



In the "Love and Pigeons" residential building in Moscow, 580 Tilt&Turn windows by the window specialist Schtandart ensure light and ventilation for the interior.

Schtandart provided 776 Tilt&Turn windows for the "Heart of the Capital" residential tower block in Moscow.



Schtandart, Russia

A flying start with Roto NX

■ **PVC** "Roto is one of our most important partners in our day-to-day work, as well as for our future direction," explains Director Evgeny Kotov from the Russian window manufacturer Schtandart. The two companies agree on their objectives: consistently achieving the best possible quality with good design.

In his assessment, the Roto NX hardware product range is more than capable of meeting these requirements. "It truly is the 'Tilt&Turn range shaping the industry once again' on the market. Roto certainly delivered on its promises." From 2015 onwards, Tilt&Turn windows from Schtandart have been equipped with Roto NT. The company first discovered Roto NX at the Fensterbau Frontale 2018 trade fair.

Starting at the Fensterbau Frontale

"At the time, we spent a long while taking an extremely close look at the individual components at the Roto trade fair stand," Kotov recalls. Immediately after the trade fair, Schtandart began considering when and how to inform their own customers of the benefits of Roto NX, and when they should start changing over production to the new hinge side P. When it came time to do so in July 2019, the company was able to quickly and smoothly change over because, according to Kotov:

"Our hardware dealer TBM, Roto and Schtandart complement one another in a perfect partnership."

Since then, demand for Schtandart windows with Roto NX has risen steadily. For this reason, Kotov is optimistic: "2020 could be a respectable year for Schtandart despite the restrictions due to the coronavirus pandemic, because our more than 800 retail partners are impressed by the windows and design we are able to offer using this hardware." They particularly appreciated the flexibility of formats, glazing and often high sash weight resulting from that, which the hinge side P 130 can bear as standard.

Setting a new benchmark

Schtandart produced and sold approximately 280,000 Turn-Only and Tilt&Turn windows in 2019. As a result, the quality and

design of the Roto NX hinge side P 130 has set a new benchmark in the Russian market. Since the company also manufactures its own insulating glass, the issue of energy efficiency also plays an important role in marketing the windows. "The proportion of windows we sell with triple glazing is increasing substantially," reports Kotov, "which is why, for example, it is valuable for us that hinge side P is available for a sash weight of both 130 kg and 150 kg."

The time saving for production made possible by Roto NX generally suits the expansion plans of Schtandart well, Kotov explains. "This hardware product range ensures quick working and minimises sources of errors in production and installation. This is important for a company that wants to grow." As an expert, Kotov also values the reduced storage space and production logistics requirements thanks to the reduction in parts variety:

"Economical manufacturing – Roto NX opens up new opportunities."

In addition, the costs and effort required for maintaining the master data are lower thanks to the reduced parts variety, Kotov adds. "That may be a smaller detail, but we can measure that this effect pays off for us as well."

Impressive results with Roto NX

Roto NX has made a valuable contribution to the positioning of Schtandart in the Russian window market. "This confirms for us that Roto is absolutely the right partner to have on our side," Kotov emphasises. Features such as integrated night ventilation, attractive design of the stay bearing and pivot rest, and also the new Roto Sil Level 6 surface are important for helping Schtandart differentiate themselves in the perception of their customers.

"Roto NX and the Roto brand as a whole suit the goals of our company," summarises Kotov, "since our retail partners rely upon being able to acquire windows from us that are leading in function and quality. And we rely on the fact that our hardware dealer TBM and Roto will make every possible effort to provide us with perfect technical and logistical support. So far, neither have disappointed us." www.schtandart.com



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

www.roto-nx.roto-frank.com/en



Evgeny Kotov, Director, Schtandart window factory

The "Picasso" residential tower block in Moscow accommodates 393 flats. 2875 Tilt&Turn windows used in the tower block were produced in the Schtandart production facility.

