

Roto Inside

Customer and partner information | Issue no. 55 | 05/2024



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Coming soon!

Concealed hinge side Roto NX | C



This exhibit at the Fensterbau Frontale with the concealed hinge side Roto NX | C and Roto security components shows that a symbiosis between puristic design and mechanical burglary protection is possible and cost-effective to produce.



■ **New at Roto** The fully concealed hinge side Roto NX | C for Turn-Only and Tilt&Turn windows made of PVC and timber was presented for the first time at the Fensterbau Frontale trade fair. It supports economical production of high-value windows in a puristic design.

Many manufacturers who produce PVC or timber windows with concealed hardware discovered their new favourite component at the trade fair – hinge side C for profiles with 13 mm axis – because it has been developed for particularly simple processing, with automated processing possible upon request. The special design and quality of this concealed hinge side provide benefits for production and installation.

Flexible production with lean logistics
One of the main trademark features of the Roto NX hardware product range is that many of the same parts are used. This reduces the number of different components that have to be taken into account, purchased and stored by the Production Logistics department. All components are optimally coordinated. This simplifies installation of each piece of hardware, regardless of the hinge side.

Hinge side C provides a further boost to the attractiveness of the market-dominating Tilt&Turn hardware product range. Roto offers dependable support for the process of introducing this hinge side into production processes. Manufacturers who want to provide impressive variety and design can now choose from a total of four surface-mounted hinge sides and four concealed hinge sides in the Roto NX modular system. This enables them to select the variant that ideally suits their window systems and manufacturing processes.

From slim to heavy
Roto NX provides window manufacturers with a high degree of flexibility. For example, hinge side C can be used to produce various formats up to a maximum sash rebate width of 1750 mm and a maximum sash rebate height of 3000 mm. It can also be used to implement the particularly slim, ceiling-height windows that are currently in high demand. With a load transfer and a turn restrictor, hinge side C is approved for PVC windows with sash weights up to 150 kg and for timber windows up to 180 kg.

Reliable and secure
The TiltSafe security strikers for RC 2 in tilt position and other security components ensure that hinge side C can also be used to implement

Tilt&Turn windows with resistance classes up to RC 3. The high functional safety of this hinge side has been proven by durability class H3 tests in accordance with DIN EN 13126-8 (20,000 cycles). Roto offers a ten-year performance warranty.

Find out more today!

The Roto Sales department would be happy to personally provide you with comprehensive information about Roto NX | C. Photos and details of the exhibits using this hinge side presented at the Fensterbau Frontale trade fair in Nuremberg have been integrated into the digital Roto City. Your Roto Sales contact would be delighted to take you on a “tour” through the virtual conference centre. Detailed information about working with hinge side C can also be found in the next issue of Roto Inside, which will be published in August. The new hinge side C will be available world-wide very soon!

Concealed hinge sides for all frame materials

- Roto NX | C
(for timber and PVC profiles with 13 mm hardware axis)
- Roto NX | Designo
(for timber profiles with 9 mm hardware axis)
- Roto NX | Designo A16
(for aluminium profiles with 16 mm hardware groove)
- Roto NX | Royal
(for timber profiles, for example in listed buildings or where there is limited clearance from the reveal)



➤ **Roto NX: always the right decision**

ftt.roto-frank.com/en/nx-video (YouTube)

In conversation



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

Roto Inside: Roto Fenster- und Türtechnologie took part in the Fensterbau Frontale for the first time since 2018. Are you happy with the result, Mr Sander?

Marcus Sander: We were able to welcome a great many customers to our trade fair stand and also establish new customer contacts, many of which are international customers. As such, I am very happy. Over the course of the past year, I have already participated in several of our international trade fairs. The impression I formed at them has been confirmed once again at the Fensterbau Frontale in Nuremberg. Personal contact during a trade fair is very important, not only for us, but also for our customers and prospective clients. This was made clear by the very high number of visitors to our stand across all four days.

On our stand area of around 1200 square metres, we brought our well-known virtual Roto City to life in a variety of building types. This gave our product presentation exactly the added value that our customers require. All trade fair elements were available for visitors to operate in an authentic living space situation. Our customer advisers were on hand to discuss the specific details of their functionality. This approach enabled our guests to experience the benefits of the products in specific applications in window or door elements. The impressions of our trade fair stand over the following pages give an excellent idea of how it felt. I would like to thank all visitors for their interest, and I now look forward to working together to implement the aspects discussed at the trade fair.

Roto Inside: Roto FTT has once again achieved a positive end to the previous year and a good start to the current financial year. Can you outline for us the important factors for this sustained success?

Marcus Sander: It is fundamental that we offer exactly the products and services in all markets worldwide that provide high customer benefits. Our product range covers the full spectrum of window and door functions. We also offer gaskets and glazing methods. The smart modular structure of our range provides our customers with maximum support for economical production. We are a “perfect match” for window and door manufacturers.

Another important factor is continued investment in our international production plants in order to ensure that we can continuously manufacture products to the highest quality level and maintain reliable delivery performance. Time and time again, production carried out where goods are needed proves to be a crucial success factor – just like our continued strategy of company acquisition.

Roto Inside: What benefits do customers enjoy thanks to your company acquisitions?

Marcus Sander: Our economic success is based on the extremely high quality of our products and services, among other factors. Company acquisitions enable us to continuously expand on this quality and offer an ever wider range of products and services. The cumulative increase in expertise enables us to sustainably improve the benefits for our customers. Our acquisition of the North American sealing profile specialist Ultrafab Inc. is the most recent example of this. With the two sealing profile specialists Ultrafab and Deventer in our group, we can now offer our customers the entire range of services for window and door gaskets worldwide.

Roto Inside: Can you give us an insight into your plans over the coming months?

Marcus Sander: Our fundamental task for this year as well is to fulfil customer benefits to the best of our ability. This means providing our customers with the right products, with the required level of quality, at the desired time. It also includes consistently working towards our goal of transitioning from a component supplier to a system supplier, and further expanding our production capacities in various international production plants.

Thanks to our product expansions and new products in the Tilt&Turn, Sliding and Door sectors, all window and door manufacturers have a complete Roto range for their sector that they can rely on. The modularity of our systems ensures efficient manufacturing using fewer parts as a matter of course. Maximum ease of installation, product quality and efficiency are our watchwords. All customers across the world can use our gaskets to complete their systems. One of the tasks facing our Sales teams this year is to market the resulting customer benefits even more intensively than before.

In addition, we are enhancing the climate neutrality and reliability of power supply of our global locations by installing additional power and heat generation systems using renewable energy sources. This will not only contribute to environmental protection, but also play a crucial role in ensuring reliable power supply to our plants and therefore contribute to the reliability that we can offer our customers. We are also significantly promoting the aspects of automation, digitalisation and the use of artificial intelligence in order to maintain our full flexibility.

Roto Inside: It sounds like the months ahead will be busy as usual, and we wish you and your approximately 4000 employees worldwide plenty of energy and success for them.

Marcus Sander: Our goal is to further expand the benefits for our customers and of course further shared growth. I cordially invite all of our customers to visit our locations worldwide and discuss their needs and opportunities for growth with us. Other interested parties are likewise cordially invited to follow our activities in the press, on our website, on social media and here in the customer magazine as well. Because transparency is naturally also part of reliability.

Process reliability and efficiency in production

Ready-to-use connecting rods for aluminium windows

■ **Aluminium** Window manufacturers who work with one of the proven Roto AL or Roto AL Designo Tilt&Turn hardware product ranges can optimise their production process: Roto takes charge of processing the connecting rod for them – even for small order volumes.

For all orders with a volume of 100 or more windows of the same type, ready-to-use connecting rods up to 3000 long can be ordered with the usual hardware components using the Roto Con Orders hardware configurator.

Simple ordering process

The “ready-to-use connecting rod” option is selected in the hardware configuration. The system then automatically generates the technical data and sends it to the customer adviser. Prior to contracting, the advisor will provide information about the costs of processing the connecting rods, precisely matched to the length and punched holes of the required connecting rods.

Quick delivery, clear assignment

The connecting rods are ready to dispatch within 14 working days. The delivery documents are provided with a clear reference to the order. An informative label simplifies assignment to the other hardware components in the order.

Error-free installation

The delivery service for ready-to-use connecting rods boosts process reliability in assembly as it helps to avoid errors. Roto takes charge of and is responsible for cropping the connecting rods and producing all punched holes. The ready-to-use connecting rods can be inserted into the hardware groove of the sash profile without any further processing.

Up to RC 3

It is possible to produce connecting rods for any application and any resistance class up to RC 3.



The ready-to-use connecting rods for aluminium windows are ordered via the Roto Con Orders hardware configurator together with the other hardware components.



➤ **Roto Con Orders**
online hardware configurator

ftt.roto-frank.com/en/rco

Automatically adjusting drive unit

Upgrades made easy

■ **Roto Door** Main doors with multipoint locks increase security. Electromechanical versions, which make it possible to effortlessly open the door in addition to automatic locking, offer added comfort and accessibility. Manufacturers who keep the Roto Safe A | Tandeo mechanical-automatic lock in stock can now offer their customers the option of upgrading to an electromechanical door lock, increasing flexibility.



Simply pulling the door closed causes the entrance to be automatically, reliably and securely locked. The convenience of the Roto Safe A | Tandeo mechanical-automatic lock can be easily expanded to include motorised unlocking with the Upgrade-Kit.

The new Tandeo Upgrade-Kit presented at the Fensterbau Frontale is a separate drive unit for unlocking main doors electromechanically. Manufacturers who only rarely use these systems can achieve greater flexibility in their production and more streamlined storage thanks to the Upgrade-Kit.

Effortless upgrade

With its Plug&Play connection, the Upgrade-Kit is extremely easy to install and connect to the Tandeo multipoint lock. After installation,



The Tandeo Upgrade-Kit makes door manufacturers flexible.

the automatic adjustment of the drive unit is activated using a micro button. The unit performs a calibration test run in order to check which settings it should apply to achieve compatibility with the existing mechanics.

Quality that you (can't) hear

Doors with a Tandeo multipoint lock close almost silently. This is thanks to the whisper latches in the main lock and in the additional locks, which also jointly ensure consistent gasket compression and tight sealing of

the main door. The powerful motor of the Tandeo Upgrade-Kit means that even the unlocking process is incredibly quiet and fast. If the Roto 4in1 access control system is also installed, the main door can be opened without a key using an app, PIN code, finger scan, mobile phone with Bluetooth or RFID-capable medium. As an alternative, the Upgrade-Kit is available in a version with an integrated radio receiver for opening the door using a hand-held transmitter.

Tandeo Upgrade-Kit: the Roto Safe A | Tandeo mechanical-automatic multipoint lock can now be upgraded to an electromechanical multipoint lock with this separately available drive unit. The Upgrade-Kit was presented to the expert audience at the Fensterbau Frontale.



Maximum flexibility with streamlined storage

The latest addition to the Door product range gives door manufacturers the ability to choose how they would like to stock their warehouses: they either add the preassembled Roto Safe E | Eneo A electromechanical multipoint lock to their warehouses or the Roto Safe A | Tandeo mechanical-automatic lock and the Upgrade-Kit, which is also installed during door production if required. Both versions are available for many common profile systems made from any frame material with a backset from 35 to 80 mm.



➤ **Roto Safe A | Tandeo: mechanical-automatic multipoint lock for entrance doors**

ftt.roto-frank.com/en/tandeo



➤ **Installation video for the Tandeo Upgrade-Kit**

ftt.roto-frank.com/en/upgrade-kit (YouTube)

Door hardware technology, installation training and sales training sessions

Top events for door manufacturers

■ **Door** If you are a door manufacturer and would like to provide your team or retailers with particularly high-quality training, then pay a visit to the Door Experts in Kalsdorf, Austria! Together with the trainers from the Roto Campus team, they will create the perfect framework for the seminar of your choice or a workshop at the plant location where the majority of Roto Door components are manufactured.

The experts will plan events for your individual requirements, which will explore what is good for your business and train employees accordingly: from technical training sessions including installation training for hardware and gaskets to motivating sales training – in Kalsdorf, you will benefit from a wide variety of training opportunities, tailored to suit the existing knowledge of participants. Here, you will not only find a range of hardware technology for external doors in all frame materials, but also have the opportunity to meet and talk to people whose expertise will be beneficial



to you – and you will also be able to enjoy one of the most beautiful regions of Austria into the bargain.

Invest in progress today

However, perhaps you also need support for product development or consultation regarding which hardware technology

would be best for your doors. Roto provides space and time for these activities in Kalsdorf. You will be able to visit the test laboratory at the location and learn more about the interaction between the hardware and gasket, for example. You will of course have the opportunity to experience how Roto designs, produces and tests door hinges and locks,

In Graz, just a few kilometres from Kalsdorf, there is plenty to discover: the Graz Murinsel, created in 2003, has become the second landmark of the city alongside the Schlossberg hill.



Around 80 percent of global Roto door lock deliveries come from the Roto production site at Kalsdorf in Austria.

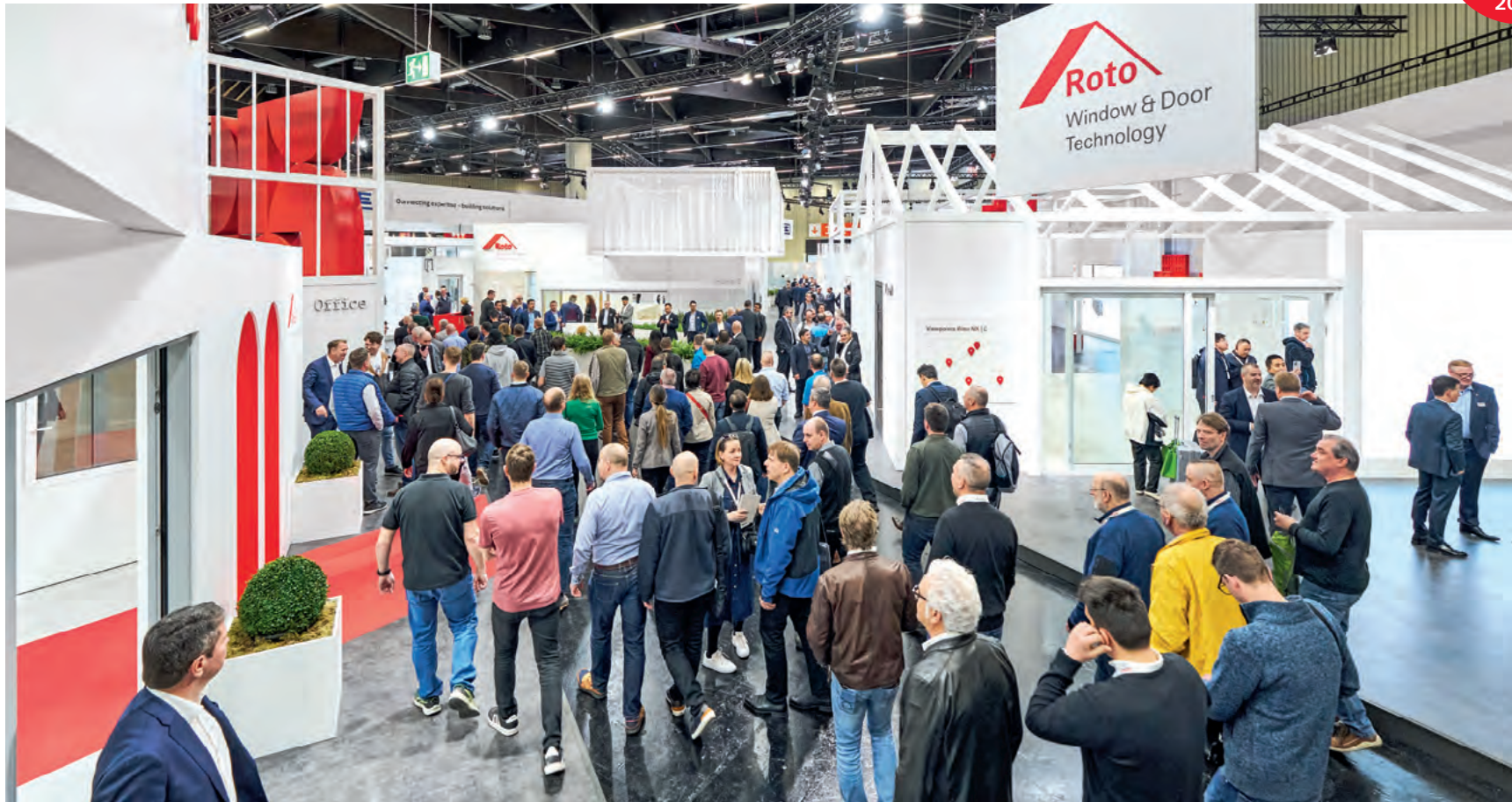
accessories and electronic components – the team at the Roto Campus and the production managers look forward to your visit.

Talk to your Roto Sales advisor today and reserve one of the ten event dates available this year. Your advisor will also inform you of the shared costs per additional attendee.

The world is invited to the Roto City

The one for all: Roto NX

A look back at
Fensterbau
Frontale
2024



■ **Tilt&Turn** Which windows will be popular in future? How can we flexibly manufacture a large number of variants in a particularly economical way? Which hardware ensures reliable long-term functionality, even for very large and heavy sashes? Answers to all of these questions were provided live at the Roto trade fair stand in Nuremberg and remain available digitally in the Roto City.

The Roto City was brought to life across an exhibition space of almost 1200 m² in Hall 1 of the Fensterbau Frontale in March, offering pure inspiration to visitors to the Nuremberg trade fair. Windows and doors made of every frame material were on display, with one thing in common: they were each displayed in a specific building type and a specific room situation.

Technology creates added value
Visitors to the trade fair were able to experience how much additional comfort and security could be created by hardware configurations that optimally combine proven technologies: the greater the precision with which windows and doors are matched to the requirements of a public or private building, the greater the added value for users and investors alike.

If you missed the Roto presentation in Nuremberg, no problem: all exhibits showcased at the Fensterbau Frontale are permanently available to view in the virtual conference centre of the digital Roto City. Simply contact your partner at the Roto Sales department to arrange a date for a tour.



“I was able to view various elements with the latest hardware solutions.”

That was how Miguel Pichel summarised his visit to the “impressively large and diversely equipped” Roto City. “In Spain, the state provides subsidies for replacing older windows with energy-saving windows, and we expect strong demand for our elements. Here in Nuremberg, I have gained new ideas for how our manufacturing can feature even more automation in future. It has therefore definitely been worth my time to visit the trade fair.”



Miguel Pichel is an application engineer at the Spanish PVC window manufacturer Teccarsa, founded in 1986. On its 20,000 m² production area, the company uses semi-automatic modern systems to manufacture products including Tilt&Turn windows. Its collaboration with Roto began 15 years ago, when it changed over to Tilt&Turn hardware. Miguel Pichel visited the Fensterbau Frontale for the second time and familiarised himself with the new developments in the Roto hardware systems for PVC elements.



Homeowners can take control: with burglar inhibiting windows and doors of resistance class RC 2, they can protect their home against intruders. This Tilt&Turn window has been equipped with a security mushroom cam, lockable handle and drilling protection as well as three TiltSafe security strikers. Whether it is closed or tilted, burglars will have a hard time fully opening this window. A hardware configuration like this, based on **Roto NX | C**, can be implemented in a large number of windows up to a sash rebate width of 1750 mm and a sash rebate height of 3000 mm. Visitors to the trade fair were also able to see first-hand the user experience that can be achieved by selecting the Deventer SP 7603 sealing profile.

This ceiling-height timber-aluminium window meets the recommendations of architects for high-quality properties: sustainable, recyclable profile materials and plenty of transparency, which does not come at the expense of thermal and sound insulation thanks to modern functional glazing. The hinge side **Roto NX | Power Hinge** provides an extremely robust and attractive solution for timber and timber-aluminium systems with 9 mm and 13 mm axes. It can reliably support Turn-Only sashes up to 300 kg and Tilt&Turn sashes up to 200 kg. The anti-slam device can be used in elements with a rebate depth of 24 mm or more. The Deventer SP 7612 gasket has been optimally coordinated with the kinematics of this ceiling-height sash.



The hinge side **Roto NX | A16** can be used to produce an aluminium window of this type that is intuitive to operate. It is tested for windows and balcony doors up to a sash weight of 150 kg and is also suitable for round and pitched windows as well as balcony doors with a threshold. The rebate corner hinge has an integrated bearing bush. TPE sealing profiles from Deventer improve the sound and thermal insulation and can be processed extremely efficiently. The gasket can be removed without any residues and the raw materials are recyclable, ensuring that this product meets the market demand for solutions that conserve resources.

Experience a “perfect match”
Ensuring a perfect interaction, a “perfect match” between the hardware and gasket, is important for the performance of windows and doors. In building elements with any opening types, this coordination provides a crucial improvement in terms of sealing and operating convenience. Visitors to the Roto City at the trade fair were also able to experience this directly.

If you wish to find out more about the effects of precise coordination of the gasket and hardware on thermal insulation, comfort and the functional safety of windows and doors, Roto is happy to provide you with expert advice. In the Roto test centres, your new windows and doors can show what they are capable of.

Roto NX hinge side innovations
Roto NX is the global market-dominating hardware technology for Tilt&Turn windows. It supports economical production of particularly easy-to-use elements. Fabricators who manufacture both PVC and aluminium windows are impressed with the new hinge side Roto NX | A16 for aluminium profiles with a 16 mm hardware groove. Most hardware components are used identically in both frame materials.

Hinge side A16 enables production of elements in very large formats or with high sash weights, as do the surface-mounted hinge sides for PVC and timber windows. Aluminium windows fitted with Roto NX, security mushroom cams, a lockable handle and drilling protection achieve burglary inhibition up to RC 2/RC 2N.

An additional fully concealed hinge side will be available in the Roto NX Tilt&Turn hardware product range in a few weeks. It is suitable for PVC and timber windows and perfectly supports a puristic window design. “New hinge side – exceptional functionality.” This brief summary by one visitor to the trade fair summed up the product in a nutshell. Roto provides its usual comprehensive and reliable support for incorporating of the C hinge side into your production processes.

TiltSafe function also available in hinge side Roto NX | C
The C hinge side was presented at the trade fair in conjunction with TiltSafe security strikers, among other things. Whether in detached houses or apartment buildings, reliable burglary protection even with tilted windows provides peace of mind to inhabitants who would rather not have to avoid tilted windows

and natural ventilation of rooms overnight or when they are not at home. With Roto hardware technology, you can effortlessly demonstrate that security components and good window design can go hand in hand.

Hinge side Roto NX | Power Hinge with anti-slam device
Ceiling-height windows made of timber or timber-aluminium and equipped with thermal and sound insulation glass are in high demand, particularly for constructing high-value properties. The hinge side Roto NX | Power Hinge ensures long-term, reliable functionality of Tilt&Turn windows with particularly high sash weights.

A new anti-slam device, which was presented as an accessory at the trade fair in Nuremberg, prevents heavy windows slamming shut.

“I am therefore currently most interested in which additional product variants we might be able to produce with Roto NX”,

explained Klaus Gayko during his visit to the Roto City. “Following our successful changeover, we want to achieve the maximum benefit from the modular structure and wide product range of Roto NX. We will also discuss working with the Veka Move system and we will certainly be planning further dates for preliminary testing of Gayko systems at the Roto ITC. We use the Roto testing services as well as training for our employees and the first-class Roto spare parts service. This close collaboration contributes to Gayko’s capacity to be a particularly reliably partner to building element dealers.”



Klaus Gayko is the Managing Director of the Gayko Group, and was presenting his own exhibit at the Fensterbau Frontale for the seventh time already. The company has been working with Roto hardware since 1981, and now uses it to produce both PVC and aluminium windows. Gayko has equipped Tilt&Turn windows with Roto NX since the start of this year.



Burglary protection that is hidden from view both inside and outside: the concealed hinge side **Roto NX | C** has been combined here with V security locking cams, lockable handle and drilling protection as well as the Roto Com-Tec | Comfort S concealed wireless sensor for opening and locking monitoring. Windows like this can be integrated into standard Smart Home systems with EnOcean. Thanks to robust TiltSafe security strikers, drilling protection, security mushroom cams and lockable handle, the window is secured with resistance class RC 2, even in the tilt position. With the sash locked, the window achieves burglary inhibition in accordance with RC 3. A Deventer TPE gasket coordinated to match the movement sequences of the sash and the hardware creates a highly convenient operating experience.



Information and registration for Roto City

ftt.roto-frank.com/en/roto-city



“Retract&Slide”

Best in class: Roto Patio Inowa

■ **Sliding** In the course of a few years, the smart **Roto Patio Inowa** has developed into one of the most successful sliding hardware solutions worldwide. The **Roto Patio Inowa | Max** caused a sensation in **Nuremberg**. This hardware is suitable for all formats, from small to large, and offers maximum operating convenience, even for elements in the **XXL format**.

The years of sustained success enjoyed by the Roto Patio Inowa sliding system have their basis in its unique ease of use and exceptional sealing properties. The movement of the sash perpendicular to the frame makes lifting the sash unnecessary when opening and closing. Circumferential locking points pull it close against the frame. When the sash is closed, the entire hardware is concealed between the sash profile and frame profile. The few components that are visible when the sash is open have a subtle design.

Intelligent and tightly sealed

With its circumferential gasket and the active control of all circumferential locking points, Roto Patio Inowa achieves a level of sealing that is usually only possible with Tilt&Turn windows. The system reliably protects against draughts, rain and external noise, even in the event of severe weather events and in multi-storey buildings with high wind loads.

Simply more convenient

Additional comfort is provided by components that are only available from Roto: the Soft functions in the Roto Patio Inowa range gently brake the sash before the final position is reached when opening and closing. They ultimately provide an operating experience that very few people expect from a sliding element.

RC 2-compatible

Any sliding element can be manufactured in accordance with the RC 2 resistance class with Roto Patio Inowa. Successful RC tests for systems made from PVC, timber and aluminium are proof of this. The hardware configuration will then include the V locking cams, security strikers on the espagnolette side, security strikers and an anti-pushback function in the mullion as well as a lockable handle with drilling protection.

One system – two solutions

The first version of the Roto Patio Inowa was designed for a sash weight up to 250 kg and sash formats up to a sash rebate height of 2500 mm and sash rebate width of 2000 mm. However, demand quickly arose on the market for Inowa hardware for even larger and heavier sliding elements. Roto developed a version for sashes up to 400 kg, and also developed a vision: the perfect Roto Patio Inowa for all elements, from small to large, and even suitable for elements with very heavy sashes – the ultimate Inowa.

Roto Patio Inowa | Max

Our vision was turned into reality and celebrated at the Fensterbau Frontale: so smart, so tightly sealed, so unique. Thanks to Roto Patio Inowa | Max, even sashes with a sash height of up to 3600 mm or a sash width of up to 3000 mm remain very easy to use. The roller unit in the Roto Patio Inowa | Max reliably supports weights up to 400 kg and features a height adjustment of -1 to +3 mm on the espagnolette side. This sliding hardware with its innovative technology is the first solution of its kind in the “Retract&Slide” class.

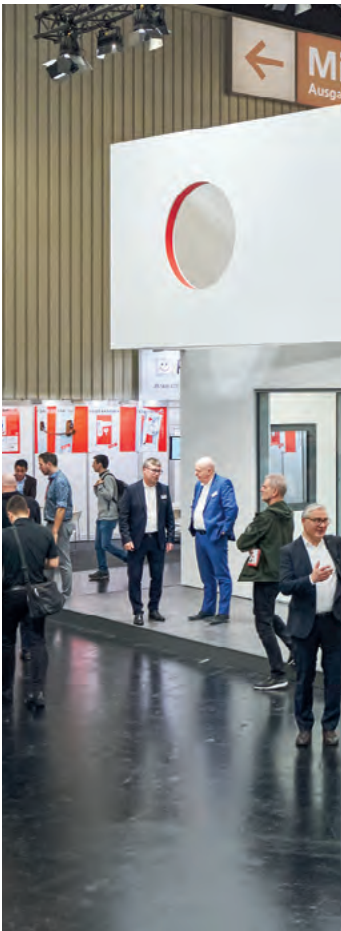


➤ **For more information on the smart hardware with concealed technology for tightly sealed sliding doors**

ftt.roto-frank.com/en/inowa-max-video
(YouTube)



Large sliding systems enable interior rooms to merge with patios and gardens. Moving between inside and outside through fully opened sashes provides people with a moment of personal freedom in day-to-day life. The **Roto Patio Inowa | Max** smart sliding hardware heightens this feeling with its extraordinary ease of use, even with huge installation sizes. It is possible to lay finished floor right up to the frame profile or threshold and join it to the element on the same level. Guide and roller tracks are less visually obvious. Roto Patio Inowa | Max therefore meets demanding requirements for comfort and design. Soft functions gently brake the sash when closing or opening and move it into the final position.



Even a small hotel room seems spacious if guests can open a floor-to-ceiling sliding sash and step out onto a balcony. **Roto Patio Inowa | Max** is intuitive to use, something that is important for rooms where users change frequently. This minimises the need for repair work resulting from incorrect operation. The element shown in the photo meets the requirements for resistance class RC 2. Hotel guests and their valuables are well-protected against unwanted access. Thanks to the magnetic locking sensor contact elements, hotel management can check whether the sliding door is tightly closed without entering the room. All components of the Patio Inowa | Max are hidden, even in very narrow profiles.



Patio doors are considered to be particularly at risk: criminals use the cover of enclosed gardens to remain hidden during their break-in attempts. For this reason, experts recommend enhanced mechanical burglary protection specifically on patio and balcony doors.

Roto Patio Inowa | Max has also been incorporated into this element, which has been tested in accordance with RC 2. The burglary protection is further improved by wired contact elements that monitor the locking status of the sliding element. The Roto magnetic locking sensor contact elements are installed fully concealed under the striker and are not visible to burglars from the outside.

Plenty of identical parts

Users of the Roto NX and Roto AL Tilt&Turn hardware will recognise many familiar components in the Inowa modular system. They will find it particularly easy to integrate the production of the Inowa sliding system into their processes. Special aids such as the drilling jig and design features of the sliding hardware, which makes it easier to release the centre fixing, for example, provide additional security and support economical production.

Maximum operating convenience

The Roto Patio Inowa | Max owes its unparalleled operating convenience to a ball bearing and height adjustable roller unit with integrated brushes and comfort cams, which also have ball bearings. Both minimise rolling friction when the sash moves.

The hardware version for timber, PVC and timber-aluminium profiles is equipped with a (ball bearing) K-cam in the centre lock in place of an eccentric cam. The equivalent for aluminium profiles is a two-part control cam, which also uses ball bearings. Opening, closing, feeling – a great many attendees took the opportunity to experience the Roto Patio Inowa | Max at the Fensterbau Frontale.

Maximum variety

Sliding elements, in all their various formats, are being increasingly used by architects as a solution for entire facades, because they are tightly sealed and, unlike Turn-Only sashes, they free up valuable space in the room. With Roto Patio Inowa | Max, window manufacturers are keeping pace with this trend for all rooms with the very best elements made from PVC, timber, timber-aluminium or aluminium. Find out more today! Your Roto advisor will be happy to answer your questions.

Maximum application range

What's more, Roto Patio Inowa | Max is also suitable for formats that architects design as stand-out features: whether these are very short but wide windows or tall, narrow sliding doors, this hardware ensures that they are all tightly sealed and easy to use. The Roto Patio Inowa | Max can be used in all formats approved by system suppliers, in detached houses and apartment buildings as well as in major projects in "megacities" affected by high noise levels and extreme wind loads.

Roto Patio Inowa enables the production of tightly sealed sliding windows that save space and allow the living space to be used more effectively. They also help save energy that would have been used for heating or cooling rooms. The various components available enable them to be adapted to suit the specific comfort and security requirements of builders. This exhibit shows a sliding window with Soft functions, with a height of 1080 mm and a width of 4000 mm. When opening or closing, the sash is gently braked before it reaches the final position. The hardware is concealed in the slim profiles, ensuring an elegant appearance. The window handles are tailored to the Roto window handle design for Tilt&Turn windows.



Roto Patio Inowa

- Maximum operating convenience
- Maximum variety
- Maximum application range



➤ A look back: Roto City live at Fensterbau Frontale 2024

[ftt.roto-frank.com/en/frontale2024](https://www.ftt.roto-frank.com/en/frontale2024) (YouTube)



Working together, celebrating together. The Fensterbau Frontale also provided the setting for marking the 20-year anniversary of SC Roto România SRL on the red carpet of the Roto marquee. The picture on the right shows the team from the Romanian window manufacturer ElectricPlus (<https://www.barrier.ro/>) with Marian Pop, Roto Sales Manager for Romania (third from left), as well as Martin Graé, Director of Customers and Markets/Customers and Market Logistics Central and Eastern Europe (fifth from left) and Roto FTT CEO Markus Sander (left).

For every frame material and design

Roto Solid door hinges

■ **Door Manufacturers of external doors will find a wide variety of door hinges for every frame material in the Roto Solid product range. Interesting applications for the Solid B butt hinge range and the Solid C concealed hinge were presented at the Fensterbau Frontale.**

You can learn more about the PVC, timber and aluminium doors showcased there in the virtual conference centre of the digital Roto City. Your contact person in the Sales department will be happy to provide you with advice concerning the application ranges for these hinges and the options for having your door system tested at a Roto Information and Technology Centre (ITC).

Uncompromising quality

Optimised for their applications and manufactured from high-quality materials, Roto door hinges are characterised by exceptional performance characteristics. They have a huge impact on the technical security of the entire building element, since external doors are exposed to thermal and mechanical loads. It is particularly important to ensure that this is taken into account during testing of door hinges in the laboratory. Roto always performs comprehensive endurance testing on all door hinges in order to ensure that they prove themselves in practice.

All Roto door hinges are tested with an operational cycle of at least 200,000 actuations, and some are even tested for 400,000 cycles. This testing goes above and beyond the requirements of the DIN EN 1935 and DIN EN 1191 standards. The 10-year performance warranty also speaks to the reliability of the door hinges over long periods. And it also goes without saying that every hinge range includes solutions for burglary protection in accordance with resistance class RC 2 and SKG**.

The main door of an apartment building must be easy to operate and reliably withstand intensive use over many years. A PVC door with the three-part **Roto Solid B | 318 P** butt hinge (18 mm diameter) was on display in Nuremberg. Its slim shape fits smoothly into any door design and is maintained with no offset outlines, regardless of the hinge setting. The adjustment mechanism integrated into the hinge roller ensures comfortable and continuous height, lateral and gasket compression adjustment. Thanks to substantial prefabrication at Roto, installation of the hinges can be performed in just a few operation steps. Drilling jigs also simplify preparation and direct mounting of the hinges into the frame and leaf. Even with a low door lintel, the leaf is easy to hinge and unhinge. The hinges can be adjusted without unhinging the door.



A look back at
Fensterbau
Frontale
2024



Award for Roto Kalsdorf

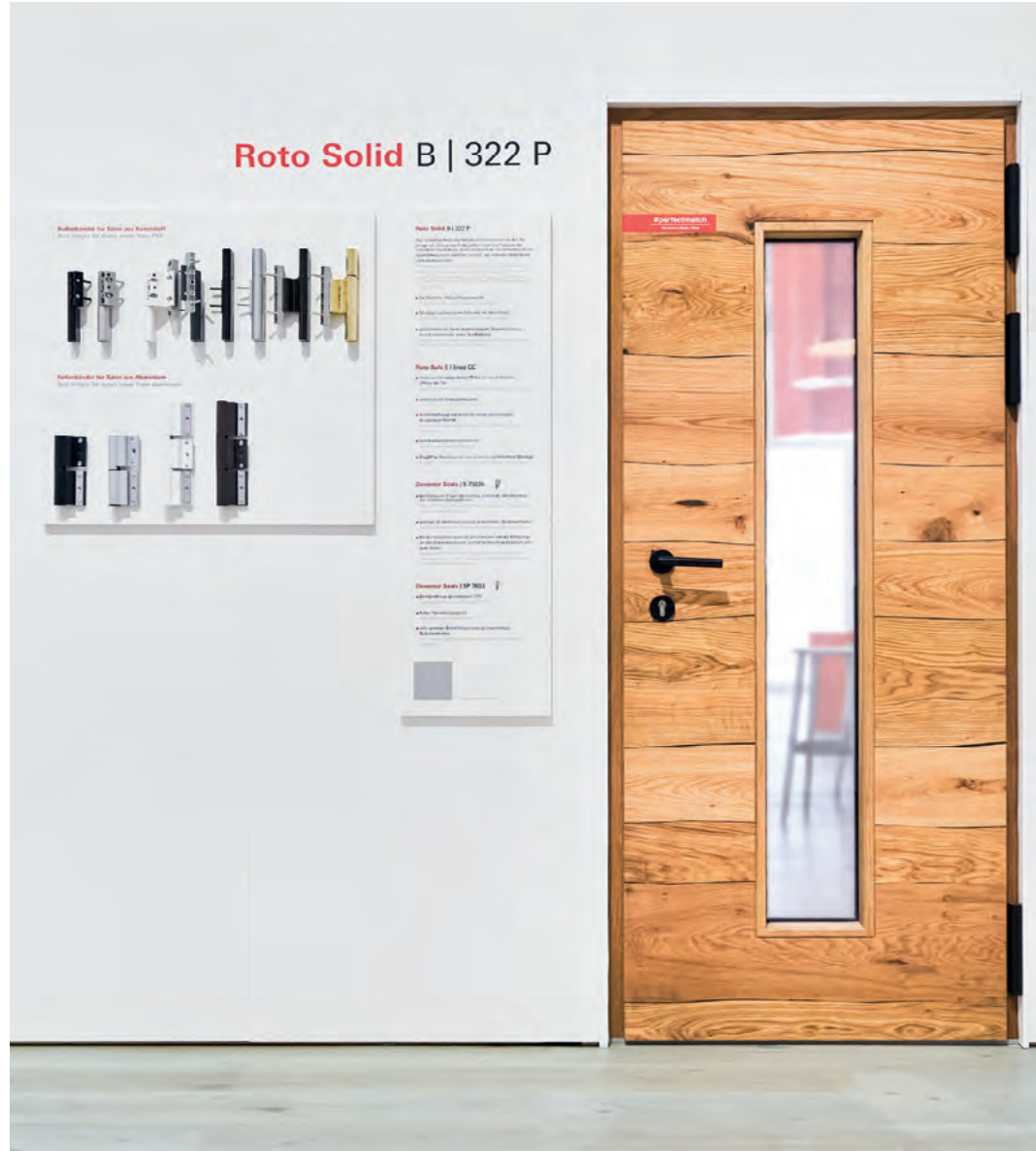
In February, the FTT production site in Kalsdorf, Austria, received the Julius Award – the highest accolade that the Austrian Business Association awards to companies. Named after the Austrian Chancellor Julius Raab, the Julius Award is presented for exceptional efforts in creating attractive jobs, training skilled workers and investments in the future. Around 80 percent of the global door lock deliveries by Roto Fenster- und Türtechnologie come from the production site in Austria. Identical parts and large series are manufactured in an extremely efficient semi-automatic production process. As ever, the smallest series are produced the most efficient way – manually.

A Solid B butt hinge is the perfect addition to this timber door, which is designed as an attractive welcome for visitors to a detached home. The three-part **Roto Solid B | 322 P** is tested for leaf weights up to 160 kg. As shown in the example, surface-mounted Roto hinges can support eye-catching custom door designs. For this design example, the Solid B butt hinges were painted with the colour R06.2 Jet black matt. The technical components of the door stand out clearly against the light timber surface. For both PVC and timber doors, Roto offers the Solid B butt hinges with a version for installation in the rebate and in the overlap. The rebate-screwed version shown here is particularly suitable for design-oriented doors with door panels overlapping the leaf. The product range includes two-part and three-part butt hinges with a diameter of 18 or 22 mm.



➤ **For further information on all Solid B door hinges**

ftt.roto-frank.com/en/solid-b





➤ **For more information about the award for Roto Kalsdorf**

ftt.roto-frank.com/en/jak



Aluminium main doors are on-trend all over the world, as particularly low-maintenance, long-lasting variants with a premium appearance. Many renowned manufacturers are using the Roto Solid C concealed door hinge to produce premium aluminium main doors with improved burglary protection. RC 2-compatible, tested in accordance with DIN EN 1191 for 400,000 opening cycles and with the best possible class 5 corrosion protection, these door hinges provide a good feeling of security for manufacturers and buyers alike without ever being visible from the outside. The FixClick function minimises the work required when mounting the leaf. The left/right symmetry provides benefits for logistics and management thanks to the reduced quantity of parts in the Solid C range. Since its market launch, variants of this door hinge have been created for many different profile systems. If a door manufacturer works with their own system, the experts in the Roto Door Innovation team will test how, and how quickly, the desired hinge can be adapted to the customer requirements. Visitors to the trade fair in Nuremberg were able to experience first-hand the hinge **Roto Solid C | C7.140** for leafs with weights up to 140 kg. Solid C hinges are available in black and silver.



High-quality design – with a variety of surfaces

Property owners would like to play a role in custom-designing their main entrance door in particular, down to the very smallest detail. Screw-on hinges and butt hinges are visible to users. It is therefore important that their shape and surface aesthetically match the door design. Roto customers can meet this requirement with a wide variety of standard colours. And that’s not all – they can order door hinges in many other RAL colours on request or uncoated for a custom surface treatment. Some models can also be anodised or electroplated. The corrosion protection on all door hinges conforms to DIN EN 1670 class 5, therefore meeting the most stringent requirements.

Economical production with Roto

The intelligent design of Roto door hinges for leaf weights of up to 160 kg supports efficient and reliable production as well as extremely simple final assembly, even for heavy doors. Because all Roto door hinges are easy to access, it is possible to adjust the height and gasket compression as well as perform lateral adjustment at a later stage without any problems.

The installation process for the Roto Solid door hinges is customised to suit the hinge, its installation situation and the customer requirements. This enables them to be processed quickly and easily in just a few steps. Compatible drilling jigs and, where necessary, assembly aids are available for all door hinges.

If you want to find out more about the solutions featuring Roto door hinges showcased at the Fensterbau Frontale, simply get in touch with your contact person in Roto Sales at any time.



Installation of Roto Solid C

ftt.roto-frank.com/en/installation-video-solid-c (YouTube)

The international sales team of Roto Fenster- und Türtechnologie would like to thank all guests for visiting the Roto trade fair stand and is looking forward to follow-up discussions. Anyone interested in the product portfolio and the exhibits shown at Fensterbau Frontale can find out more about them in the virtual conference centre of the digital Roto City under the expert guidance of a Roto sales representative.





Cascadia and Roto support customers with optimal solutions, such as these airtight windows at Pacific Point II Rehab in Vancouver, British Columbia.



A new building with hopper windows and fixed glazing from Cascadia was built for Lincoln High School in Portland, Oregon.

Cascadia Windows & Doors, Canada

Sustainable manufacturing and construction

■ **Fiberglass** 15 years ago, Kevin Ganzert decided to manufacture high-quality energy efficient windows with fiberglass profiles in Langley (British Columbia, Canada). Mike Battistel has also been with Cascadia since the company was founded and was appointed President in 2015. He is convinced: “We have gained expertise in energy efficient fenestration products that gives us an enormous advantage in the North American market.”

Cascadia is often involved in the development of energy efficient buildings, such as the CMHC “Harmony House Project”, the first net-zero house on the west coast of North America. Numerous certificates and awards attest to the contribution of Cascadia’s construction elements to the thermal protection of the buildings. Developers and decision-makers from the private and public sectors trust Cascadia and are taking advantage of the comprehensive advice provided by the company’s experts.

Roto’s window and door hardware matches Cascadia’s quality standards, says Mike Battistel. High reliability and corrosion-resistant surfaces form the foundation for window, swing door, and sliding systems that reduce heat loss and are safe to operate. Cascadia

develops window, swing door and sliding systems with an excellent ecological footprint, lowering energy demands while protecting people from the consequences of climate change, such as strong winds and large temperature fluctuations. Roto Inside spoke to Mike Battistel about sustainability in the North American construction industry.

Roto Inside: Mike, Cascadia was founded to help North American architects and developers build energy-efficient and sustainable buildings. Has this founding idea come to fruition?

Mike Battistel: Absolutely. Cascadia entered the market when experts began to focus on energy efficient buildings. We were talking about sustainability in construction at a time when not everyone thought it was a key issue. Therefore, Cascadia was one of the pioneers of an ecological movement in the construction industry. This enabled us to develop an enormous advantage. The qualifications of Cascadia’s 120 employees continue to impress even established customers. We adapt our products to each project. We also share our knowledge of designing façades and windows from fiberglass profiles with the architectural community through educational initiatives.

Roto Inside: Cascadia’s manufacturing capacities have been expanded in the past months, most recently with a new CNC-controlled machining center. Is the demand for your products stable?

Mike Battistel: In fact, despite higher mortgage rates, the demand is not only stable but continues to grow steadily. The construction industry in North America is focusing more on climate protection and sustainability. The higher the testing requirements for the air tightness of new buildings, the more enticing our elements become for architects and developers. Incidentally, Roto understands us and our products very well. We are therefore working together to improve the performance of our systems and Roto’s input and advice on product selection has always been instrumental to it. In my opinion, Roto manufactures some of the best window and door hardware on the market today and provides reliable service and delivery. Cascadia windows, sliding and swing doors are always fitted with multi-point locking hardware. With these products, we have some of the highest tested air leakage resistance ratings in the industry.

Roto Inside: How do you secure Cascadia’s future success?

Mike Battistel: We’re building upon the great culture created at Cascadia. Everyone in our team makes an important contribution to our success every day. The senior management team regularly encourages everyone to share ideas that help shape the company.

Cascadia has an excellent culture in which quality management plays a central role; everyone in the team is committed to creating the highest quality product possible. To ensure this, we implemented quality inspections upon receiving, at various stages throughout the manufacturing process, and a final test at our test wall. To confirm the products pass our standards, a quality assurance report is completed upon project completion.

Roto Inside: Cascadia also strives for the most environmentally friendly production possible. What measures are implemented to achieve this?

Mike Battistel: Cascadia works in accordance with the guidelines of the “Living Building & Product Challenge”. This requires us to ensure



The developer of the District Office in Portland, Oregon opted for a façade with large storefront glazing elements from Cascadia.

that various parts and materials required to manufacture them do not contain anything classified as harmful to humans or the environment. Our products have been listed within the Living Building & Product Challenge guidelines. This is verified by independent third parties. We also look for ways to minimize the impact of our work on the environment.

Roto Inside: If you could wish for something for the future, what would it be?

Mike Battistel: The chance to continue doing what has been important to us since the company was founded, for as long as possible. It makes us all happy to see that the vision of better, more sustainable buildings and construction elements is becoming reality through our work.

www.cascadiawindows.com



Mike Battistel, President Cascadia Windows & Doors



➔ Explore Roto’s vast range of casement products

ftt.roto-frank.com/en/casement-awning



A combination of floor-to-ceiling fixed glazing and Casement & Awning elements, with Roto X-Drive hardware, create an abundance of natural light in the PAE Living Building in Portland, Oregon.

Extralum, Costa Rica

A successful partnership

■ **Aluminium** The Central American aluminum window specialist Extralum and Roto have been working together for seven years. Due to the high product quality of the hardware systems and the reliable overall performance, Extralum's Purchasing Manager Jorge Rodriguez saw his supplier as an ideal partner right from the start.

The Costa Rican company uses, among other things, the Tilt&Turn hardware system Roto NX, the Lift&Slide hardware system Roto Patio Lift, the hardware system Roto Inline for simple sliding windows and doors and various solutions for outward-opening windows from the Roto Outward Opening hardware range.



Santo Domingo de Heredia (Costa Rica) is home to Extralum's corporate headquarters.

On course for growth

"First-class quality windows and doors, pre-fabricated ready for installation in our own factory. That's our promise to our customers," says Rodriguez, describing the aluminum expert's corporate performance.

Together with Roto, the company has now set the course for further growth, as Extralum is pursuing an ambitious goal: the company wants to become the largest manufacturer of window systems in Central America and the Caribbean, and is also targeting North America. A first step has been taken in 2019 with the commissioning of a new, 17,500 square meter plant for window and door construction in Grecia (Costa Rica).

In addition to the outward-opening windows commonly used on the American continent, the high-density tilt-and-turn elements of European design were also of interest to more and more customers, builders and investors.

"There is a growing demand for tightly sealed elements – this is a huge opportunity for Extralum and Roto."

A new aluminum window system is expected to attract new customers outside the Extralum core markets in Central America



Extralum's window and door factory in Grecia also houses an assembly line for European-style building elements



In-house component production

The system house already produces the necessary components for its aluminum building elements itself. These include, among other things, the aluminum profiles as well as hardened, laminated glass.

Broad-based sales

Extralum serves private end customers as well as dealers and manufactures curtain walls for large-scale projects in accordance with the scope of services of a system house. With ten sales offices in Costa Rica, three more in Panama and Honduras and with the help of the on-line shop "La Tienda", Rodriguez believes his company is well positioned to play a leading role in façade, window and door construction in Central America.

Quality guarantee

But that's not all. In the future, the company also wants to expand its portfolio to include the frame materials timber, aluminum and PVC. This is another reason why Roto is the right partner, because:

"Here we get high-quality, reliably functioning architectural hardware for every opening type and frame material from the same supplier."

Compatible hardware systems, always the same contact person and training from a single source would offer Extralum great added value and make it very easy for the employees to process the components, describes Rodriguez, summarizing the benefits for his company.

Firm foundation of partnership

Instrumental in strengthening the partnership between the two companies, especially during the months of the Corona pandemic, was the tireless support of Roto Team Mexico and Roto Aluvision, he said. "Through their commitment to training and project development, both virtually and in person, we were able to continue working on our projects without delays," says Rodriguez.

Tools such as the virtual consulting platform Roto City have not only significantly supported collaboration during this time. Roto City continues to be a fixed component for quickly gaining insight into Roto innovations and enables Extralum to present comprehensive solutions to its customers virtually, even when not bound by time or location.

www.extralum.com



Jorge Rodriguez,
Purchasing Manager,
Extralum



Employees from the Extralum Sales department during practical training: how is an aluminium window produced?



Quality down to the smallest detail: employees from the Extralum Sales department discuss the features of a sliding window.



➤ **Roto Patio Lift: hardware for versatile use in Lift&Slide systems**

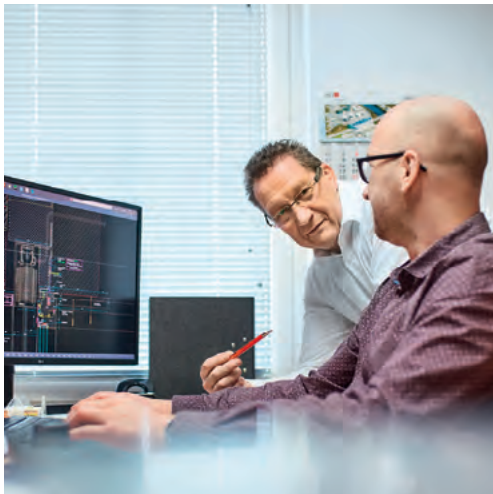
www.roto-frank.com/en/patio-lift

FTR Fenster- und Türenwerk Rösler, Germany

“Finger on the pulse”

■ **PVC | timber-aluminium** Modern building elements with reliable high quality, efficient production and all accessories promptly installed. That is how owner Thomas Rösler summarises the promise that FTR Fenster- und Türenwerk Rösler GmbH makes to its customers.

Thomas Rösler, who founded the company more than 30 years ago in Schirgiswalde in Saxony, Germany, is convinced that the future of the industry will be shaped by qualified experts supported by automation in production and digitalisation of company processes. “Technology that makes things easier,” he states, is available in manifold forms. However, it needs to be used intelligently.



Support from the Roto Lean data service: providing logically structured, continuous master data for hardware installation is a requirement for automated hardware merging. In the photo above: Hendrik Riedel, FTR specialist in design drawings (right).

Roto Lean

For around ten years, he has been supported by Matthias Bellstedt, who is part of the Roto Lean Team, for questions regarding process development. “Fundamentally, our decision to use Roto hardware when we founded the company has indirectly helped to shape how we work today,” the businessman recalls.

He has also frequently discussed the technological future of window production with his contacts in the Sales department of his partner. What might sometimes have sounded a little utopian has now become reality: optimised processes which ensure that people and technology ideally complement each other.

Entirely from a single source

In 2023, FTR achieved turnover of more than 40 million euros. It has loyal customers particularly among general contractors and construction companies. “We are valued as a full-range supplier. All services regarding windows and doors, including installation and maintenance, from one provider. We also supply sun protection and fall protection at the same time.”



For manufacturing timber windows, FTR relies on Roto NX Tilt&Turn hardware technology as well as Roto glazing blocks and Deventer TPE gaskets.



The planners and site managers at FTR maintain constant contact with their customers. This enables them to respond flexibly to the progress of construction processes. Thomas Rösler and his Co-Managing Director Enrico Gaens are always available to contact. Gaens emphasises:

“Reliable quality, price and delivery are crucial.”

In the project business, it is vital for manufacturers to specialise, as the business is very demanding and the company ultimately shares in the economic risks of its customers to an extent.

The Roto NX safety factor

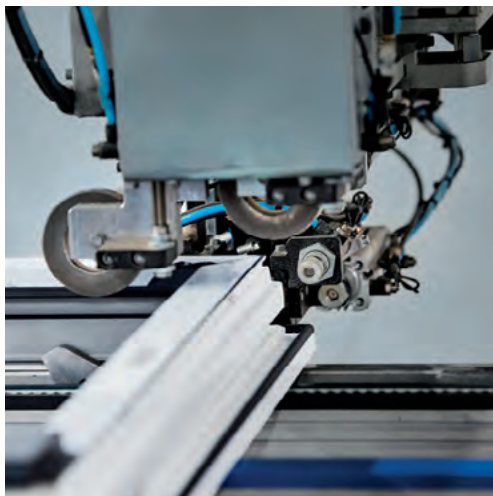
FTR's decades-long partnership with Roto has “covered our back”, Rösler adds.

“In our view, Roto NX is unrivalled.”

The Tilt&Turn hardware is an important safety factor, just like its predecessor. “We need hardware with reliable quality in the long term, so that we can minimise maintenance and therefore operate economically in the project business.”

The commissioning of a new machining centre in Summer 2019 was a crucial factor in FTR being one of the first manufacturers in Germany

Comprehensive services for construction companies: internal project planners at FTR such as Ingo Nieber (on the left in the photo) support customer projects from the initial draft of the building elements through to auditing documentation. Roto provides support for planning. In the photo: Roto customer advisor Ingo Günthel (middle) and Matthias Bellstedt from Roto Lean Management (right).



In both PVC and timber window production, Roto NX hardware is automatically screwed in place.

to want to change over to the Roto NX and thereby enjoy the benefits of automated manufacturing. “We always rely on the latest technology from our partners and try to introduce it as quickly as possible, since that is usually very clearly beneficial to us.”

Economical production of main doors

FTR has regularly used the Solid B main door hinges that Roto introduced at the middle of the last year and the Roto Safe A | Tandeo automatic lock since autumn 2023. “Thanks to the design features of these products that make them easy to install, we save time in the factory and on the construction site. These two advantages provide a double benefit for our business.” FTR equips PVC doors with the 3-part butt hinge 318, and timber doors with the 3-part butt hinge 322. These are also drilled completely via the machining centre.

For manufacturing timber windows, FTR works with Roto hardware as well as with Deventer gaskets and Roto glazing methods. “Excellent quality, produced and delivered by one of our key business partners – this saves us time and hassle,” Rösler states, giving his reasons for concentrating on a small number of suppliers.

Proactive and crisis-proof

Does the current downturn in the home construction sector worry him? “No,” Rösler states firmly, shaking his head. “We have always

acted as is prudent for a proper businessman. We are therefore in a healthy economic position and can continue to invest in everything that will help us adapt to new circumstances.” In 2021, he installed a large photovoltaic system with a 674 kilowatt peak on the roofs of the production halls. The vehicle fleet is currently being modernised to reduce consumption of expensive fuel. The FTR team, which includes a great number of employees with many years of experience, always tries to keep their “finger on the pulse” of the industry and respond quickly and decisively.

Digitalisation is a major talking point

Later this year, the company will take the next major step in terms of digitalisation. Continuous data and document management will make it even easier to constantly monitor the efficiency of the entire process. Providing each employee with the information that is important for them and then immediately collating all of the data required for controlling at the end will become much quicker and more reliable thanks to the new IT structure. Rösler emphasises:

“And Roto is important for the development of the company once again.”

The Roto data service and its expert personnel know exactly how to support and effectively reduce the strain on the IT staff at FTR.

Improving stability further

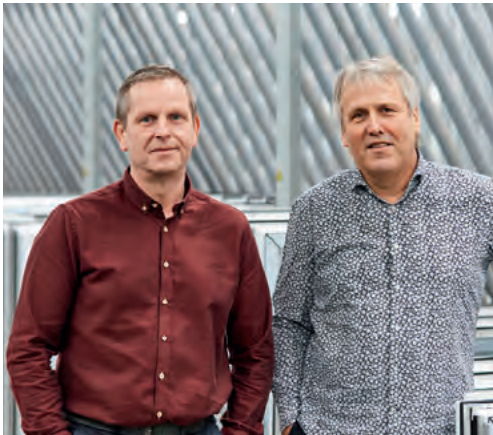
Since the founding of the company, he and his wife have consistently invested their profits in the firm. As a result, FTR is now able to flexibly deploy their specialist employees, trained in-house, wherever is economically beneficial within its extensively automated production facilities. “We remain a family-owned company in which each employee is important and valued,” emphasises the businessman in conclusion. “We want to further improve our stability, for the benefit of all of our employees and customers. Growth at any price is not what we are about.”

www.fensterwerk-roesler.de



Just commissioned: new handling technology and a cutting-edge spraying robot.

Enrico Gaens, Managing Director of FTR Fenster- und Türenwerk Rösler GmbH (on the left in the photo), has been a crucial partner and companion for Thomas Rösler for many years.



Roto Door: everything needed for economical production of main doors

For timber or PVC main doors

New: lever-operated espagnolette Standard

■ **Door** Operating convenience and burglary protection for a double-leafed main door are provided by the ideal combination of locking system and hardware for the second opening leaf. The lever-operated espagnolette Standard for doors made from timber and PVC is a new addition to the Roto Safe range.

The second opening leaf is locked and unlocked without needing to bend over using a convenient side lever. A mishandling device provides greater security. This only locks the first opening leaf once the side lever is retracted and the main deadbolt blocks the connecting rod of the second opening leaf. This ensures that the correct closing order is observed and the door is securely locked.

Modular for maximum flexibility

The new lever-operated espagnolette Standard can be used with extensions (600 or 800 mm available) in virtually all standard locking patterns up to a leaf rebate height of 3000 mm. It can be combined with all Roto multipoint locks and therefore boasts a wide application range.

Economical production

Cropping marks on the espagnolette simplify correct cutting. No routing is required for the operating lever. Another reason why less routing work is needed is because the lever-operated espagnolette Standard has no dead-bolt casing. If the door is to be opened electronically, for instance in conjunction with the Roto Safe E | Eneo CC electromechanical lock, a marking for the drilling position allows a magnetic contact to be easily integrated and also retrofitted as required.



For timber or PVC double-leafed entrance doors: lever-operated espagnolette Standard

High functional safety

The lever-operated espagnolette Standard is corrosion-resistant in accordance with EN 1670 class 5, compatible with RC 2 and is undergoing SKG** testing. Its shootbolt protrusion has been improved for greater stability, and the side lever has been tested over 25,000 opening cycles.



Everything close at hand: optimal workspace layouts improve efficiency for manual work.



Thomas Rösler founded the window and door factory in Schirgiswalde more than 30 years ago. Together with his wife Ina, he looks forward to many more exciting years in the company.



➤ **Economical, secure, convenient, design-oriented: overview of Roto NX**

ftt.roto-frank.com/en/nx



➤ **Roto Door: Locks, hinges, thresholds, hardware – a comprehensive range of top products for doors from one provider**

www.roto-frank.com/en/door

B.FT Okna i drzwi, Poland

15 years of partnership

■ **PVC** Bartłomiej Karaszewski started production of PVC windows in Barlinek, Poland in 2009. He began by earning the trust of investors in Poland and neighbouring countries who wished to replace old windows in their buildings with new ones. He offered them a complete service, from measuring through to installation. Nowadays, demand due to construction of new buildings is dominant.

For a long time now, B.FT has produced not only windows but also doors, roller shutters, garage doors and a wide range of accessories. Right from the start, Karaszewski relied on a partnership with Roto. Tilt&Turn windows are implemented with the Roto NX modular system, main doors are created with the Roto Door range and sliding systems are produced with Roto Patio Inowa.

At the Fensterbau Frontale trade fair, the businessman once again discovered even more applications with “future potential”. The Roto Patio Inowa | Max service package demonstrates that extremely large sliding systems are always possible. “The new concealed hinge side for the Roto NX as well as the Roto Safe A | Tandeo automatic multipoint lock and the Roto Safe E | Eneo A electro-mechanical multipoint lock are ideal for economical production of modern windows and doors,” Karaszewski concludes.



Bartłomiej Karaszewski, owner of Okna i drzwi

Electronics on the rise

Integrating the 4in1 access control system into the Eneo multipoint lock results in an electronic door lock that can be actuated via Bluetooth, finger scan, RFID or numerical code. Karaszewski values this product benefit very highly, as demand for electronic multipoint locks is constantly growing and integration of the main door into electronic monitoring systems is becoming ever more important. “As a Roto partner, we are able to offer excellent solutions for both of these aspects.”

And which innovation provides the greatest potential for change and growth for B.FT? The window specialist particularly anticipates increased electrification of windows and doors in equal measure:

“The future belongs to electronic control of the room climate and building security.”



Back in 2014, B.FT was the first company in Poland to offer automatic shape welding of window profiles.



➤ **Roto electronics for windows**
ftt.roto-frank.com/en/windows-electronics

Tilt&Turn sashes that offer plenty of transparency while being space-saving – B.FT relies on consultation and variety to provide the perfect windows to round off any building and facade.

The industry expert believes that windows and doors will become intelligent assistants to people, and B.FT intends to be prepared for this. “As such, the solutions displayed in Nuremberg that we found particularly exciting were the electronic multipoint locks, the thresholdless solutions and the Roto E-Tec Control and magnetic locking sensor contact elements.”

For any building type

In Poland, demand for the products and services offered by B.FT primarily comes from private builders working on constructing their home or renovating their apartment. The company also counts Polish residential construction companies among its customers. Outside of the country, B.FT concentrates on the project business. Its in-house installers ensure proper installation of windows and sliding systems in retirement homes, office buildings, hotels, commercial properties and larger apartment buildings.



B.FT employees routinely install sliding elements including Roto Patio Inowa with ease.

B.FT supports investors in implementing large-scale residential building projects in many European countries.



B.FT also produces double-sashed and triple-sashed windows using Roto NX.

Reliability when meeting high requirements

The trend towards particularly thick, highly insulating elements is also continuing. “Anyone working in construction nowadays needs to place a high value on energy efficiency in order to be able to meet statutory requirements for new buildings,” Karaszewski emphasises. The result of this is that the vast majority of windows produced by B.FT are equipped with triple glazing, which has increased requirements for the hardware. “This is not a problem for us, as Roto window hardware and door hinges are designed accordingly and we are able to ensure the reliable long-term functionality of our products.” As the company works with a proven system from aluplast and Roto, it can easily supply the more and more frequently requested RC 2 security class for ground floor installation in multi-storey residential construction projects.

Dialogue forms the basis

Karaszewski emphasises that, in addition to the Roto products themselves, it is above all regular dialogue that has formed the basis for the 15 years of successful collaboration with Roto: “We are glad to take part in training sessions led by Roto’s responsible expert consultants. This exchange of information is very valuable, and Roto frequently takes our proposals on board when developing hardware.” Thanks to the Roto IT department, B.FT has become one of the first companies in Poland to perform digital hardware configuration. “In the event of problems, we can always count on quick and professional help from the IT specialists at Roto. And our advisor in the Roto sales department is also always available for any questions.”

Just like the previous year, B.FT will complete a variety of investment projects in 2024. Administration has already been expanded, and the showroom is currently undergoing a redesign. Introduction of a new profile system and expansion of aluminium window production are also planned. “We are very optimistic when it comes to development of demand in future, and we are currently making preparations to ensure that we can offer all possible comfort in any design at the customer’s option. And with consistently high, reliable quality. To do so, we will also use the opportunities offered by automation at B.FT.”

“Roto supports us in a number of ways for implementation of our plans. We truly appreciate this.”

Social engagement

The benefits of good company development are not limited to the employees of B.FT: Karaszewski also intends to maintain the company’s policy of supporting regional sports clubs and school projects for children with learning difficulties. “There will be plenty to do in the coming years. We will only manage it as a strong community.”

www.oknabft.pl

“Our core customers build across Europe – and we are alongside them.”

Sales throughout Europe are also supported by retailers that Karaszewski has gained as customers. Private customers are given advice in the B.FT showrooms in Barlinek or from retailers. Karaszewski visits project customers personally in order to participate in their planning. His project managers take measurements on site and coordinate delivery and installation.

Flexible and resilient

The decline in construction of new residential buildings in certain European countries does not worry the businessman much. “B.FT has a solid economical position, enabling us to adapt our production very flexibly to suit demand,” he explains. And this flexibility has been further increased by the procurement of a new film-coating system. B.FT offers its customers a particularly wide selection of decors and colours, enabling it to meet the current rising demand. Profiles with smooth, white interior and exterior surfaces are becoming proportionally less popular, according to Karaszewski, while demand for designs that include surfaces with a timber or aluminium appearance is increasing.

“Windows now play an important role in the architecture of modern buildings.”

Casamayor Perfiles S.L., Spain

Window production 4.0

■ **PVC** When Justo Contreras and Tomas Casamayor acquired a construction carpentry business in the Spanish city of Mérida in 2013, their team was made up of 17 members of staff. The company, which was rebranded as Casamayor Perfiles, now has 97 employees. The decision to produce premium profiles and hardware and to invest in state-of-the-art systems and processes paved the way for growth.

“Over the past few months, Casamayor Perfiles has taken decisive steps towards modernisation,” reports Managing Director Justo Contreras during his visit to the Fensterbau Frontale trade show. This year, the company intends to more than double its production capacity compared to 2013.

The management team planned the “Industry 4.0” project together with key suppliers like Roto. The aim is to extensively automate an extremely flexible window production process. Contreras explains the significance of flexibility as a factor in the company’s success: “We can hold our own against low-cost suppliers from abroad if we design a window with specific added value for each building, each room and each stylistic preference.”

Functional added value

Under his leadership, a ten-strong team in sales collaborates closely with specialist dealers which make up the window manufacturer’s exclusive Spanish sales network. Regular product and sales training lays the foundations for providing the very best advice and successfully selling products. Contreras is sure:

“Low-cost suppliers don’t offer any advice regarding the functional added value which makes it possible to use certain hardware components, for example.”

A window manufacturer that doesn’t inform builders about all modern window functions deprives them of the opportunity to optimally equip their home. The window expert believes that the inadequate advice could be down to a shortage of specialists or a lack of effective

hardware technology. Things are different at Casamayor Perfiles! Once a customer has come across one of the company’s trade partners, it’s highly likely that they will make a purchase because of the comprehensive advice they receive. The proportion of successfully concluded sales is steadily growing.

Regularly contacting architects generates additional turnover. By telling them about the possibilities of modern windows and doors, the knowledge of new functions and feasible designs will be multiplied many times over and shared in more conversations with builders.

Efficiency with Roto NX and Roto Patio Alversa

However, for production to be flexible it’s important that industry partners intelligently plan their product ranges. “For instance, we appreciate how with Roto NX, Roto offers us hardware that is able to support sash weights of up to 130 kg even in the standard version, but also includes various additional components which allow us to offer larger sashes weighing up to 150 kg and to flexibly adapt the burglary protection to customer requirements.”

Casamayor Perfiles equips Tilt&Turn windows with Roto NX and sliding systems with Roto Patio Alversa. “The handle control is the same in both systems. That’s convenient for users. And we can use many components that we keep in stock both for Tilt&Turn windows as well as for different versions of the Roto Patio Alversa sliding system.” Contreras summarises two of the benefits of the decision to choose both of these hardware product ranges:

“Roto NX and Roto Patio Alversa ensure efficient production processes and reduce our stock levels.”

A key factor in achieving this degree of efficiency is that Roto Patio Alversa sashes are produced on the same line as Tilt&Turn windows, doing away with the need for a separate production line.

He reports that Roto Patio Alversa | PS Air Com with comfort tilt ventilation is the most commonly sold version at Casamayor Perfiles. This is proof of the good advice given. The additional tilt support in the hinge of the Parallel Sliding system ensures ease of operation with high sash weights, like those which occur when using functional glazing.

New profile system for greater sustainability

Even though the demand in the building renovation sector is slightly declining in Spain at the moment, the window professional believes that extremely energy-efficient and sustainable window systems will enjoy success in the future: “We now provide advice relating to windows that we manufacture with Kömmerling AluNext plus triple glazing. This profile, consisting of a recycled PVC core and an aluminium shell, can be used to produce elements which have good environmental credentials and can themselves be recycled after they are removed.” Different colours can be chosen for the inner and outer profile shells on request.

With options like this, Casamayor Perfiles will continue to set itself apart from the competition in future. Contreras is confident that the comfort segment shows no signs of stopping any time soon.

Partnership in action

And what does the window professional expect from its partner Roto? “Essentially that they won’t just leave us to it, and that they will continue to provide us with the same support as before. Roto Frank España is like one big family, and you notice that in your daily interactions.” In future, the quality of a supplier’s digital services will be more important than ever before for the efficiency of customer-



Justo Contreras, Executive Manager of Casamayor Perfiles S.L., Spain, at Fensterbau Frontale 2024

focused production. Roto knows this and not only offers hardware designed for automated production, but also a first-class data service. System control at Casamayor Perfiles and order processes would benefit from the dependable work of Roto IT specialists.

“At the point when we take hardware components out of the warehouse, they are automatically reordered from Roto.”

This means that the Spanish window manufacturer is always able to carry out its work and supply its products. “And that will still hold true even if we achieve the planned 5% turnover growth this year.”

www.casamayorperfiles.com



➤ **Roto Patio Alversa: Universal hardware for minimum effort in Parallel Sliding and Tilt&Slide systems**

ftt.roto-frank.com/en/alversa



Thanks to extensive investment in production automation and modern processes, Casamayor has doubled its production capacity since 2013.

Find out more today!

All opening restrictors at a glance



■ **Aluminium** The perfect opening restrictor for any aluminium window and any balcony door: Roto offers a constantly growing range, which is the focus of an informative presentation now available on the website. Versions from the Roto AL standard range and a large number of special solutions which have already successfully undergone a component test in accordance with DIN EN 13126-5, application 5/6, at ift Rosenheim are showcased here.

An increasing number of specifications call for supplying windows or ventilation flaps with a tested opening restrictor. Fabricators of the proven Roto AL and Roto AL Designo hardware product ranges benefit from a constantly growing portfolio of robust opening restrictors. These are all also suitable for windows in public buildings and in rooms where the users are constantly changing, such as in hotels and hospitals.

Standard and special solutions

If a customer has specific requirements for opening restrictions that cannot be covered with products from the standard range, the experts from Roto Object Business look into the possible alternative solutions. When doing so, they are able to use various special opening restrictors which have already successfully undergone a component test in accordance with DIN EN 13126-5, application 5 / 6, at ift Rosenheim. These opening restrictors are also showcased in the digital presentation.

Project-specific service

On request, Roto Object Business will assist you with design and prototyping, through to on-time delivery and installation of building elements. The team of experts develops an optimised opening restriction solution for any profile system, depending on the sash width and depth, the required opening width and the general conditions on site. The aim of the product development process is to achieve optimum operating convenience, an appealing design and the highest standards of security.



City Plaza, Wuppertal, Germany

All opening restrictors from Roto meet the highest standards for corrosion protection. Versions are available with and without brake, damper and stop function, with lockable stop function, with a drive-over stop or with an end stop with a rubber buffer, while a very short variant can be supplied for ventilation flaps.

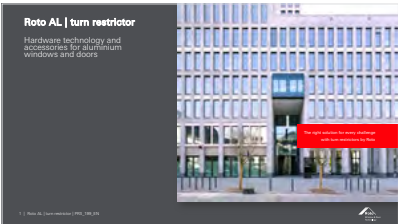
Since Roto opening restrictors can always be used on the left or right, they require less storage space and reduce the factory logistics workload for window production. Detailed documentation provides support for efficient and safe installation of the restrictors. These are usually clamped into the profile instead of being screwed in.

Damped/braked Roto AL opening restrictors for inward opening windows with sash weights up to 200 kg

Marienturm, Frankfurt am Main, Germany



As diverse as the facade architecture: Roto opening restrictors can be used in all Roto Tilt&Turn hardware product ranges for aluminium windows and balcony doors. There is no such thing as impossible! If a customer has special requirements for the opening restriction, the Roto Object Business experts will determine possible solutions. The photo shows AFI Vokovice in Prague, Czechia.



➤ **Product range of opening restrictors for aluminium windows**

ftt.roto-frank.com/en/turn-restrictor



➤ **Roto Object Business: certainty in planning and implementing special aluminium solutions**

www.roto-frank.com/en/rob

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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.