

**Wako SA, Luxembourg**

# Positive experiences with Roto Patio Alversa

**■ Sliding** At its PVC window factory in Redange, around 30 km northwest of Luxembourg City, Wako SA has been manufacturing Parallel Sliding and Tilt&Slide doors with Roto Patio Alversa since 2018. The management has found this experience very positive.

In 2019, Wako produced around 900 sliding systems for carpenters in Luxembourg, France, Belgium and Switzerland. The introduction of the Roto Patio Alversa Parallel Sliding and Tilt&Slide system made the production of these sliding elements significantly more efficient. Production Manager Michel Muller explains the reason for this:

**"The modular design of Roto Patio Alversa enables us to produce the Roto Patio Alversa | KS and Roto Patio Alversa | PS Air Com on a single production line."**

Both variants are very popular among Wako customers due to their operating safety. The Roto Patio Alversa | PS Air Com Parallel Sliding variant is currently setting standards in the market when it comes to comfort, says Sales Manager Laurent Bai. Turning the handle tilts the sash automatically. It is not necessary to manually push against the sash. This means that even large and heavy sliding doors with a weight of up to 200 kg can be operated effortlessly, intuitively and correctly. It just works. Laurent Bai is impressed:

**"With Roto Patio Alversa, we are putting an end to customer prejudices regarding Tilt&Slide systems. This system is really well thought-out."**

Distributors of Wako systems have been enthusiastic about innovative components such as the additional tilt assistance element developed by Roto from the outset. "We therefore made the decision to install the tilt assistance element in the sliding scissor stays of the Roto Patio Alversa | PS Air Com Tilt&Slide systems as standard," explains Purchasing Manager Joachim Delchevalerie.

#### **High level of operating convenience thanks to tilt assistance**

This component designed to provide extra convenience makes heavy sashes easier to operate, as the torque at the handle is reduced during tilting controlled by the hardware. "As the tilt assistance also reduces wear to the entire system, many of our customers see this component as their opportunity to enhance their own image with durable, low-maintenance solutions," says Sales Manager Laurent Bai.

#### **Self-locking bogies**

Since changing over to the Parallel Sliding and Tilt&Slide system from Roto, Wako has received practically no complaints, reports Laurent Bai. Fitters and end customers alike benefit from the self-locking bogies.

**"Roto Patio Alversa provides greater security for end users because the sliding element is no longer able to jump off the track during use."**

Should the fitter forget to manually activate the anti-jemmy device after installing the sliding element, the self-locking bogies reduce the risk of negative customer feedback.

#### **Appreciated by users**

Many buyers are impressed by the tight sealing of the elements and the concealed night ventilation, reports Bai. Actually, the different ventilation variants are an important selling point.



From left to right in the photo: Laurent Bai (Sales Manager), Jean-Yves Duchesne (IT Support), Michel Muller (Production Manager), Catherine Marche (Marketing Manager), Joachim Delchevalerie (Purchasing Manager)

"Users can vary the air exchange rate by deciding for themselves how far the element should open."

#### **On course for growth**

"The demand for sliding systems will continue to grow in our markets," the Wako Sales Manager believes. "We are therefore regularly addressing the subjects of efficiency

and excellence, specifically in sliding system production," adds Purchasing Manager Joachim Delchevalerie. "We try to work as proactively as Roto," emphasises Production Manager Michel Muller. "We know how important this is. By regularly exchanging thoughts and ideas with our hardware suppliers, we improve a little every time."

[www.wako.lu](http://www.wako.lu)



Roto Patio Alversa bogie with integrated bogie safety mechanism

