



## Press release

**Date:** 13th/14th November 2018

“Roto Door”: success thanks to coordinated components / Latest economic data points to global door growth / Complete concepts from a single source / Pooled expertise / Long-standing close relationship with customers on all markets / Emphasis on customer benefits / Varied range of locking systems / More than accessories: thresholds, hinges and gaskets

### Interconnected technology for external doors

**Kalsdorf/Graz/Leinfelden-Echterdingen – (rp)** Dieter Manz is pleased that “if the predictions are correct, then the industry can look forward to successful times,” as he stated on the occasion of the 13th International Roto Trade Press Day held in mid-November 2018. The reason is that market researchers are expecting the global door market to grow by €120 billion in total by 2024. This corresponds to an “impressive” growth of 55% when you take account of the €77.5 billion calculated for 2016, explained Door Sales Manager for Europe to the media representatives who gathered in Kalsdorf, near Graz. The Austrian site with Development and Design department, production facilities and an exhibition dedicated to door technology has established itself as a competence centre for the “Door” product range in the group. The focus on the latest KPIs is of particular interest specifically due to the variety of systems and suggested solutions for technical equipment in main entrance and back doors.

This also applies to the global distribution by design types. If we take the 190 million door units estimated to have been produced worldwide for 2016 as the basis, sliding doors are at the top of the rankings. According to these estimations, revolving door designs take second place with 27.6%. In terms of the materials, metal just edges ahead with 33%, followed by timber with 30%. PVC is in third place with 25%. According to Manz, the popularity of PVC versions is mainly due to the attractive price-performance ratio, the energy efficiency and the low maintenance



costs. These are just a few of the reasons which make this material so popular in Germany, Austria and Switzerland. In particular, aluminium is clearly gaining ground at the expense of timber. Manz estimates the number of revolving doors sold in the German-speaking region to be 9.8 million units with a sales volume of just under €3 billion. Main entrance doors made up €1.35 billion of this amount.

### **Meeting expectations**

Roto also went on to describe itself as the most complete provider of door technology at present. With locking systems, locks, hinges, handles, thresholds and gaskets, the company offers complete concepts from a single source. The close interconnection between research, development, production and marketing, on the one hand, and a long-standing close relationship with customers in all markets, on the other, helps to fully meet the demands of door professionals for “reliable and coordinated components”. In this regard, business partners firstly expect product-relevant factors such as sophisticated technology, long-term functionality and a high level of operating convenience. Criteria such as ease of installation or the simplicity of product ranges are becoming increasingly important. The latter factor in particular has a positive effect on economic KPIs in production and storage.

For the Door Sales Manager for Europe, Roto’s range of locking systems is leading the way in proving “how coordinated components can result in more benefits for customers”. The range includes solutions that meet various security and safety requirements according to needs and whose various components can be combined to create compatible systems. This alone results in a host of advantages for specialist companies. This includes the option of being able to offer no less than four burglary resistance classes in the case of mechanical multipoint locking systems with RC1 to RC4. In addition, segmentation from back doors to premium doors is possible, allowing the door manufacturer to offer an extensive product range. Furthermore, the streamlined frame components concept reduces storage costs. The standardised routing

dimension in the “Panic” multipoint locking systems also reduces the costs and complexity involved in using these components. Other customer benefit features from the “Safe P” series to be listed were the combination with various additional locking elements and the high-quality base materials as the basis for product stability and certified reliability in accordance with DIN EN 179 and EN 1125.

### **Good customer benefit arguments**

Electronic multipoint locking systems are set apart by an “extremely fast”, quiet yet powerful “Eneo” motor. Radio receivers integrated ex-works and the omission of special components also help reduce costs associated with complexity. The intelligent and reliable design reduces service calls, while the built-in emergency unlocking function from the outside makes incorrect operation virtually impossible. The emphasis is placed on operating convenience. The “Eneo A” and “Eneo CC” variants therefore both work with access control systems such as hand-held transmitters, finger scan, Bluetooth or PIN code keypad.

Roto provides a host of customer benefit arguments with its range of “Solid” door hinges, too. A prime example is the “Solid C7.140” innovation from the “concealed” class. The patented “FixClick” function guarantees that the sash can be mounted quickly and safely. The central height adjustment module ensures simple adjustment, while an installation video and installation assistance set also speed up installation. The bottom line is that productivity and efficiency are improved. The development earned additional plus points for its design and because it requires no maintenance thanks to a self-lubricating bush. The ability to produce RC2-certified main doors with the concealed hinge should also be emphasised in particular.

### **Reliable functionality and more**

Manz concluded his speech by stating that the “Roto Eifel” threshold range also plays a significant part in the success of the “Door” portfolio.



This is thanks to factors such as the reliable functionality with features such as “accessible in accordance with DIN 18040”, “individuality” and an “extensive range”. This is complemented by “certified thermal insulation” to the benefit of doors with highly effective thermal insulation. Last but not least, a concealed screw fixing and the driving rain tightness in accordance with DIN make a significant contribution towards the customer benefits of “design and security”.

### ***Captions***

According to Dieter Manz, Roto’s range of locking systems is evidence of how coordinated components can result in more benefits for customers. On the occasion of the 13th International Trade Press Day held by the construction supplier, the Door Sales Manager for Europe emphasised the fact that the ability to offer solutions that meet various security and safety requirements according to needs is enough to result in numerous advantages for business partners.

**Photo:** Roto

**Dieter\_Manz.jpg**

In mechanical multipoint locking systems from the “Door” range, the emphasis is on customer benefits. For instance, the standardised routing dimension in the “Panic” range reduces the costs and complexity involved in using these components. Roto lists other strengths including the combination with various additional locking elements and the high-quality base materials as the basis for product stability and certified reliability in accordance with DIN EN 179 and EN 1125.

**Photo:** Roto

**KV\_Roto Safe P\_Aluminium.jpg**

Electronic multipoint locking systems from the “Door” range are set apart by an “extremely fast”, quiet yet powerful “Eneo” motor. As was announced in mid-November 2018 in Kalsdorf near Graz, the radio



receivers integrated ex-works and the omission of special components also help reduce costs associated with complexity in a lasting, sustainable manner.

**Photo:** Roto

**KV\_Roto Safe E\_Aluminium.jpg**

Roto lists specific customer benefit arguments when it comes to door hinges. The latest example is the “Solid C7.140” from the “concealed” class. For instance, the patented “FixClick” function guarantees that the sash can be mounted quickly and safely. The ability to produce RC2-certified main doors with the hinge sets this product apart. The central height adjustment module ensures simple adjustment, while an installation video and installation assistance set also speed up installation. The bottom line is that productivity and efficiency are improved.

**Photo:** Roto **Roto Solid C Rahmen- und Fluegelband schwarz.jpg**

According to the manufacturer, the “Roto Eifel” threshold range plays a significant part in the overall success of the “Door” portfolio. One reason for this is the reliable functionality with features such as “accessible in accordance with DIN 18040”, “individuality” and an “extensive range”.

**Photo:** Roto

**KV\_Door\_Roto Eifel.jpg**

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