

Rábaablak Kft., Hungary

Roto Patio Inowa for 92 mm timber profile

■ **Timber** The Hungarian timber window manufacturer Rábaablak and Roto are linked together by 16 years of shared history. Again in 2020, the collaboration between these two partners is memorable: Gábor Kapui, Zoltán and Tamás Berghoffer, the owners of Rábaablak, wanted to make use of Roto Patio Inowa, and were not disappointed.

“In the near future, we want to expand our range to include a sliding system, in which we will use profiles with a depth of 92 mm and triple glazing,” explains Zoltán Berghoffer, who is responsible for Sales and Marketing, with an audible sense of anticipation. “This will enable Rábaablak, as the first manufacturer of such a system in the world, to prove that a tightly sealed and energy-efficient timber sliding system with this level of profile thickness is possible and, of course, convenient to operate.”

A focus on weights

The focus of development is on operating convenience and the weight of the moving sash. Roto Patio Inowa – the smart sliding hardware for tightly sealed systems preferred by Rábaablak – ensures simple operation of sashes with a sash weight of up to 200 kg. Depending on the timber type and glazing, the use of profiles with a depth of 92 mm with sash widths of over 1,500 mm can result in slightly exceeding this weight class.

Berghoffer takes a pragmatic view and asks: “Who is to say that the sash of a sliding system needs to have the same format as the fixed element? And is it truly necessary for a sliding system to enable a passage of more than 1,500 mm?”

Hardware, gasket, threshold

Rábaablak has in any case decided to offer the 92 mm profile variant of the sash with a maximum width of 1,500 mm. As a result, partners Roto and Deventer have needed to adapt hardware, threshold and gaskets to the planned design of the Hungarian timber window manufacturer. According to Category Manager Aleksander Vukovic, enthusiasm for the solution by Rábaablak grew as work got under way. “It is our job to help innovative partners to realise the exact window concept that they need in their markets. And we have since become convinced that the new product concept from Rábaablak could soon become extremely popular, including on the international level.”

Tests in ITC Leinfelden

The project will reach an exciting stage in the coming weeks: the first sliding windows with a 92 mm profile from the production facility in Rábapaty have reached the International Tech-



| The owners of Rábaablak Kft., from left to right: Gábor Kapui, Tamás Berghoffer and Zoltán Berghoffer

nology Centre (ITC) at the Roto headquarters in Leinfelden-Echterdingen. Here, they will have undergone all tests concerning sealing and burglary inhibition by the end of September. Gábor Kapui, who primarily handles production technology, is relaxed about this: “We have taken great care in our design and production. I am therefore certain that our test sample will meet the requirements we have set out.”

Market launch in September

Once the tests have been successfully completed, the Hungarian window producer will begin marketing its new sliding system. “We will prove that Rábaablak is once again ahead of the competition,” states Zoltán Berghoffer with a grin.

And what was the deciding factor for investing time and money in this particular project? “As usual, we had a good gut feeling about it,” says Tamás Berghoffer. This statement is particularly surprising as he is responsible for finances and accounting. “My work certainly revolves around numbers, but I am first and foremost a timber window manufacturer, and I am ambitious about – and enjoy – constant development of our product range.”

Always offering more than the rest

So far, the “gut feeling” of these three experienced window manufacturers has always served them well. Since the foundation of the company, they have concentrated on producing high-quality windows. They started in 2004 with profile thicknesses of 68 mm. “However, as that slowly became the standard for Hungarian window manufacturers, we have gradually changed over to 92 mm profiles,” states the passionate sales representative Zoltán Berghoffer. “We naturally wanted to do the same with our sliding systems, and we would prefer to use Roto Patio Inowa, as this hardware functions in an ideal way as far as we are concerned. Intuitive operation and tight sealing are a perfect fit for our concept of premium sliding systems.”

Collaboration between technological leaders

The collaboration between the companies Deventer, Gutmann, Leitz and Roto resulted in the IV92 system for sliding elements made of timber with the Roto Patio Inowa hardware. IV92 forms the basis for other products, which is how Rábaablak will now be using it as the first manufacturer in Hungary to do so. “We have come to appreciate the IV92 system as a

practical solution,” explains Kapui. “All system components and production tools are ideally coordinated and are provided by strong project partners and technological leaders. This means we can very quickly move forward with series production.”

Into the future with confidence

The strategic focus of Rábaablak is clear: to become the market leader in timber windows with innovative products. But what are the particular challenges for the company resulting from this strategy overall? “They are numerous, and new ones arise all the time,” responds Kapui, one of the partners of the company. “And we are very honest about that: In order to develop our internal processes to adapt to our increasing production quantities, we regularly call in specialists from Roto Lean. When you already have a connection with a partner with expertise in optimising production logistics or introducing a shop floor management system, for example, you should also be able to benefit from that expertise.” Whether for product development or production optimisation, Rábaablak values the wide variety of support it enjoys from Roto in any case, and looks forward to at least another 15 years of collaboration.

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| More attractive homes with timber sliding systems from Rábaablak: The Hungarian manufacturer produces a tightly sealed system with 92mm-thick profiles, and the Roto Patio Inowa and sealing profiles from Deventer have been individually tailored to match them.