

Meffert Aluminios S.L., Spain

Starting over with Roto

■ **PVC** Delivering high-quality windows and doors to the owners of detached houses can bring a lot of joy. Basic requirement: the profile, glass and hardware must fulfil the performance promises made to the customer. Meffert Aluminios found the Roto Patio Alversa universal hardware for parallel sliding and Tilt&Slide doors to be a guarantee of quality.

In 2006, José Ángel Torres Salvador and José Ángel Rodríguez Gómez, who were both 28 years old at the time, first founded a metal construction company in the Andalusian capital of Almería, where they produced windows for the region's construction companies. They began producing PVC windows and doors in 2015. "We took the economic crisis that was affecting Spain at that time as an opportunity to turn towards a new market segment: replacing windows and doors in premium detached houses." They searched for the ideal solution together with their profile supplier Kömmerling.

The solution to their problems:

Roto Patio Alversa

Collaboration with Roto began in 2017. This collaboration dispelled many of the concerns experienced by the two entrepreneurs. The hardware that was previously used in sliding systems was the reason behind many customer service assignments. "In principle, sliding systems offer a host of advantages but they often used to be very prone to faults, unfortunately," recalls José Ángel Torres Salvador. "Our fitters were constantly having to repair jammed sashes for customers." The launch of the hardware from Roto put an end to this, which encouraged him and his team to increase their efforts in the sliding market segment again.

"We saw our opportunity to start over again."

Quadrupled sales

In 2019 alone, Meffert Aluminios equipped around 50 sliding systems with Roto Patio Alversa. The businessman reports that he set up an exhibit in the showroom to promote the system. Once customers have experienced the user-friendliness of this system for themselves during the consultation, the decision will usually be a foregone conclusion. "This sliding system is simply superior to those that people were familiar with in the past, and this is something that people also notice for themselves."

Quiet operation

The hardware's special opening and locking mechanism enables particularly smooth, quiet operation. Damping elements enable the sash to run in and out smoothly. In the opinion of the advisers from Meffert, these are remarkable strengths. "The two Parallel Sliding variants can also be operated intuitively, in the same way as conventional Tilt&Turn windows. Builders also appreciate this, as it means that even children can use the sliding door more easily and safely."

High level of operating convenience

Customers searching for a particularly high level of comfort often choose the Roto Patio Alversa | PS Air Com version in the Meffert showroom: turning the handle tilts the sash automatically; there is no need to use force to pull the sash manually. With this, even large and heavy sliding doors with a weight of up to 200 kg can be operated effortlessly.

"Nowadays, we sell sliding solutions with a width of up to 2000 mm and a height of up to 2700 mm. With dimensions like these, a sash weight of 200 kg is soon reached." The load-bearing capacity of Roto Patio Alversa therefore plays an important role. The night ventilation, which is optionally available with Roto Patio Alversa | PS and cannot be seen from outside, is now more frequently requested.

The spring-mounted tilt assistance element in Roto Patio Alversa | PS Air Com is integrated into the sliding scissor stay. It reduces the torque at the handle lever when the sash is tilted in a process controlled by hardware.



➤ **Comprehensive information on the Alversa Parallel Sliding and Tilt&Slide system**

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

Robust and easy to install

In the opinion of fitters in Meffert's production, the "german made" hardware also impresses for completely different reasons. The roller units, just like all of the other hardware components, are of high quality and robust, which is noticeable even during the early stage of processing.

"The quality and ease of installation impress our team."

The working time is reduced by this, for example because the "bogie safety mechanism" component is no longer required, as this function is already integrated into the bogies' housing. The bogie safety mechanism therefore does not have to be activated and operation steps

can be omitted during installation. Another advantage of Roto Patio Alversa in the businessman's opinion is that "the storage requirements are low because many of the same parts are used for the total of four different versions of the system."

Reduced effort

Intelligently combining components from the Roto NX modular system with specific Alversa components, such as a roller unit, sliding scissor stay or track set, ensures that a high proportion of common parts can be used across all variants. This reduces the outlay required in storage. "Just one example: for all versions we use the central locking system that we as a fabricator of Roto NX have in stock anyway." So business with sliding systems is still attractive? "Attractive and reliable. At least if you're working with Roto." www.meffert.es

José Ángel Torres Salvador (on the right in the photo) founded the window building company Meffert Aluminios together with José Ángel Rodríguez Gómez. In the showroom he is assisted by Lucía Álamo Hernández (on the left in the photo) and Carmen Fenoy Nieto.

Roto Patio Alversa in the Meffert showroom

