feet for administration – create the perfect conditions for further growth.

### Competence center

With the move to Spartanburg, the production lines for window and door weatherseals will be consolidated in one location. This will allow the expertise and experience of the employees to be optimally pooled. The aim is to establish a competence center for weatherseal solutions. This consolidation promotes synergies that further advance both development and pro-



Ceremonial opening of the new site: Roto CEO Marcus Sander (center) with Alan DeMello (left), President & CEO of Ultrafab, as well as other representatives of Roto and Ultrafab management and the local chamber of commerce.



duction to strengthen Ultrafab’s position as a North American technological leader. The new location offers space for up to 50 machines for manufacturing weatherseals. Production can take place around the clock, five days a week.

### New product lines

The relocation of machinery and related equipment to the new plant in Spartanburg will free up additional space at Ultrafab’s headquarters in Farmington, New York. This space will be used specifically to integrate modern technologies and innovative processes that will support several new product launches in the Extruded Components and Specialty Products Divisions. In addition, there are plans to establish comprehensive production cells for new product lines that will be launched in 2026.

### Efficiency and quality

Concentrating production at the new location makes it possible to optimize economies of scale and efficiency. Modern automation technologies further optimize production and logistics processes. This increases productivity and ensures consistently high product quality.

### Future-proofing through space reserves

Another advantage of the new location is the generous space reserves. They offer sufficient room for future expansion, so that even with increasing demand and further innovations, additional production capacities and new technologies can be easily integrated.

### Everything from a single source: weatherseals and hardware

In addition to manufacturing window and door weatherseals, Roto window and door hardware is also stored in Spartanburg. These are produced at Roto Frank of America in Chester, Connecticut, and Roto Fasco Canada (Mississauga, Ontario), and some are supplied from European Roto plants. This creates a perfect match for customers: weatherseals and hardware are not only technically optimally matched, but can now also be ordered from a single location and picked up together. This greatly simplifies the delivery process, increases reliability, and ensures that customers can realize their projects faster, more precisely, and with maximum planning security.

[www.ultrafab.com](http://www.ultrafab.com)

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To improve the reading flow, only the masculine form is used in some parts of the text. Within the meaning of equal treatment, the corresponding terms apply neutrally to all genders.

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