

Renoven, Spain Partnership in action

■ **PVC | Aluminium** Renoven, a manufacturer of PVC and aluminium building elements firmly established in Northern Spain, was founded in May 1994 by José María Ochoa in Berrioplano near to Pamplona. He has since been responsible for managing the company through to the present day. For more than a quarter of a century, he has cultivated a close and successful partnership with Roto.

Ochoa recalls that, as early as during the founding of his company, he benefited from substantial support from the Roto Organisation. The same support was available when he established a new production facility in 2018. "With Renoven, I have concentrated on manufacturing highly insulating building elements from the very beginning," he reports. "This formed the basis of the successful development of Renoven, but also presented us with the challenges of managing the often substantial growth we have enjoyed through every year since our founding."

Making the leap to automated production

Eventually, it was decided that the time had come to further increase production volume by automating more of the production processes. Automation was also seen as a good way to improve quality assurance. The company therefore began planning construction of a new factory.

"Windows with consistently high quality – that remains our central concern."

In this important phase of the development of his company, Ochoa again looked for – and found – support from Roto. "The fact that all hardware was optimally designed for fully automatic processing made it easier for us to commission the new facilities," he explains. Roto brought a great deal of expertise to the planning of the factory and its processes. "And the new Roto NX Tilt&Turn hardware," Ochoa adds, pleased.

Increased efficiency with Roto NX

"We were one of the first manufacturers in Spain to switch over to Roto NX, which enabled us to utilise the full potential of its increased efficiency in our production processes," the businessman emphasises in our interview. Renoven owes a great deal to the technical support provided by Roto. This is a significant reason why, over more than 25 years of operation, the company has not once considered changing their hardware supplier. Ochoa sums up his experiences in a single sentence:

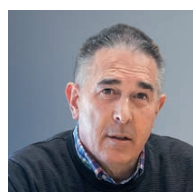
"Roto provides me with everything I need."

This statement is intended to apply both to the product range and service. He is also impressed with the speed with which his hardware partner is able to "get underway". He considers the delivery performance of Roto to be outstanding, which is particularly important for a company like Renoven that has established highly efficient and lean processes.

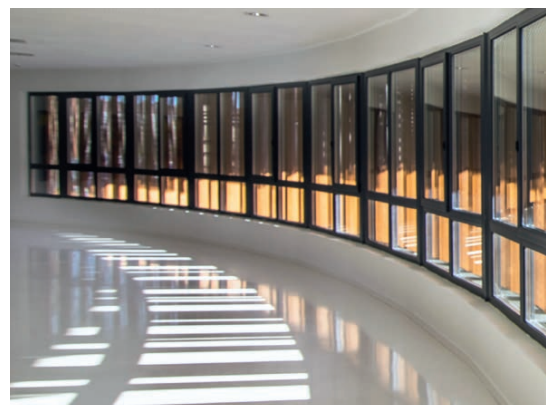
Tightly sealed sliding systems for the north of Spain

From the very beginning, Renoven has supplied not only windows and main doors, but also aluminium and PVC sliding systems for the north-east of Spain. This presents a particular challenge, since demand for tightly sealed, well-insulated building elements is especially high in this region. The province of Navarre, where the Renoven headquarters are located, is one of the pioneering regions for passive house construction in Spain. "Faced with cold winters and hot summers, our customers use windows that feature cutting-edge thermal insulation," Ochoa states with satisfaction. "Working together with Roto, we are able to meet this demand."

www.renoven.com



José María Ochoa,
Founder and
Managing Director
of Renoven



The Tilt&Turn windows used in the Europa Congress Palace in Vitoria-Gasteiz were made in the Renoven production facilities and are equipped with Roto NX. Photos: Renoven



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

roto-nx.com/en

Questions about the current situation

The Spanish market

In his role as Roto Managing Director, Spanish-born Francesc Gimeno also monitors the development of the construction industry in the Southern and Western European markets very closely, and takes a look back over the last few months.

Roto Inside: Mr Gimeno, what was the situation in the Spanish building element sector at the start of the year?

Francesc Gimeno: Extremely mixed, but by no means hopeless. The growing interest in renovation of private homes is strongly influencing the market for windows and doors in Spain as well. More and more homeowners are trying to reduce their energy costs using well-insulated building envelopes. This interest has not abated even through the year of the coronavirus pandemic, but building work obviously came to a standstill during lockdown. It is difficult to assess how long the slowdown of construction and renovation of hotels will last as a result of the economic effects of the pandemic on the tourism sector that is so important for Spain.

Roto Inside: What do manufacturers now expect from Roto as their partner?

Francesc Gimeno: At present, manufacturers of windows and doors are likewise rarely able to make long-term plans. It is therefore particularly important for them that Roto can provide flexible deliveries that are always on time and complete. In order to secure the future of the industry, it is now more important than ever before that every company displays absolute professionalism. The quality of products must be kept consistently high. Manufacturers need a range of hardware solutions for windows and doors that meets both the increasing requirements for thermal and sound insulation and the demand for effective burglary protection.

Topics such as the integrated night ventilation or RC 2-secured tilt opening of the Roto NX have received much more attention than before due to experiences with the coronavirus, since natural

ventilation has become a renewed point of focus. And the coronavirus has encouraged an additional trend: people in towns and cities are more sensitive to noise. People sitting by themselves when working from home are acutely aware of environmental noise and can quickly determine whether a window provides good or poor sound insulation. The high level of sealing that can be achieved with hardware systems such as Roto NX, Patio Alversa or Patio Inowa has gained a new and increased importance for many people and planners due to the events of the last few months.

Roto Inside: So there were some entirely positive effects on the sector due to the coronavirus situation?

Francesc Gimeno: Yes, there were some. Many customers have used the time during the lockdowns to think about their objectives and demand trends. We are extremely happy that they recognise Roto as a valuable partner for discussion during this process, and that we are able to work together to create new product concepts for building elements made from all frame materials. Interest in our hardware solutions for windows and doors as well as the recently launched Deventer sealing profiles is high in Spain.

Roto Inside: And what has been the biggest challenge for you?

Francesc Gimeno: Establishing new ways to maintain contact and provide information and consulting. Our customers very quickly got to grips with the new normal and have kept in touch with their customers and with us digitally.



Francesc Gimeno,
Managing Director for Southern
Europe, Western Europe and Africa,
Roto Frank Fenster- und
Türtechnologie GmbH



The Palacio de Congresos Europa in Vitoria-Gasteiz, south of Bilbao in Spain, features impressive green facades and modern comfort.



Renoven provided modern PVC energy-saving windows for this residential building in Pamplona in 2019.

