

OPENS

MAGAZINE

BRANDS,
STORIES
& NEWS
ON WINDOW
AND DOOR
TECHNOLOGIES



WHO WE ARE GOING TO BECOME

The future we are building
for our industry.

NEW HORIZONS IN FENESTRATION

Latest trends for windows
and doors.

OUR ROADMAP TO SUSTAINABILITY

A new business model built
on sustainable values.



U1130001

A green-tinted landscape with trees and a body of water, viewed through a glass door with a handle and lock.

**“STEP INTO A NEW WORLD
TO DISCOVER
ALL OUR SOLUTIONS”**

TYMAN IS NOW A PART OF SOMETHING BIGGER



REGUITTI₅₀

DESIGNER HANDLES
MADE IN ITALY

TYMAN IS NOW A PART OF QUANEX.

Quanex (NYSE: NX), a global, publicly traded manufacturing company serving OEMs in the fenestration, hardware, cabinetry, solar, refrigeration, security, construction, and outdoor products markets.

We are A Part of Something BiggerSM



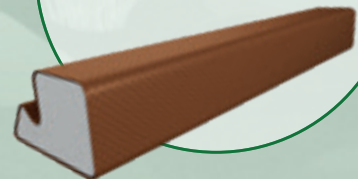
GIESTE₆₀

PIONEERS
SINCE 1965



Schlegel₁₄₀

140 YEARS OF INNOVATION
AND SUCCESS



We are dedicated to:

- Improving the performance, sustainability and aesthetics of end products through continuous innovation.
- Helping customers achieve greater production efficiencies.
- Giving back to communities where we operate.
- Enhancing shareholder value.
- Helping our employees learn, grow and thrive.

All over the world, from the Dubai skyline to neighborhood homes, Quanex plays a crucial part.

We are a community of talented employees working together as one source for quality building components. We're helping to make your end products—and your business—better.

Our solutions include insulating glass spacers, vinyl profiles, window and door screens, hardware, cabinet components, fenestration components, vinyl extrusions, rubber extrusions, kitchen components, bathroom components, millwork, security products, and beyond. One solution at a time, we're striving to build a brighter future for our customers and communities. Globally trusted, driven by innovation, and fueled by technology, we're always thinking about what's next. And we're ready for it.

QUANEX MISSION

To positively impact our customers, employees and shareholders and put them at the center of everything we do, through innovation technology, best-in-class customer service and excellent returns.



7,100+
EMPLOYEES



67 GLOBAL
LOCATIONS



HEADQUARTERS IN
HOUSTON, TX



90+ COUNTRIES
SERVED

FUTURE COMES IN



 **GIESSE**
SINCE 1965 **60**

PROJECT SMART C.H.I.C

**CONCEALED MOTORISED
TILT-AND-TURN SOLUTION**

WHO WE ARE GOING TO BECOME

**THE FUTURE
WE ARE
BUILDING,
FOR OUR
CUSTOMERS,
SUPPLIERS,
AND THE
WIDER
FENESTRATION
INDUSTRY.**



PETER SANTO

EDITORIAL

As we enter an exciting new chapter, having been acquired by the Quanex group, Tyman International is poised for transformation.

OUR LEGACY AND NEW BEGINNINGS

Tyman International has a rich history in developing, manufacturing, and supplying high-quality hardware, seals, and decorative furniture for windows and doors. Our roots date back to 1885, when the Schlegel family founded a narrow loom weaving business in the United States. Over the years, through acquisitions like Giesse, Vedasil, and Regutti, we have grown into a globally recognised player. Now, as part of the Quanex family, we are entering a period of integration and renewed growth, with the support and resources of one of the world's leading manufacturers of fenestration and high performance building components.

OUR VISION FOR THE FUTURE

Under Quanex, we are committed to becoming a leading player in the global fenestration in-

industry. We aim to be valued not just for the quality of our products, but for our perpetual innovation and our dedication to customer service. This new ownership provides us with the scale and expertise to meet the evolving needs of our customers, while embracing the core values that define both Tyman and Quanex: performance excellence, sustainability, and innovation.

Our long-term mission is to build an organisation where roles, responsibilities, and expectations are clear, and where our diverse and inclusive workforce can thrive. We are dedicated to creating a workplace where employees feel valued and empowered to achieve their full potential. Safety, both physical and mental, remains a priority as we foster a supportive and dynamic culture.

INNOVATION DRIVING CHANGE

Innovation has always been central to our business, and we are doubling down on this commitment. Our Centres of Excellence for seals and hardware will drive the development of next-generation products that push the boundaries of fenestration design. Whether it is our new TPV seal, offering full recyclability and superior performance, or our Smart concealed automation systems, we are focused on delivering solutions that align with emerging market demands.

Our aim to continually invest in and develop our operations, enhance our manufacturing capabilities, drive service performance for our customers and reduce environmental impact.

SUSTAINABILITY AT OUR CORE

As we look to the future, sustainability is a cornerstone of our strategy. The construction industry is facing unprecedented demand for environmentally positive solutions, and we are rising to this challenge. From reducing water consumption and increasing the use of recycled materials to developing energy-saving technologies, sustainability is woven into the fabric of our future plans.

Quanex's focus on innovation and sustainability complements our own aspirations. We are integrating modern technologies and processes that will enable us to operate with maximum efficiency and minimal environmental impact. In doing so, we aim to set new benchmarks for sustainability in our industry.

A STRONGER PARTNER FOR OUR CLIENTS

Our focus is not internal. In everything we do, we are committed to strengthening our relationships with our customers. As part of Quanex, we will continue to deliver the high-quality products that Tyman International is known for, while leveraging Quanex's extensive resources to enhance our offering to ensure that our clients have access to the most advanced and competitive solutions in the market.

Our goal is clear: to be a trusted partner that provides long-term value through innovative, sustainable, and reliable products. By integrating Quanex's legacy products into our international footprint, we are expanding our capabilities and market reach, offering even more comprehensive solutions to our customers.

This moment marks the beginning of a new era for our Giesse, Schlegel and Reguitti brands. Through our integration with Quanex, *we are a part of something biggersm*

The company's ongoing commitment to performance excellence, forward-looking strategies, and dedication to its customer base remain unwavering.

As leadership transitions with **Bob Daniels** taking responsibility for the Giesse and Reguitti product lines, and **Chris Alderson** overseeing the Schlegel range, the organisation looks forward to a promising future.

This change aligns with the broader goals of Quanex, positioning the business for continued growth and success in partnership with its trading network.

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NEW HORIZONS IN FENESTRATION

A JOURNEY INTO INNOVATION, TECHNOLOGY
AND SERVICES, THROUGH THE LATEST TRENDS
FOR WINDOWS AND DOORS.

by **Roberta Rizzo**

Head of Product Management

The market for windows and doors is constantly evolving, both in terms of materials and finishes. Technology and innovation play a key role, offering solutions capable of meeting increasingly diverse needs. Let's examine the trends shaping the future of this industry.

MINIMALIST DESIGN

In line with minimalist trends, contemporary architecture aims to maximise the brightness of interior spaces by using increasingly large glass surfaces. This not only enhances aesthetics but also significantly impacts living

comfort and psychological well-being. In an era where we spend most of our time indoors, the desire to reconnect with nature and improve the quality of our living and working environments is growing. Well-lit spaces create a sense of spaciousness and contribute to enhancing indoor comfort, improving light management, and consequently temperature regulation.

Customisation is essential to reflect customers' individual preferences and local trends. In recent years, warm, earth-inspired colours have gained popularity. In this context, customization is key to meet individual preferences and reflect local trends. Minimalist, modern design enables Giesse to develop solutions that seamlessly integrate into profiles in aluminium, a material that offers excellent performance in terms of insulation, durability, weather resistance, and recyclability, contributing to environmental sustainabil-

ity. However, the increase in the glass surfaces also means heavier frames, requiring accessories with increasingly higher performance. For Giesse, this means designing technically advanced hardware with patented systems.

AUTOMATION: SMART HOME AND BUILDING MANAGEMENT SYSTEMS

One of the most influential trends in recent years is the integration of smart home technologies and Building Management Systems (BMS). These solutions, which vary depending on the region, are revolutionising how we interact with our living and working spaces. In some areas, the adoption of these technologies is already in full swing, while in others, there is still some reluctance, especially regarding the automation of doors and windows. Common concerns include reliability in case of power outages and the need for backups. This

hesitation extends to installers too, particularly in some Southern European countries, where skills that combine mechanics and electronics are not yet widespread. In other countries, such as Germany, this synergy is already well-established, thanks to more advanced technical training. However, I believe that this reluctance will fade with the generational change. As manufacturers, we have the responsibility to lead the change, also through training programmes that prepare future professionals.

It is undeniable that, especially in non-residential and commercial buildings like hospitals and schools, automation combined with smart accessories offers incredible opportuni-



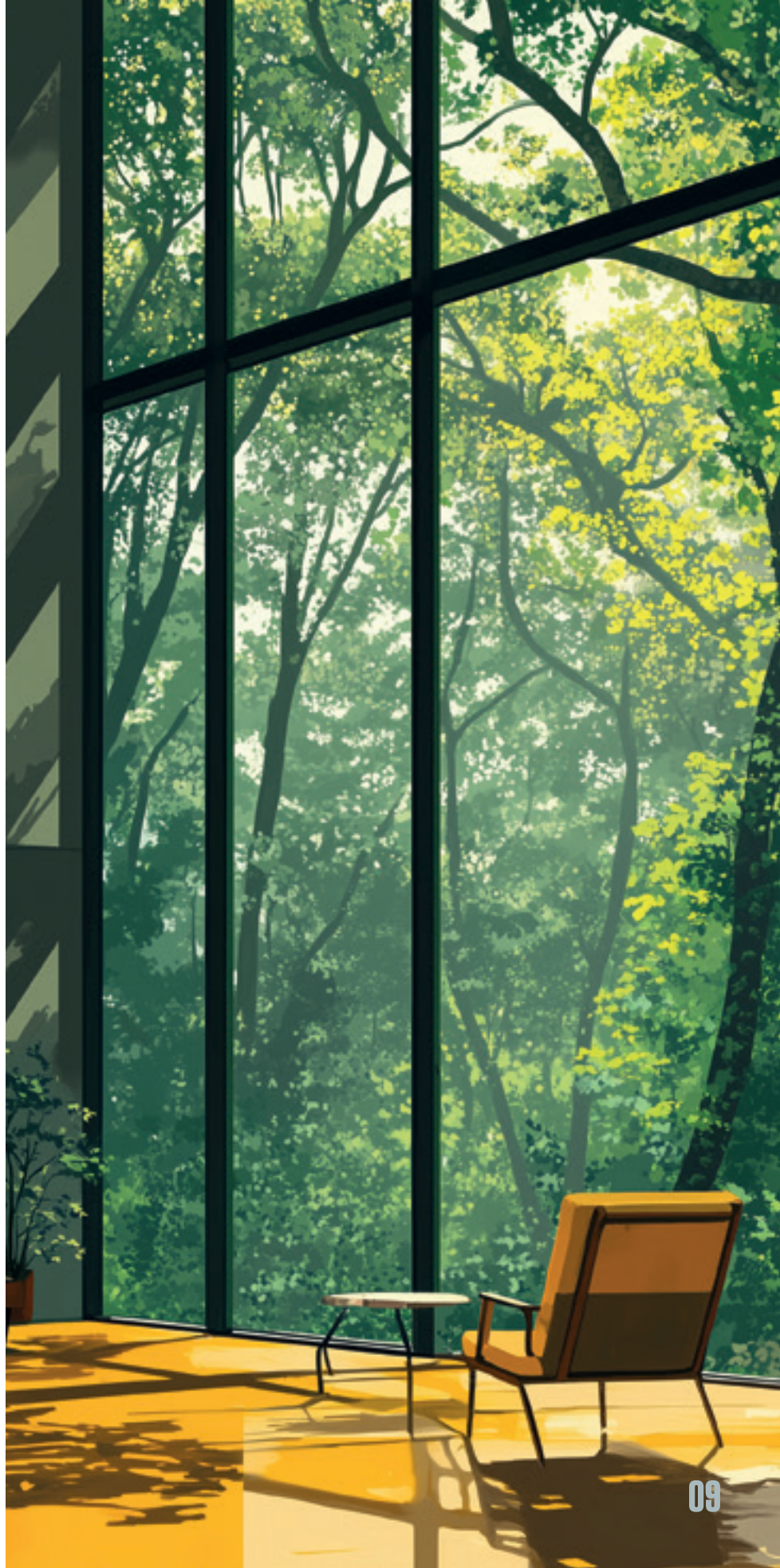
ties. This technology allows window and door systems to perform their functions autonomously and more efficiently than with manual methods, responding to specific needs, particularly in the context of an ageing population.

AGEING: TOWARDS A SMARTER FUTURE

With life expectancy continuously rising, more elderly people are now living alone and need solutions that make their daily lives easier. The power of independence is crucial: smart systems can automate window opening to favour an effortless air exchange, making the environment healthier and more comfortable. Following the philosophy of "peace of mind," these technologies not only simplify daily life but also offer increased security, allowing, for example, controlled access to caregivers without the need for physical keys. Innovation and technological integration therefore go hand in hand.

SUSTAINABILITY: AN IMMINENT NECESSITY

In recent years, sustainability has become a fundamental pillar in the construction industry: no longer a voluntary option, but a necessity imposed by specific targets and goals set for 2030, 2040,



and 2050. These goals require companies to completely rethink their approach to production and resource management. The change must affect every aspect of corporate life, including the design and development of new solutions.

It is essential to pay attention to the entire product life cycle: for example, we are focusing on corrosion resistance, as window and door frames, being part of the building envelope, are constantly exposed to weather elements. The variability of climatic conditions, with extreme humidity and salinity in some strategic markets, necessitates the production of components that can last a long time.

Sustainability, therefore, does not just mean using low-impact materials but also reducing the need for frequent replacements, minimising waste. Advances in technology and chemical and mechanical finishing processes have significantly improved product durability, ensuring components that will last over time, thus extending their life cycle.

SAFETY AND A CUSTOMER-CENTRIC APPROACH

The topic of protection, both in terms of safety (protection from unintentional risks, such





as accidents or natural events) and security (protection from intentional risks, like theft or vandalism), is increasingly relevant. Modern design must balance aesthetics and sturdiness without compromising user safety. For instance, the increasing frequency of fires and extreme weather events due to climate change may require the adoption of solutions that can counter them, such as Schlegel's intumescent and fire-resistant seals.

Giese and Schlegel, as component suppliers, do not manufacture the complete frame but take responsibility for ensuring that the final product performs perfectly in terms of insulation and security and passes the sector's stringent certification tests.

The credibility earned over time has led the company to take on the role of a consultant, helping clients choose the products best suited to their needs. This customer-centric approach, focused on innovation and collaboration with system designers and partners, is at the heart of the Highdea strategy.

SERVICE: AN ABSOLUTE PRIORITY

Finally, the theme of customisation ties in with that of service, which is a key element for getting closer to the customer and a focal point for the company as it continually seeks improvement. Innovation has no limits, it is open, and represents an absolute priority for future investments. Even though improving service may require significant investment, it is a necessary step to keep the company competitive in a constantly evolving sector.





DOORS TO THE FUTURE

**MINIMALISM, ADVANCED TECHNOLOGIES,
EVOLVED SEALS AND LOTS OF SUSTAINABILITY:
HERE IS THE FUTURE OF ALUMINIUM DOORS.**

by **Andrea Coralli**
Product Manager

**Minimalism
is at the heart
of the design
of aluminium
doors and
windows,
featuring
essential
profiles and
discreet
components that
give structures
a clean and
refined
aesthetic.**

The door, which has always been a symbol of opening to the unknown in literature and art, has undergone significant evolution, placing a strong emphasis on innovation.

In recent years, doors have gained new prominence in design, transforming from simple passage elements to key components of the spaces they serve. This evolution has driven designers and manufacturers to explore new trends, making aluminium entrance doors a preferred choice for both residential and commercial settings.

Aluminium doors have thus become true works of design, combining sophisticated aesthetics, impeccable functionality, and technological innovation. Companies

like Giesse, Reguitti, and Schlegel are at the forefront in this field, perfecting their solutions and integrating key market trends.

MINIMALISM: A WINNING AESTHETIC

Minimalism is at the heart of the design of aluminium doors and windows, featuring essential profiles and discreet components that give structures a clean and refined aesthetic.

A perfect example of this philosophy is the **Giesse C.H.I.C. Door hinge** and the **NP Ultra handle**. The C.H.I.C. Door hinge, invisible when the door is closed, has revolutionised the market thanks to its sleek aesthetics and high performance, achieving great success in both Euro groove and R groove profiles.



Similarly, the NP Ultra handle, eliminating the base plate, offers an elegant design that seamlessly blends with the minimalist trend. Targeted at a specific audience of large window and door manufacturers, the NP Ultra, with its quick installation system, is one of Giesse's flagship products, developed in close collaboration with key industry players to anticipate and meet market needs.

INNOVATIONS BY GIESSE

Proxima is the new generation of Giesse three-wing hinges with slot installation, characterised by an extremely slim profile, with a diameter of just 18 mm. This hinge offers high performance while maintaining the ease of assembly typical of Giesse solutions, including 3D adjustment (height, lateral, and compression) via a simple Allen key, manageable by a single operator. Designed to support up to 150 kg, Proxima is compatible with both Euro groove and R groove profiles.

Proxima is a unique product that combines aesthetics, performance, and ease of use, enriching and completing Giesse's wide range of door hinges.

REGUITTI AIMS FOR A KEYLESS FUTURE

The doors of the future will be increasingly intelligent, integrated with advanced technologies to enhance safety and comfort.

In this context, Reguitti has introduced the **Next 35** stainless steel pull handles with biometric reader. These devices allow doors to be unlocked using fingerprints and to be connected to an app. The main advantage is the elimination of house keys, anticipating a future where smart devices can also remotely control access, for example, to receive deliveries, as is already happening in many countries.

INNOVATION IN SCHLEGEL SEALS

Under the Schlegel brand, the company has developed the **Q-LON Overlap** seals, specifically designed for aluminium profiles. Made of polyurethane foam, these seals offer ease of installation and excellent sealing performance. Their main function is to ensure effective sealing,





quality control during both development and commercialisation, guaranteeing and measuring product performance.

In terms of sustainability, more and more products under both the Schlegel and Giesse brands are obtaining Cradle to Cradle® certification, which attests to the sustainability of the product and the production process.

In line with other Giesse solutions, the C.H.I.C. Door hinge has also received EPD certification (Environmental Product Declaration), further certifying its sustainability credentials and life cycle.

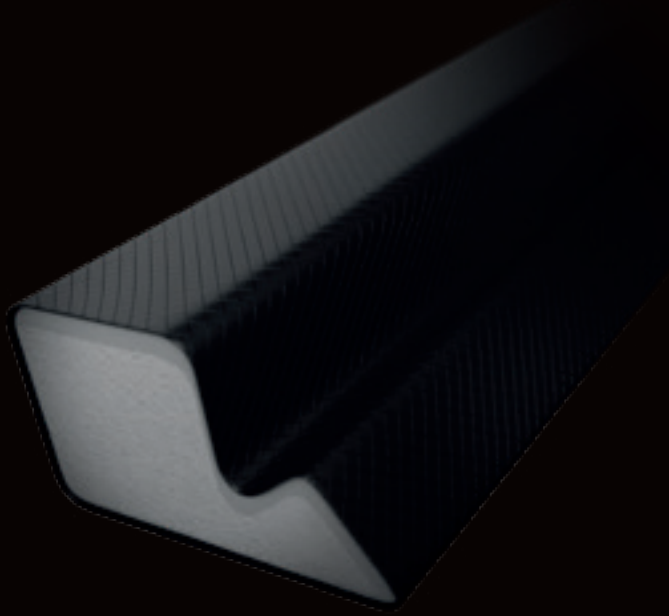


thanks to the material's ability to recover its original height after compression, ensuring constant sealing over time. The Q-LON Overlap seals are coated with a protective film that can be customised in any colour, blending harmoniously with the colour of door profiles and enhancing the overall aesthetics. This feature adds value compared to the traditional black aesthetic of **EPDM** seals.

In terms of performance, Q-LON seals also stand out for their ability to meet increasing regulatory requirements for fire-resistant doors. The Q-LON Fire Retardant versions are designed to suppress sparks and slow the spread of fire and smoke, while the Q-LON Intumescent seals expand and solidify at high temperatures, forming a protective barrier against the spread of a potential fire.

HIGH STANDARDS AND SUSTAINABILITY

All Giesse door hinges are CE-marked in compliance with EN 1935:2004. Thanks to internal testing laboratories, the company ensures strict





WINDOWS OF THE FUTURE: THE SMART EVOLUTION

by **Mirko Scheda**
Product Manager
and **Alver Drudi**
Product Manager

The traditional concept of a window is about to undergo a radical transformation: from a simple manual opening to an active and smart component of homes. But what will the window of the future look like? It will be a multifunctional element, fully leveraging new technologies, and thus revolutionising the way we live in our spaces.



TOWARDS THE WINDOW OF THE FUTURE

Technological, cultural, and social trends, such as the ageing population and the increasing focus on sustainability, are also influencing the window and door industry. The technology already exists, but it needs to be correctly applied to the world of window hardware. The integration of automated windows into buildings is by now an established process, following the example of doors, appliances, fire prevention systems, access control, and climate management. Over the years, communication standards and rules have been established to prevent chaos, allowing devices to become part of a broader system managed by the building itself. This context guides us in our task: to create solutions that integrate seamlessly into these smart ecosystems, adapting quickly and easily. The new smart windows will offer functionalities such as automatic closing in case of



rain, prevention of unwanted access, and smoke evacuation in the event of a fire.

The window of the future will not just be a passive element, but a dynamic device that can be controlled remotely and provide information thanks to integrated automation technologies. The success of these solutions will start in public buildings like schools or hospitals and gradually spread to all sectors. Although initial costs might influence the decision-making process, technological advancements will make these solutions increasingly accessible and affordable for everyone.

CUTTING EDGE DESIGN AND FUNCTIONALITY

Design trends are increasingly moving towards minimalism: people prefer large glass surfaces

with slim profiles and concealed hardware. The challenge for companies like Giesse is to create products that perform their function without being noticed. Even automation systems must adapt to this aesthetic trend, becoming concealed within the profiles. However, Giesse's deep knowledge of the window system and the available space within the profiles gives us a unique advantage in integrating automation with mechanics.

Giesse's technological roadmap provides for the development of innovative solutions for window automation. For example, new sensors will not require external power, gathering the energy required from the mechanical movements generated by the frame.

The crown jewel is the new concealed motor for tilt-and-turn windows (project name: Giesse Smart C.H.I.C.), where miniaturisation has been pushed to the extreme: the motor, electronics, cables, and necessary gears are all housed in just 17 mm of height. This innovative motor is fully integrated with Giesse's C.H.I.C accessories for tilt-and-turn windows. Soon, a communication platform and an app will also be available, making it easier for window manufacturers to verify proper installation.

A SUSTAINABLE FUTURE

Automation will undoubtedly help reduce energy consumption through intelligent air exchange management. However, the company is also committed to developing products with a low en-



vironmental impact, from plastic-free packaging to the use of recycled materials. Energy saving is one of the main reasons why automation is chosen in buildings, also thanks to available incentives supported by the NRRP in Italy and European regulations, which will have a significant impact on the market.



“EVERY STEP WE TAKE TOWARDS INNOVATION CONSIDERS ENVIRONMENTAL IMPLICATIONS AND THE IMPORTANCE OF A RESPONSIBLE APPROACH. WE HAVE A CONCRETE PLAN AND WE KNOW HOW TO IMPLEMENT IT. THE FUTURE IS NOW, AND WE ARE READY TO EMBRACE IT.”





OUR ROADMAP TO SUSTAINABILITY

**A NEW BUSINESS MODEL BUILT ON
SUSTAINABLE VALUES, CIRCULAR ECONOMY,
AND CARBON FOOTPRINT REDUCTION.**

by **Giovanni Liconti**
Sustainability Manager

Constant attention and active participation in the challenges related to sustainability will play a key role in the Group's future, a goal that can be achieved through the use of innovative technologies and materials.

The construction sector is under scrutiny by the European Commission, as it is responsible for 40% of total CO2 emissions. This situation has led to the adoption

of regulations and incentives that are pushing window manufacturers and accessory suppliers toward a significant transformation. The "Green Homes" directive, for instance, will be a strong driver of building renovation, with an increasing focus on emissions, including those related to the production of components, in view of the decarbonisation planned for 2050. Although no mandatory requirements for emission declarations are in place as yet, preferential paths are already being created in the public procurement sector for products that comply with the principles of the circular economy, both at the product and process levels. This requires an assessment of their emissions considering the entire life cycle of the product.

Last April, the new Construction Products Regulation (CPR)

was approved. In the coming years it will introduce technical standards to regulate the environmental aspects of components. Many companies in the sector have already begun Life Cycle Assessment (LCA) studies to obtain Environmental Product Declaration (EPD) certification for their products. While no mandatory carbon emission limits have been set, voluntary certifications such as LEED or BREEAM exist, which rate buildings based on the emissions required for their production.

THE SUSTAINABILITY ROADMAP

In light of this regulatory framework, the Group conducted an analysis of risks and opportunities, resulting in a sustainability roadmap. This highlights how the company’s growth is close-

ly linked to the development of sustainable solutions and investments in operations and production plants to reduce emissions in all stages and processes. The roadmap is based on three fundamental pillars: sustainable product and service solutions, operational sustainability (with production processes, plants, and logistics geared toward emission reduction), and cultural and social sustainability. To this end, a code of conduct has been introduced adopting sustainability principles not only in relation to climate change and the environment but also to social issues, workplace safety, anti-corruption efforts, and child labour. The year 2030 has been set as the target for achieving specific and measurable sustainability goals.





The culture of sustainability is a fundamental pillar of the company's roadmap developed through a series of concrete actions over the years.

SUSTAINABILITY STRATEGIES: MATERIALS

How are these initiatives implemented? By focusing on materials that have the greatest impact on emissions during production, primarily aluminium, which offers significant advantages in terms of recyclability. Giese, for example, has extended the use of recycled aluminium to its production and sourcing processes. Currently, 40% of the aluminium purchased is made up of secondary alloys with at least 70% recycled material. By 2030, the company aims to use 100% secondary aluminium, sourced from end-of-life product recycling or production waste. Regarding steel, Giese is seeking low-carbon materials. In the case of polymers, despite its limitations in recyclability, Giese is already producing polyamide

with up to 30% recycled content, with the goal of gradually increasing this percentage.

PACKAGING EVOLUTION

Another ambitious initiative by the company concerns packaging, with the goal of making it fully sustainable by 2026. Currently, 7% of packaging consists of single-use plastic materials, intended to be discarded after use, while the remaining 93% is made up of cardboard, already equipped with environmental certifications for recycled content or sourced from sustainably managed forests with FSC certification. At the same time, the company is replacing plastic packaging with paper packaging, which is 100% recyclable. According to Comieco, Italy is one of the leading producers of recycled paper in Europe.

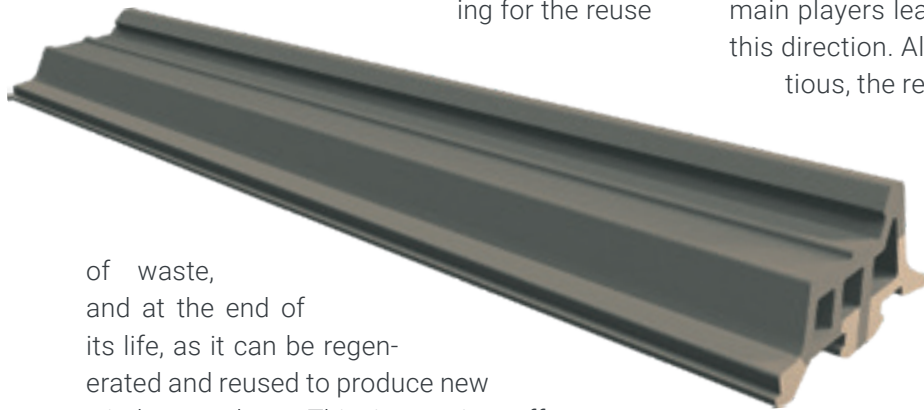


REDUCING HAZARDOUS SUBSTANCES

Reducing hazardous substances in products is another area the Group is focusing on. Although it already complies with European regulations, such as REACH and RoHS, the company is

committed to going beyond the mandatory requirements by permanently eliminating hexavalent chromium from its production processes. As part of its plan, it is also seeking alternatives to substances deemed hazardous by the European Community, such as lead in metals and PFAS (Teflon), which are still used in manufacturing processes.

As regulations increasingly require environmental impact declarations, the company has set itself the goal of covering 50% of its revenue with recycled product environmental certifications by 2030. As mentioned, the company does not limit itself to declaring emissions or the presence of hazardous substances in its products but actively works to reduce emissions related to the entire production process. A concrete example is Schlegel's **Nex-TP**, a gasket made from a plastic material that is an alternative to EPDM. Nex-TP is fully recyclable both during the production process, allowing for the reuse



of waste, and at the end of its life, as it can be regenerated and reused to produce new window gaskets. This innovation offers the same features and performance as EPDM but with the added advantage of recyclability, ensuring a second life for gaskets in the same application.

THE RECYCLING INDUSTRY AND THE CULTURE OF SUSTAINABILITY

Energy optimisation principles have two goals: reducing operating costs and lowering environ-



mental impact. Reusing materials at the end of their life avoids the use of virgin raw materials, instead promoting the recovery of materials from building and window demolitions, for example. These circular economy principles are driving the creation of a new reality: the recycling industry.

The Group is positioning itself as one of the main players leading the entire supply chain in this direction. Although the goals set are ambitious, the results achieved in the first three and a half years of activity confirm the validity of this strategy. The active involvement of all players, from suppliers to customers, is a competitive advantage, especially in a sector like construction. Sustainability cannot be achieved alone but requires the collaboration and commitment of all parties involved.

The culture of sustainability is thus a fundamental pillar of the company's roadmap, developed through a series of concrete actions capable of showing significant, measurable, and verifiable progress over the years. The company avoids making ambiguous statements, and is committed to communicating only the results actually

achieved, sharing this approach throughout the organisation to make its sustainability commitment tangible, demonstrable, and measurable. With the CSRD regulation, which mandates the disclosure of companies' sustainability reports starting in 2025, the Group is committed to providing regular updates on the progress made and the challenges faced.

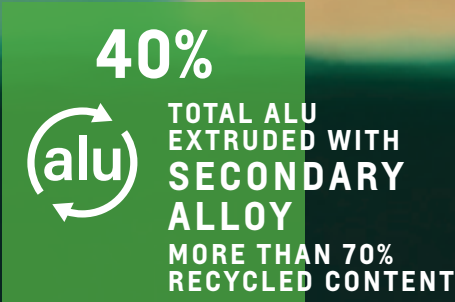
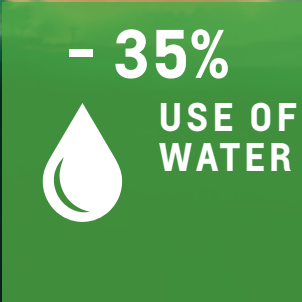
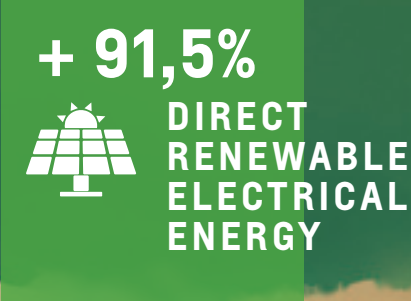
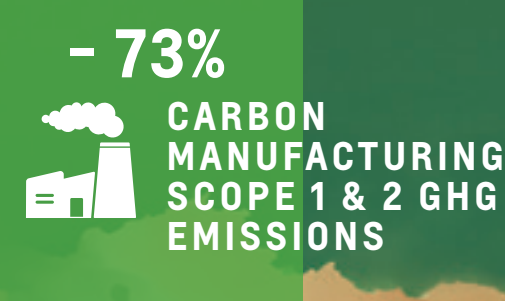
CHANGING THE BUSINESS MODEL

In many companies, the role of sustainability manager is often placed within the marketing and communication departments. The Group, however, has chosen to integrate sustainabil-

ity within the product innovation department. This decision aims to reduce the emphasis on rhetorical communication and focus on real change, with a focus on strategic business processes. Specifically, it focuses on generating solutions, choosing materials, and planning the product life cycle.

This approach requires significant effort, which is why collaborating with the supply chain to promote the use of recycled raw materials is crucial. This allows for a balance between new solutions and economic sustainability, avoiding negative impacts on budgets or increased costs for customers.

SUSTAINABILITY IS A GOAL TO REACH



DATA PERIOD 2019-2023 FOR ALL GIESSE, SCHLEGEL AND REGUITTI SITES

SCHLEGEL 140 YEARS OF INNOVATION

In the heart of Rochester, New York, in the late 19th century, a small company began weaving the threads of what would become an intricate tapestry on an international scale.

FOUNDATION AND EARLY YEARS

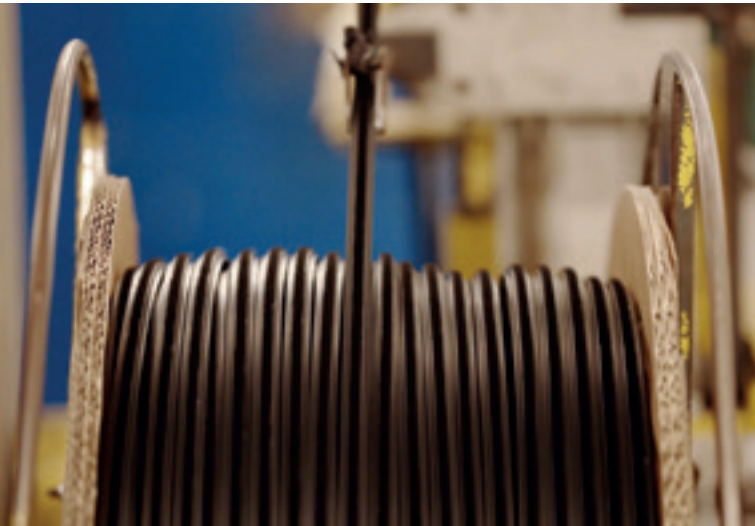
“Schlegel Manufacturing” was founded in 1885 as a textile business by a group of pas-

sionate craftsmen led by Johann P. Schlegel and Henry A. Schaefer. Their commitment to quality and innovation quickly drove the company to grow, adapting to technological evolution and market demands. In its early years, Schlegel diversified its production, from skirt trims to carriage fringes, eventually moving into seals for car doors and windows. As World War II approached, its adaptability was further tested when the company decided to change its looms entirely to produce machine gun belts. Schlegel successfully produced over six million belts to support the war effort.

EXPANSION AND INNOVATION

After the war, Schlegel continued to grow and expand. Its R&D department researched industrial fabrics, plastics, and adhesives, leading to the introduction of a continuous urethane moulding process for foam seals in the 1960s. The company introduced new technologies and materials for its sealing systems,





becoming a benchmark in the construction seal industry. Simultaneously, it evolved into "Schlegel Corporation," a global player in the industry, with production facilities in 12 countries and 22 sales branches worldwide.

ACQUISITIONS AND GLOBAL GROWTH

Its reputation for reliability and quality drew the attention of the British multinational BTR plc, which acquired Schlegel in 1988. This marked the beginning of a new growth phase and, most notably, the relocation of the headquarters from the U.S. to the U.K., where it remains to this day.

In 2006, Lupus Capital (later Tyman plc) acquired Schlegel Corporation's Building Products division, enabling the company to expand further globally and enhance its value and business opportunities by joining forces with other major brands in the international window and door industry, such as Giesse.

THE LEGACY OF SCHLEGEL

In its 140-year history, Schlegel has proven to be a resilient company, able to adapt to changes, qualities perfectly embodied by its current flag-

1885

Schlegel is founded in Rochester, USA, as a textile company.

1930

The company starts producing trimmings for carriages, baskets and clothing.

1950

Start of production of brush pile seals and profile seals for buildings.

1960

Introduction of modelled foam seals.

Schlegel **140**
SINCE 1885

1988

Schlegel has production facilities in 12 countries and 22 branches worldwide.

2014

Acquisition of Vedasil in Brazil.

2016

Schlegel acquires Italian Hardware manufacturer, Giesse.

2018

Schlegel consolidates all weatherseal manufacturing into the UK.

ship products: sealing and weatherstripping systems for doors and windows.

The drive to experiment and stay current over time, combined with the determination to innovate through research and testing of new composite materials, has led to the development of seals with the highest levels of certified quality. This commitment also resulted in revolutionary solutions such as Q-LON polyurethane foam seals, the highest-performing seals for which Schlegel is recognised as a market leader.

From its origins as a textile company to its position as a leader in sealing technology, Schlegel continues to inspire and shape the future. Its story is a testament to the vision, dedication, and ability to adapt demonstrated by its founders and everyone who has contributed to its success.



Q-LON

THE HIGHEST PERFORMING SEAL

In the world of door and window seals, Schlegel Q-LON emerges as an innovative solution that redefines quality and performance standards. Designed to meet the market's most demanding requirements, Q-LON offers unparalleled technical advantages, positioning itself as an industry leader and the ideal choice for timber, PVC, and aluminium doors, windows, and sliding applications.

Q-LON is composed of three elements:

- **FOAM CORE** - Polyurethane (PU) foam core ensuring high durability and excellent recovery performance.
- **OUTER FILM** - Smooth or embossed polyethylene (PE) film resistant to weather and UV rays.
- **INSERT** - Made of polypropylene (PP), polycarbonate, or glass fibre-reinforced thread to prevent stretching and shrinking.

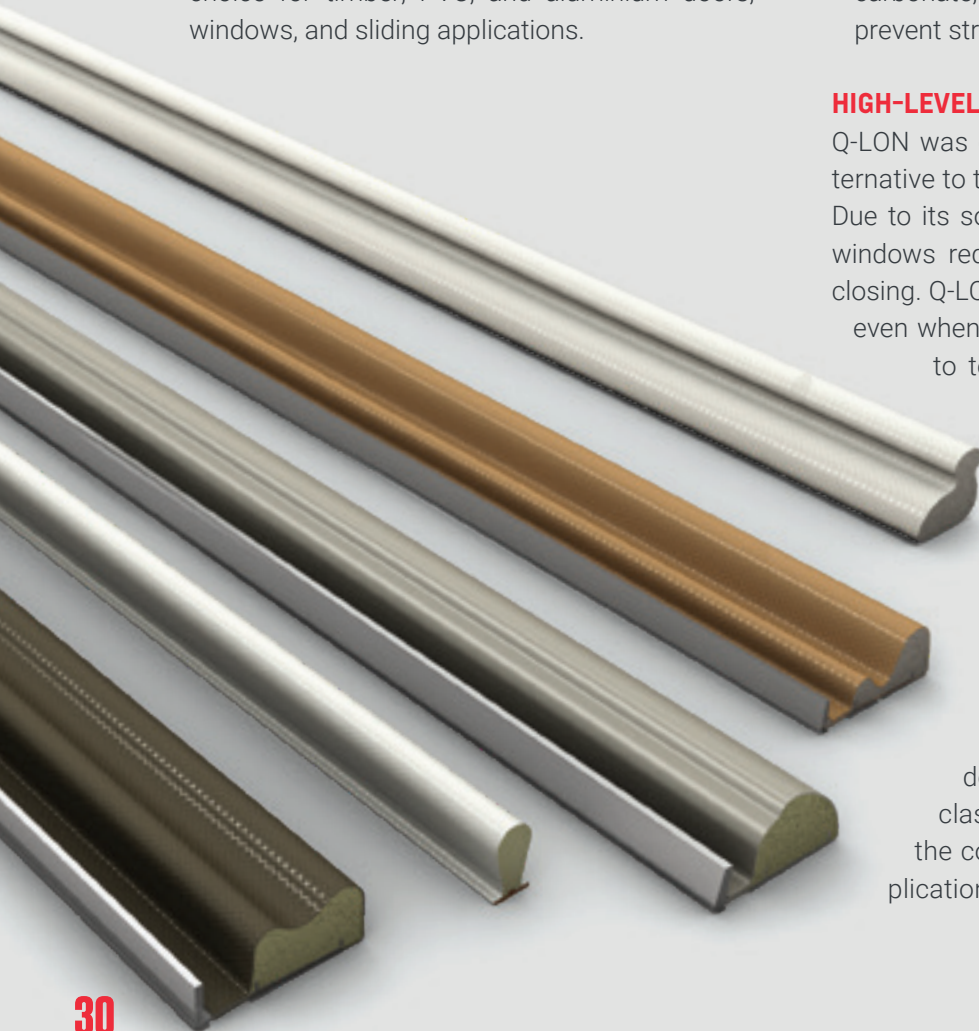
HIGH-LEVEL TECHNICAL SOLUTIONS

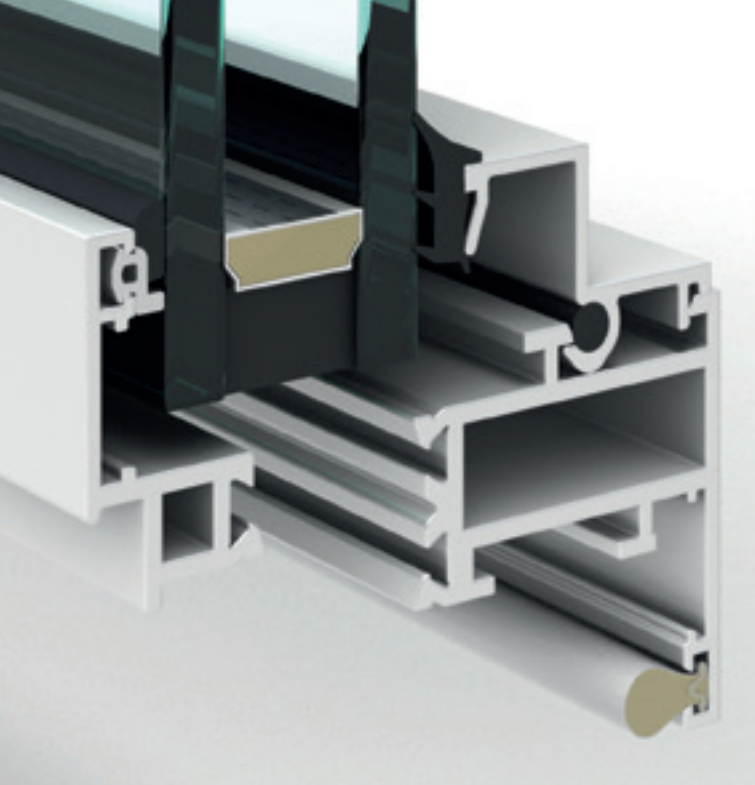
Q-LON was designed to offer a high-quality alternative to the most rigid extruded seals.

Due to its softness and adaptability, doors and windows require low compression force when closing. Q-LON thus continues to seal effectively even when the frame undergoes changes due to temperature or ageing. The original

Q-LON formula allows the seal to return to its original shape after compression, up to 50% better than extruded seals, even at extremely low temperatures.

Q-LON seals are tested according to the EN 12365 2003 standard. This provides manufacturers or installers of windows, doors, shutters, and facades with a classification system for ensuring that the components used best meet the application requirements. Under this stand-





ard, Q-LON consistently ranks at the highest performance levels for elastic recovery and recovery after accelerated ageing.

The ability to perfectly seal the frame offers two further decisive advantages over extruded seals:

- **VERY LOW THERMAL CONDUCTIVITY** - Q-LON polyurethane seals offer the lowest thermal conductivity on the market (0.04 W/m·K at 0°C), three to six times better¹ than other materials.
- **NOISE REDUCTION** - Outstanding acoustic insulation performance thanks to high compressibility. Up to 4 dB² greater noise reduction than extruded seals.

AN ADVANCED ENVELOPE

The exceptional durability of Q-LON seals depends not only on the recovery capacity of the foam core but also on the effectiveness of the protective outer film. Made of polyethylene, the outer film is unaffected by paints, cleaners, and dyes. Its high resistance to weather and UV rays ensures Q-LON a lifespan three times longer³ than most common foam seals.

The embossed outer film can be customised in a wide range of colours, allowing the seal to blend seamlessly with the colour of the profile.

FIRE SAFETY

Q-LON seals are also available in a Fire Retardant version with classification EN 13501-1, Class E. They are designed with a special insert that reduces the spread of fire upon contact, slowing flame propagation and preventing the release of flammable material.

SUSTAINABLE

Q-LON is Cradle to Cradle Certified® at the Bronze level, recognised as the most prestigious certification for low-impact products. This accolade underscores Schlegel's commitment to sustainability and responsible innovation, promoting practices that positively impact the planet.

Q-LON is not just a seal; it is an advanced sealing solution that combines innovation, superior technical performance, and sustainability. Choosing Q-LON means investing in a product that brings the future of sealing technology forward to today.

¹Tests performed in accordance with EN 12667:2001 compared to extruded seals.

²Tests conducted with UNI EN ISO 10140-2 on Q-LON selection compared to extruded seals.

³Accelerated ageing test conducted in line with the DIN EN ISO 4892-2 standard on Q-LON selection and other seals on the market.



GIESSE PIONEERS FOR 60 YEARS

For 60 years, Giese has been opening new horizons in the window and door industry, transforming the way accessories and cutting-edge solutions for aluminium doors and windows are conceived and produced globally.

FOUNDATION AND EARLY YEARS

"Giese s.n.c." was founded in 1965 in Villanova di Castenaso (BO) thanks to the vision of Lorenzo Lambertini, who

believed in the potential of aluminium and its limitless possibilities. This small artisanal company, focused on the production of window and door accessories, has had a clear mission since its inception: to design and manufacture products that set the standard for the entire aluminium profiles market. Less than ten years later, the company grew to the point of needing a new, larger production site: in 1974, Giese's production and headquarters moved to Budrio, where they are still located today.

INNOVATION, QUALITY, AND DESIGN

With a core dedication to innovation, Giese's products quickly became a reference point for aluminium technology. The numerous patents granted from the early years onward demonstrated the importance of research and development in the company's strategic vision: to develop patented products that stand out in the market thanks to revolutionary solutions.





Due to its Italian origins, motor sports were the most natural choice for Giesse. Over the years, sponsorships have included historic brands like Ferrari and Lancia and teams in prestigious competitions such as the World Rally Championship or the Le Mans series, as well as national or local races. These collaborations have been important for Giesse's growth, proving once again that successful brands always share something in common.

GLOBAL EXPANSION

In 1990, Giesse took two key steps for its growth. The first was creating **Euro**, the most widely produced and exported cremone handle in the world. The second was opening its first branch in Barcelona, Spain. From that moment until the early 2000s, acquisitions and new branches around the world multiplied: Portugal, Spain, France, Greece, Turkey, Russia, UAE, China, Argentina, and Brazil, along with an extensive global network of official distributors. This global commitment was also expressed through a long history of successful sports sponsorships.

1965

Giesse is founded in **Villanova di Castenaso**, Bologna

1965

The **Reno** button brackets were the first two-part brackets to allow perfect corner alignment, changing the installation practices of window makers worldwide.

1968

Giesse launches **Emilia**, its first cremone

1968

Named after the region of origin, **Emilia** was the first Giesse cremone handle, made of solid extruded aluminium and capable of 180° rotation.



1990

Giesse launches **Euro**, the most exported cremone in the world

1991

Giesse opens its first distribution branch in **Barcelona**, Spain, followed by many others.

2004

Giesse launches **Futura**, the iconic tilt and turn system

2016

Giesse launches **C.H.I.C.**, the innovative concealed hinges range

2019

Giesse launches **Supra7**, the minimal window handle without a base.

In 2000, the company's total area, including production, warehouses, and offices in Budrio, expanded to 38,000 square metres.

CONTINUITY IN CHANGE

In 2016, Giesse was acquired by the multinational British group Tyman plc, listed on the London Stock Exchange, and restructured into "SchlegelGiesse" along with the seal manufacturer Schlegel, and later with the Reguitti and Jatec brands. That same year, Giesse's innovative spirit was once again evident with a product in step with the times: the **C.H.I.C.** concealed hinges, perfect hardware for creating minimalist windows. In the following years, the range expanded, always driven by innovation, culminating in 2022 with the launch of the first concealed hinge for aluminium doors in Euro Groove and R Groove: the **C.H.I.C. Door**.

In 2022, the division changed its name from SchlegelGiesse to Tyman International.



In 2024, the entire Tyman group and its brands, including Giesse, were acquired by the American multinational Quanex, forming a major new group in the industry, with a value of over 2 billion in revenue.

1968

The **Cortina** cremone handle, on the other hand, stood out for its unique lowered handle, designed to prevent contact with Venetian blinds.

1974

Giesse moves headquarters and production to a bigger facility in **Budrio**

1978

With the **Star** cremone handle, Giesse also patented the right/left closing system in a single product.

1985

The company launched the **Giesse 900** tilt-and-turn system, a product that created a new window market and established Giesse as the specialist in tilt-and-turn systems.

"By the late 1980s, the Giesse brand had become synonymous with aluminium window and door hardware. In 1989, "The Dictionary" was created: more than just a catalogue, it was a true guide to terminology in the window and door industry, covering components, materials, machinery, and, of course, hardware. This document was essential, especially for the small components that had previously been referred to with imprecise terms borrowed from general hardware. Customers worldwide treasured it as an indispensable document, and even competitors used it."

C.H.I.C. THE REVOLUTION OF MINIMALISM



In recent years, architecture and design have increasingly embraced minimalism. Architects are redefining urban planning rules with modern and bold building designs that merge indoors and outdoors without evident physical separations. This trend has led to a growing demand for aluminium window and door frames, which, thanks to their excellent mechanical properties and performance, allow reductions in profile thickness in favour of increasingly large glass surfaces.

THE C.H.I.C. PROJECT: A REVOLUTION IN FRAME DESIGN

In 2016, Giesse launched the C.H.I.C. project to revolutionise the aluminium window and door industry, which had long remained static in terms of technological innovation. Leveraging aluminium, a material embodying sustainability and innovation, Giesse developed C.H.I.C. concealed solutions for sleek and bright

window frames with minimised profiles. The range stands out for its elegant aesthetic while offering practical advantages, such as a 180-degree sash opening, quick adjustments, and a standard micro-ventilation function for tilt-and-turn windows.

CONTINUOUS EVOLUTION: C.H.I.C. FROM 2020 TO 2024

After the initial launch, the C.H.I.C. project continued to evolve. In the following years, the range expanded with new products. The initial **C.H.I.C. 100 kg** was joined by the **C.H.I.C. 130 kg** and the **C.H.I.C. 150 kg** for Sash and Tilt and Turn windows and the **C.H.I.C. Bottom-Hung** for Vasis-tas, with a load-bearing capacity of up to 250 kg. The project ultimately introduced **C.H.I.C. Door**, the first concealed hinge for aluminium doors with Euro Groove and R Groove profiles. Today, the C.H.I.C. tilt-and-turn range can support loads of up to 200 kg, showcasing ongoing innovation and superior product quality.

C.H.I.C., WHAT'S NEW IN 2025

At the BAU 2025 trade fair, Giesse introduces the latest additions to the C.H.I.C. range, a constant expansion that highlights the company's desire to continue innovating by meeting or anticipating market demands. **C.H.I.C. Door Alu16** extends the concept of concealed hinges to groove 16 profile, while **C.H.I.C. 200**



and **C.H.I.C. Door 200** further increase the load-bearing capacity up to 200 kg, with a view to supporting increasingly larger frames with bigger glass surfaces.

THE STRENGTH OF INDEPENDENT CERTIFICATIONS

The success of a product depends not only on its ability to bring innovation but also on its recognised, objective quality. Giesse not only tests its products in its internal laboratory, going well beyond the performance requirements of European and international standards, but also submits them to stringent independent certifications from third-party organisations. For instance, the C.H.I.C. products have achieved the following results and certifications.

“The technical solutions we implemented were designed to bring innovation to the market and leverage advanced materials in the aluminium industry. The most challenging aspect was miniaturising the components and integrating them into the profile. Along the way, we encountered countless tests and even some seemingly insurmountable challenges, but the results speak for themselves.”

Mirko Scheda, Product Manager

HI-ZENITH PULL & SLIDE

A SMOOTH-FLOWING INNOVATION

In recent years, modern architecture has warmly embraced the trend of minimalist window systems, featuring large glass surfaces and reduced frames that enhance the natural light, creating a seamless visual continuity between interior and exterior spaces. This aesthetic research, combined with the growing demand for high performance, has led Giesse to develop solutions that meet these needs.

This is the context in which Hi-Zenith Pull & Slide was born, a cutting-edge system designed to overcome the limitations of traditional sliding windows. The result of a long research and development process carried out in collaboration with system engineers, consultants, architects, and designers as part of the Highdea project, Hi-Zenith Pull & Slide is a unique product that combines advanced functionality with flawless aesthetics.

DESIGN AND PERFORMANCE

The central mullion of Pull & Slide can be reduced to just 70 mm, thanks to the optional Giesse NP Ultra opening mechanism, significantly decreasing the frame size compared to Lift & Slide solutions (120 ÷ 140 mm) and ensuring perfect integration into the wall once installed. The handle without a base plate and located centrally enhances the minimalist effect of the window. The two glass panels align when closed, a unique feature for sliding

windows, which typically have glass panels on different planes. The flush surfaces of the glass have found favour with many architects, who have appreciated both the design and the smoothness of the sliding action.

The locking points are released by rotating the handle 90°, allowing the user to pull the window towards themselves and slide it laterally with a simple and intuitive motion. When closed, the sliding panel seals like a casement window, thanks to the central gasket in the frame that





creates an open joint. The four-sided closure offers remarkable performance, with water resistance up to 1050 Pascal, an excellent result for a large sliding window. The threshold, only 20 mm high, can be recessed into the floor, thus reducing the risk of tripping. In case of renovations, invasive masonry work can be avoided, as the system can be installed over the existing floor.

A SINGLE KIT

The fact that Hi-Zenith Pull & Slide is easy to install and maintain is undoubtedly one of its strengths. The system has been optimised with a single kit of rollers, one for the right side and one for the left, with a load capacity of up to 400 kg. This solution not only offers a high load-bearing capacity but also simplifies ordering and installation, allowing window manufacturers and installers to work quickly and efficiently, with few components to manage. The system is thus ideal for applications requiring

quick installation and minimal maintenance: it is sufficient to lubricate the panel components and clean the moving parts.

ONE OF A KIND

Pull & Slide is an innovative solution in the sliding window sector, combining cutting-edge design with superior performance. This system embodies the fundamental principle of the Highdea service: to provide clients with a comprehensive hardware system that has been thoroughly tested by the company and equipped with high potential. Its compatibility with the NP Ultra system means the window can be customised according to specific needs, without compromising design or performance, a combination that is often difficult to achieve. The answer to the question "Is it a sliding window?" can be both yes and no: when open, it functions as a sliding window; when closed, it offers the performance of a casement window.



ELEGANCE MEETS

 **GIESSE** _{SINCE 1965} 60

PERFORMANCE



PROXIMA
HIGH PERFORMANCE SLIM HINGE

REGUITTI 50 YEARS OF EXCELLENCE

In 2025, Reguitti will reach an important milestone: 50 years of excellence, innovation, and design in the production of handles and hardware for doors and windows. This half-century tells the story of an Italian company that, thanks to the passion and dedication of the Reguitti brothers, has transformed from a small artisan business

into an international household name. What began as a family project in the heart of Italy's manufacturing tradition has evolved into a company recognised for its ability to anticipate trends, adapt to market changes, and ensure products of excellent quality while remaining true to its original values.

FOUNDATION AND EARLY YEARS

The story of Reguitti began in 1955, when the Reguitti brothers founded their first workshop, initially focusing on die-casting in cast iron. This period laid the foundation for the company and the first challenges related to artisanal production. It was not until 1975 that Reguitti F.lli was officially established, a manufacturing company specialising in the production of handles for doors and windows, marking the true starting point of the enterprise.

In 1988, Reguitti experienced significant growth, which included expanding the ship-





ping department, enhancing the assembly area, and constructing new offices. This momentum also led to expansion into the Norwegian market, which proved crucial for the company's future development. The ability to adapt to the specific needs of this market allowed Reguitti to establish itself successfully in the Scandinavian landscape.

In 1996, to meet the growing demand, Reguitti relocated the assembly, shipping, and office departments to a new industrial area in Fondi di Agnosine, a sign of its constant expansion. Thanks to the integration of specific systems for the Scandinavian market, the company captured over 80% of the market share in Norway, an extraordinary achievement contributing to its industrial evolution.

EXPANSION AND CONSOLIDATION

1999 marked another step forward in Reguitti's history: all the production departments were unified in a modern facility, located in the same industrial area where the company still oper-

ates today. This new setup made Reguitti even more efficient and ready to meet the demands of the Italian market, which became one of its main targets. The focus shifted to production flexibility, a key element in adapting to the needs of manufacturers of window frames and wooden doors.

INTERNATIONAL EXPANSION: JATEC AND REGUITTI INOX

In 2007, Reguitti's international expansion continued with the acquisition of the commercial headquarters Jatec in Germany, near Frankfurt. This strategic investment strengthened the company's presence in the DACH market (Germany, Austria, and Switzerland), allowing it to distribute its products more efficiently and solidify its brand at the European level.

2013 marked another significant milestone with the acquisition of Tropex Design, enabling Reguitti to enter the emerging stainless steel products sector. This investment resulted in the development of the Reguitti Inox range, a line of products distinguished by the material's resistance and elegance, meeting the growing demand for modern and durable design solutions. This transition allowed the company to enhance its offering and target an even broader market, maintaining a focus on quality and innovation.

INNOVATION AND NEW ACHIEVEMENTS

Reguitti's ability to anticipate market trends also proved essential in the subsequent years. In 2008, the company launched the DK handle with adjustable square, offering an innovative solution that guarantees greater flexibility compared to traditional products. This launch addressed the needs of an evolving market increasingly oriented toward customisation and functionality.

In 2010, Reguitti introduced the Minimal line, reflecting the growing preference for essential

and contemporary design. The clean lines and understated aesthetics of this line received immediate recognition in a market increasingly attentive to modern design.

In 2014, the company took advantage of another important aesthetic trend with the launch of the matte black finish, which quickly became a favoured choice in interior design. In each of these cases, Reguitti was among the first to propose such innovations, gaining a competitive edge and becoming a benchmark for other players in the sector.

ACQUISITION BY SCHLEGELGIESSE AND NEW DEVELOPMENTS

In 2018, Reguitti joined an important international group through its acquisition by SchlegelGiesse, the international division of the Tyman Group. This event was a turning point for the company, which, thanks to Tyman's global network, was able to further expand its pres-

ence in international markets. This acquisition opened new collaboration opportunities with other companies in the group, strengthening Reguitti's ability to develop innovative and customised solutions for an increasingly broad audience.

TODAY

Fifty years of history narrate Reguitti's transformation from a small artisan business to a leading brand in the handle and hardware sector for doors and windows. Thanks to its capacity for innovation, prompt response to market changes, and ability to anticipate trends, Reguitti has solidified its reputation globally.

2025 marks an important milestone, but it is also a new starting point for a company that looks to the future with the same passion and dedication that has characterised its successful journey thus far.

1975

The **Reguitti F.lli** handle factory is founded in **Agnosine**

1988

Expansion of the shipping department, assembly and construction of **new offices**.

1990

Reguitti launches **Artemide**, its first mass product brass handle

1999

Reguitti relocates to a **new modern factory** in Agnosine



2007

Reguitti acquires **Jatec**, a premium brand for DACH market

2013

Reguitti Inox (initially Tropex Design) is established for the production of stainless steel handles.

2021

Reguitti wins the Archi-product Sustainability Award for **Qbliq**, the minimal handle made from recycled aluminium

2022

Evolution of the **Reguitti logo**

OBLIQ AND THE MINIMAL RANGE

Minimal handles embody the essence of contemporary design, where the simplicity of the lines becomes an expression of pure elegance. Their understated aesthetic makes them perfect for modern and refined spaces, whether residential or commercial, where every detail helps create a harmonious and sophisticated atmosphere. Minimal handles naturally fit into contexts characterised by a strong aesthetic focus, offering solutions that enhance the architecture and design without overloading the environment.

Reguitti was among the first companies to recognise the potential of this style in the early 2000s, at a time when minimalism was beginning to gain traction with consumers. This trend was not merely an aesthetic change but also a response to a growing need for practical functional solutions, with a design that prioritises the essential, often eliminating the rosette. The early collections of minimal handles proposed by the company not only met the demands of modern design but also introduced a new quality standard that complemented the most ambitious architectural projects.

A crucial turning point in the expansion of minimalism occurred with the spread of this style in foreign markets, particularly in the Netherlands, where minimalist design became a true symbol of modernity and innovation. Reguitti seized the opportunity to collaborate with one of the



leading companies in door production, recognising that launching a new door with minimalist features called for an equally understated and refined handle. This collaboration marked a significant shift for the company, which viewed the need to merge aesthetics and functionality as an opportunity for expansion. The choice to use Reguitti handles to complement the minimalist door led to the company's successful growth in the Benelux area, consolidating its international presence and reinforcing its reputation as a pioneer in minimalist design.

OBLIQ - INNOVATION FOR ALL

Obliq stands out in the Reguitti range of minimal handles as a creation that represents the pinnacle of Italian design excellence. Designed in collaboration with architect Sergio Baronchelli and



produced entirely in Italy, Obliq is distinguished by its ability to blend aesthetics, innovation, and sustainability. Every detail has been carefully considered to meet the needs of a market increasingly attentive not only to the beauty of the design but also to the environmental impact of the products. The Obliq handles are made from recycled aluminium, a particularly durable and fully reusable material, which favours a smaller environmental footprint without compromising quality.

This commitment to sustainability earned Obliq a “Special Mention for Sustainability” at the Archiproducts Design Award 2021, an accolade that highlights Reguitti’s ongoing focus on environmental responsibility. The finishes of the Obliq handles achieved the maximum GRADE 5 according to standard EN 1670, surpassing corrosion resistance tests with over 480 hours of exposure, and achieving ISO 0 in paint adhesion tests according to ISO 2409, the highest possible grade. This not only certifies their durability over time but also the quality of the finishes that withstand the challenges of daily wear.

Technically, Obliq is distinguished by its innovative assembly system, which includes a rosette and a return spring (R1 System), a system that has reached CLASS 4 in EN-1906 certification. This is the highest level of quality and resistance for this type of product, ensuring excellent long-term performance. The reliability of the assembly system not only ensures a long lifespan but also facilitates installation, eliminating the need for special processing and adapting to a wide range of contexts. This makes Obliq a versatile choice, capable of meeting the needs of architects and designers seeking simple yet high-performing solutions.







CUSTOMISING FOR SYSTEM HOUSES

AN INTEGRATED APPROACH TO CO-DESIGN
IN PARTNERSHIP WITH OUR CUSTOMERS

by **Fabrizio Galegati**
*Key Account Manager
System House Channel*

Highdea is the exclusive service offered by Giesse, Schlegel, and Reguitti, representing a revolution in the world of system accessories. Not only does this service supply individual products but it also provides an integrated co-design approach that includes customer system analysis support, technical application checks, design,

production, and mechanical testing. The result? Solutions perfectly tailored to the specific needs of each customer and project.

A TRUSTED ADVISOR

Thanks to the vast expertise it has developed over the years, Highdea positions itself as a true “trusted advisor” for its clients. The key account management





approach ensures that every project is closely monitored, with direct involvement from all relevant company functions, from the technical lab to logistics and marketing. This guarantees smooth communication and comprehensive support throughout all development stages, also thanks to extensive technical and commercial coverage across the territory.

TAILORED SOLUTIONS

One of Highdea's main advantages is its ability to customise products based on the specific needs of each project. Whether it is the simple customisation of a logo or a modification of standard components to integrate into the client's system through dedicated customisation, Highdea offers tailored solutions that perfectly meet the technical requirements of customers and their projects.

COLLABORATION AND INNOVATION

Highdea's dedicated team works closely with the client's technical office during co-design activities. This collaborative approach ensures that the developed solutions align with the pro-

ject's needs, using design thinking methods to continually improve the product. Speed and punctuality in responses are guaranteed, allowing quick verification of ideas and implementation of updates.

HIGH-QUALITY AFTER-SALES SUPPORT

Highdea doesn't stop at delivering the product. Qualified and timely after-sales support is a distinguishing feature of the service, especially important for more complex projects. This strengthens customer trust and ensures continuous assistance throughout the entire product lifecycle.

IN-HOUSE LABORATORY AND TEST CENTRES

Highdea's in-house laboratory provides complete support in product design and development, performing certified tests and using advanced techniques such as Finite Element Method (FEM) analysis. The test centres located in Italy, the UK, and Australia offer a wide range of services, including feasibility analysis, element configuration, full frame construction, mechanical testing, and certification according to relevant standards.

THE CUSTOMER'S VISION, OUR EXPERTISE

Highdea's services are designed to create an integrated approach that combines research, development, testing, and certification. In the specialised in-house laboratory, knowledge of certifications specific to various markets is essential, as projects can span from the United States to Australia. Interaction with certification bodies is therefore crucial to ensure compliance with the regulatory requirements of each territory.

Thanks to cutting-edge equipment and a team of experts, we are able to offer comprehensive support to clients in product design and development, as well as in performing certified tests on proprietary systems.

The Highdea team supports clients right from the initial prototyping stages, using advanced techniques like Finite Element Method (FEM) analysis, ensuring that every testing phase follows the strictest standards. This approach guarantees that the performance of the accessory or frame is rigorously and precisely verified.

SERVICES Our Test Centres, located in Italy, the UK, and Australia, offer a wide range of services designed to meet specific needs:

- **FEASIBILITY ANALYSIS** A preliminary study to assess the possibility of achieving the performance and certification goals indicated by the client, using advanced calculation techniques like Finite Element Analysis (FEA).
- **ELEMENT CONFIGURATION** A detailed check of the applicability of proposed solutions and configurations to meet the set objectives.
- **FULL FRAME CONSTRUCTION** Using materials supplied by clients, full frames are built, guaranteed by the precision of state-of-the-art work centres.
- **MECHANICAL TESTING** The main performance tests required by international standards are performed, along with specific internal tests according to project needs.
- **CERTIFICATIONS** Official tests according to CE standards, also in the presence of third-party certifiers, and evaluations to obtain certification through DEF (Declaration of Functional Equivalence) using the FEA method.



BEYOND SERVICE EXPECTATIONS

OUR PILLARS FOR AN INNOVATIVE APPROACH TO TECHNICAL ASSISTANCE

by **Davide Bonazzi**
Technical Support Manager

To ensure recognition of skills and quality, it is essential that customer training is conducted with the utmost care and attention.

The technical assistance service offered by Giesse, Schlegel, and Re-guitti goes far beyond simply resolving issues. It combines technical expertise with communication skills to ensure maximum customer satisfaction at every stage of the relationship. During pre-sales, detailed product information is provided, guiding customers towards informed decisions. After purchase, support continues with quick and precise solutions to any doubts, technical problems, or complaint management issues.

VIDEO INSTRUCTIONS AND “WHERE USED”

With the evolution of the market and technology, the technical offering has expanded to include the production of video instructions, a valuable resource for customers

that helps them better understand how the solutions work and how they are assembled, solve technical issues independently, and highlight the distinctive advantages of the products.

To guide customers in choosing where to use the products, the company offers the “Where Used” web platform or product root-series compatibility tool, a system that identifies and suggests the correct Giesse product selection from all available series produced by different extruders for each specific profile. This essential resource for distributors and window manufacturers simplifies the selection process from a catalogue that can include up to 15,000 items. The information, constantly updated and downloadable in Excel format, is integrated into the Giesse General Catalogue, a compre-

hensive guide that helps customers quickly find the right product.

THE IMPORTANCE OF TRAINING

To ensure recognition of skills and quality, it is essential that customer training is conducted with the utmost care and attention.

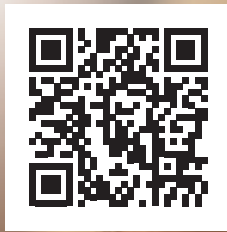
For more complex products, such as those from Giesse, the company offers advanced technical courses in person, structured in a balanced way: 50% of the time is dedicated to theory, with detailed explanations of the technical characteristics, applications, and use of the products, including maintenance and the complete product life cycle. The other 50% is reserved for practical training, during which participants directly carry out assembly, disassembly, and adjustment activities with the hardware.

In addition to technical training, participants can take guided tours of Giesse's production facilities, offering a direct view of the production lines and a full understanding of its internal organisation and working methods, thereby strengthening trust in the company's processes. This approach demonstrates Giesse's operational transparency and efficiency, consolidating strong relationships with established partners in the market.

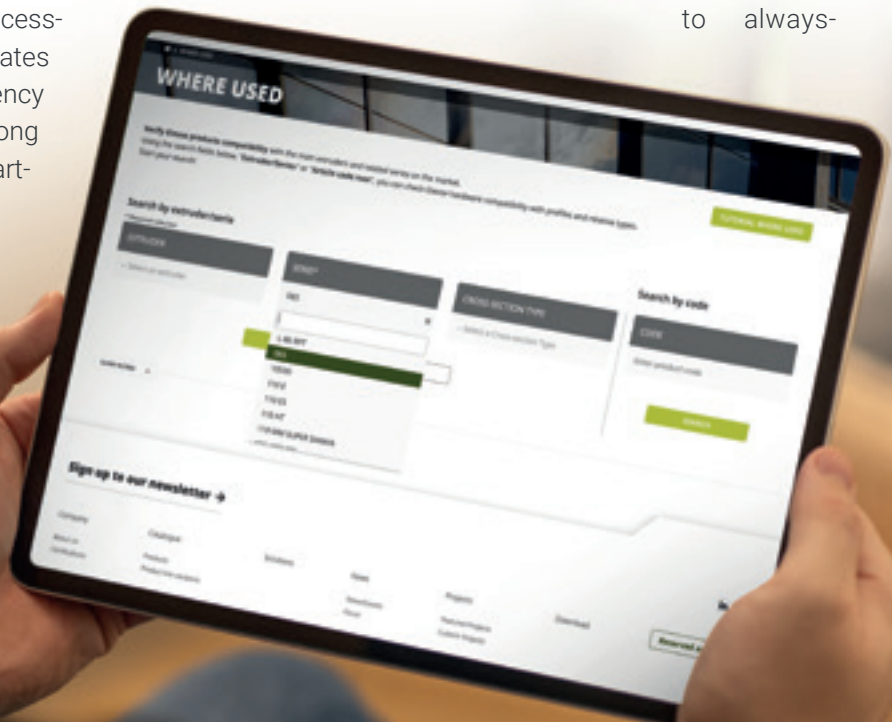
INSTRUCTION SHEETS AND ONLINE DOCUMENTS

When a new Giesse product is launched, the technical office prepares a detailed instruction sheet with guidelines for the correct functioning of the products. The document is then updated as necessary with annotations based on real customer experiences.

The website includes a section dedicated to informational and training materials for the various solutions, which includes user instructions, CAD drawings, technical specifications, complete catalogues, and product performance declarations. These declarations, regulated by specific standards, are produced in close collaboration with the in-house testing and experimentation laboratory, which is responsible for the necessary tests to validate overall product performance. The performance declarations and technical datasheets are updated in real-time: once validated by the laboratory, they are immediately uploaded to the website, ensuring direct access to always-



Visit our website





up-to-date and relevant information. All documentation is available in seven languages, reflecting the company's global market reach and facilitating consultation by an international clientele.

HIGHDEA: CUSTOMISATION AND TECHNICAL VERIFICATION SERVICE

When customers are system houses, large constructors, or façade manufacturers working on specific projects, in addition to providing standard documentation, technical assistance is committed to offering a structured service based on the specific needs of each project. Furthermore, the company offers the opportunity to verify the compatibility of the products in the catalogue with customer profiles or requirements. The CAD drawings are analysed, the performance and characteristics of the frames are assessed, and a list of suitable products is proposed for the work execution, including technical drawings to be integrated into the material that window manufacturers will provide to end customers. This pre-sales support service significantly facilitates the work of window manufacturers

and is highly appreciated in both national and international markets.

The service is completed with 3D simulations of frame opening, which help identify and highlight any issues such as interferences or seal problems. This proves to be a particularly realistic activity and enables significant time savings.

GLOBAL SUPPORT

Giese, Schlegel, and Reguitti have numerous local technical support teams in the various international markets in which they operate, gathering information that is shared and analysed at the central headquarters. This process allows for the creation of a centralised technical assistance database, useful for sharing information and improving the service offered to customers worldwide. Besides being a competitive advantage, this service is an essential element for securing customer loyalty.

Through the combination of technological innovation, attention to detail, and a personalised approach, the company continues to build strong and lasting relationships, cementing its position as a market leader.

STYLE MUST BE FELT, NOT SEEN.



 **GIESSE** _{SINCE 1965} 60

CHIC 200

CONCEALED HARDWARE
FOR TILT AND TURN WINDOW

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*Accelerated ageing test performed according to DIN EN ISO 4892-2 on a selection of Q-LON and other seals on the market.

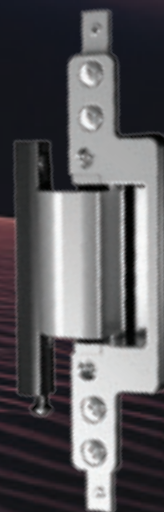
EVERLASTING

Schlegel
SINCE 1885 1410

Q-LON

POLYURETHANE FOAM SEAL

STYLE MUST BE FELT, NOT SEEN.



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CHIC DOOR
ALU 16
CONCEALED HINGE FOR DOOR