

Press release

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Roto Window and Door Technology: customer base further expanded / Roto FTT serves important trends / Impressive system expertise / Sustainable: tested durable, optimally coordinated products / Global presence creates added value / Product innovations for windows and doors at "BAU" 2025

Together for a better future

Stuttgart / Leinfelden-Echterdingen – "We were able to further expand our customer base and market share in 2024 despite a weak construction industry in many countries." This is how CEO Marcus Sander summarised the most important developments for Roto Frank Fenster- und Türtechnologie GmbH (Roto FTT) in the current year at the 19th International Trade Press Day of the Roto Group. Sander is convinced that Roto FTT's exceptionally broad product portfolio and the company's high level of system expertise will continue to attract other window and door manufacturers to a partnership with Roto in the future. On the one hand, the number of customers who hand over the search for the optimum combination of hardware and seal to Roto is growing. On the other hand, the company's own range includes solutions for trend products that are growing worldwide. "In this respect, we are optimistic about the future."

More beautiful and safer

The building hardware and sealing specialist identifies the preference of architects and consumers for elements in large formats as well as for electronically supported operating convenience, maximum tightness, burglary protection and sustainability as ongoing global trends. Roto Window and Door Technology is a committed partner of companies that make buildings more beautiful and safer. Like the manufacturers of windows and doors themselves, it is actively shaping the future. Concealed hardware, for example, support design-orientated window construction. Most hardware product ranges could also be processed in very narrow profiles with a very wide range of applications. Many are available for all frame materials. If required, manufacturers can also be supported with customised hardware and sealing solutions.

Various Roto FTT solutions for external doors, windows and balcony doors serve both secure operation and burglary protection. "With our 'TiltSafe' technology, a window can comply with resistance class RC 2 even when tilted. The 'TiltFirst' technology blocks the unintentional opening of window sashes," said Sander, naming two of the solutions for burglary and user protection from the "Roto NX" Tilt&Turn hardware product range. Electronic access systems for the simple opening of doors in the "Roto Door" programme and motorised window drive-units provide modern convenience in the house. "Good design, greater security and optimum operability undoubtedly work as an incentive to buy new windows and doors," says Sanders.

Sustainably reliable and efficient

As one of the world's leading suppliers of hardware technology and seals, Roto FTT supplies optimally matched components for maximum tightness, Sander continued in his presentation. The "perfect match" of hardware and seal is an offer that customers around the world are interested in. The optimised combination is tested with a customer's systems at their request

in the same test centres as each individual Roto FTT product. The company subjects all product groups to numerous tests before their market launch. They are only presented to customers if they prove their durability and functional safety in continuous operation. They also benefit from product development focussed on ease of assembly and economical processing. Many components can be used equally for several opening types and different systems. The efficiency of component production can be continuously increased through the growing use of common parts.

Sander went on to say that Roto FTT's investments in energy security and modern production facilities, for example, serve both sustainability and reliability. The company is continuing to work on switching to generating its own electricity and heat. At the same time, numerous projects are being driven forward at the plants in order to exploit opportunities to increase efficiency through digitalisation and automation. "Whether driverless transport systems or the use of artificial intelligence, the list of our Industry 4.0 projects is long," explained the FTT CEO.

Taking responsibility

Sander went on to emphasise that Roto FTT would continue to act in full awareness of its responsibility towards customers, partners and employees in the future. As a globally active company, the focus is on optimally supporting customers with the products and services that are important in their respective markets. Production is predominantly "local for local" close to the customer. Customers expressly praise the industrial system expertise with which Roto FTT specialists can provide worldwide support in matters relating to hardware and seal technology, process organisation and efficiency enhancement. The global presence of Roto FTT creates additional added value for companies that want to open up new markets. "In my experience, this means that we are therefore seen globally as a particularly valuable dialogue and development partner. In this respect, too, we are actively involved in making the future a little better again."

For almost 90 years, the Roto brand has stood for stability and reliability in the hardware industry. Employees are aware of this and continue the tradition of thinking and acting responsibly. As a result, customers benefit from a high degree of planning security in their collaboration and continuous support. "Of course, we also take responsibility for the approximately 4000 employees of Roto FTT. They should be able to rely on us to provide corporate security, appreciation and a pleasant working environment," emphasised Sander. Precisely because Roto FTT offers its employees long-term prospects, they are generally available to customers and companies as competent partners in the long term. The hidden champion is constantly expanding its wide range of development programmes to support the further development of professional and personal skills in the teams.

Outlook for "BAU" 2025

When asked about the plans for "BAU" in Munich in January, Sander held out the prospect of a varied presentation in "Roto City": "We will be showing innovations for main doors and aluminium windows there as well as concealed hardware for pure, modern window design. High-density sliding systems and a new hardware product range, presented for the first time a few weeks ago at the "Batimat" in Paris, are the focal points of our Roto Patio programme at the trade fair. We also address user and burglary protection with and without electronics.



Deventer seals and our product programme for safe and professional glazing round off our presence at the trade fair. The trade fair presentation will also include an insight into Ultrafab seals. Roto FTT offers hardware, seals and glazing technology for elements of all opening types and all frame materials. And this is happening all over the world. A visit to 'Roto City' is therefore worthwhile for any manufacturer of windows and doors."



Marcus Sander, CEO of Roto Frank Fenster- und Türtechnologie GmbH, is pleased with the further expansion of the company's customer base in 2024. The reasons for the success of Roto FTT in times of weak demand were the subject of his keynote speech at the 19th International Roto Trade Press Day in Leinfelden-Echterdingen: "On the one hand, we offer hardware and seal solutions for trend products in all markets and, on the other hand, a globally exclusive and valuable overall package of product and service."

Image: Roto Frank Fenster- und Türtechnologie GmbH

Marcus_Sander.jpg



With concealed hardware and components for user and burglary protection, Roto FTT makes buildings more beautiful and more secure. Most hardware product ranges can also be processed in very narrow profiles and have a wide range of applications. The company offers hardware and seals for windows and doors of all frame materials. If required, Roto FTT also supports its partners with customised system solutions.

Image: Roto Frank Fenster- und Türtechnologie GmbH

more_beautiful_safer.jpg



Thanks to the integration of the European Deventer Group and the US-based Ultrafab, Inc., Roto FTT can advise customers worldwide on the “perfect match” of hardware and seal. The company ensures that the system-compatible sealing profiles are optimally matched to the movement geometry of hardware product ranges for all opening types and frame materials. This image shows a timber sliding system with the “Roto Patio Inowa” hardware system and a Deventer TPE seal.

Image: Roto Frank Fenster- und Türtechnologie GmbH

Roto_Patio_Inowa.jpg



Roto Window and Door Technology systematically designs ease of installation into its hardware and seal systems. Many components can be used for several opening types and different systems in terms of the use of identical parts.

Image: Roto Frank Fenster- und Türtechnologie GmbH

Ease_of_installation.jpg



Automation of intralogistics: Roto FTT uses a driverless outdoor transport train at its Leinfelden-Echterdingen plant in addition to numerous autonomous transport systems in the production halls. Electrically operated, it automatically transports the production output to the dispatch area.

Image: Roto Frank Fenster- und Türtechnologie GmbH

Outdoor_Transport_Train.jpg



Personal discussions create the basis for market-defining hardware solutions. This is another reason why Roto FTT takes part in industry trade fairs such as "BAU" 2025 in Munich. At the same time, the manufacturer is continuously expanding its digital communication and presentation channels such as "Roto City".

Image: Roto Frank Fenster- und Türtechnologie GmbH

Customer_focus.jpg



Appreciation, equal opportunities and a wide range of support measures make training and a career at Roto Window and Door Technology an attractive prospect. The hidden champion pursues personnel development systematically and with great success. The number of employees with many years of service is high worldwide.

Image: Roto Frank Fenster- und Türtechnologie GmbH

Appreciation.jpg



Last but not least, Roto Window and Door Technology ensures its high level of reliability for customers with a self-sufficient energy supply. At the beginning of June 2024, for example, a 7200 square metre rooftop photovoltaic system was put into operation at the Hungarian production plant in Lövő.

Image: Roto Elzett Certa Kft.

Roto_FTT_Lövő.jpg

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