

Leading reverse

The latest version of Roto FRH Uni reversible hardware builds upon the long-established ‘Uni’ name with an improved product, simplified stockholding and revised packaging

When Roto acquired it in 2016, the Uni brand of reversible systems joined the extensive range of window hardware available from the German-based manufacturer. The product has recently been revised by Roto engineers and is available in the UK exclusively from distribution partners Carl F Groupco.

Although the majority of windows in the UK are open units geared with friction hinges, the market for reversible systems – the established standard in Scandinavia – has been increasing over here. Reversible windows are already popular in Scotland, where they are commonly found on high-rise buildings.

“Over the last 12 months we have been working with Roto to introduce product upgrades, consolidating packaging and marketing improvements,” says Julie Warner of Carl F Groupco. “These enhancements will ensure that Roto FRH Uni remains the market leader for reversible systems in the UK.”

One such improvement is a variable restrictor, which combines two functions — standard operation, plus a ‘hotel’ mode with additional user protection.

Previously, manufacturers had to buy two different restrictors and hold both in stock. Now both options can be achieved with one unit.

Another improvement is the use of RotoSil Nano surface coating, which means the hardware can easily meet the requirements of Grade 5 in the EN 1760 anti-corrosion standard.

The Uni system has always been able to meet security, weather performance and durability standards, but the Roto and CFG teams have now put together an improved package of documentation. “Window manufacturers can use this to ensure they are able to win contracts and make the paperwork process go more smoothly,” says Warner. “We are working with Roto to be able to offer this full test certification for every reversible profile in the U.”

Availability and continuity of supply are always a major priority for UK fabricators. “Carl F Groupco is committed to holding between £450k and £550k worth

of stock of reversible gearing at any one time,” Says Warner. “We operate on a 98% on time, in full, next day delivery basis.”

Another area in which window manufacturers expect a responsive, quality service is technical support.



Warner says: “I spend an

Julie Warner

increasing amount of time with customers providing hardware specifications. Having worked with the product for two decades it still feels satisfying when we have immediate solutions for our customers.

“Is this a product for fabricators who are thinking of adding reversible windows to their portfolio? Absolutely. The Roto FRH Uni brand backed by the support of Carl F Groupco provides the best of everything: quality, reliability, delivery service and support. Most applications for reversible gearing are on high rise locations, so it is very important to have a fit and forget solution. The Roto FRH Uni reversible hinge continues to prove its quality and is one of the best performing products in our entire hardware range. We can sell thousands of sets a month and not have a single return or failure.” □

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