

# partner magazin

from heroal  
Issue 5  
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2023

partner magazine

## Insight

Digital solutions for planning

## Perspective

Management outlook 2023

## Foresight

heroal services: Bending and edging

heroal

# Dear Readers,

at a glance



Especially in challenging times, secure and efficient products and processes are gaining in importance: From digital tools for time-saving project planning and heroyal system extensions for simple and fast installation to individual special designs and customized consulting solutions – in this issue of the heroyal partner magazine, we give you an insight into our versatile range of solutions.

These and other future topics in modern construction will also be the focus of heroyal's trade fair appearance at BAU 2023. After the Covid-related restrictions of the last few years, we're particularly looking forward this year to welcoming you in person in hall 1 at stand 310 and presenting our new products to you. We are happy to give you a first taste in advance of what to expect at the trade fair.

Even the little time-outs should not be neglected in your everyday life. On the modern Joylife Boats, equipped with heroyal window and sliding door systems, tenants enjoy an unrestricted view of nature. We take you on a little tour on board.

We hope you enjoy reading the magazine!

**Dr Ramon Knollmann**  
CEO

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CEO

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CEO



## insight

- 04 Product portfolio
- 06 Digital solutions: Planning
- 08 Sun protection in cooperation
- 10 heroyal advises fabricators



## perspective

- 12 Management outlook 2023
- 13 Cradle to Cradle Certified®:  
How can I benefit from this as a customer?
- 14 heroyal at BAU 2023
- 16 Project report: Joylife Boats, Mettlach



## overview

- 18 heroyal News
- 22 heroyal Partner News

at a glance



## foresight

- 24 heroyal services: Bending and edging
- 25 Guide: Know-how!



## retrospective outlook

- 26 2022/23 events  
exhibitions, conferences, and forums

# Current product portfolio.

## Innovations, modifications, discontinued models.

To make sure you're always up to date: In this section we would like to inform you about all the changes in our product portfolio. These include system expansions, modifications, planned discontinuations and other innovations, such as in the area of surfaces.

### Even more comfortable and elegant: heroyal VS Z OR vertical awning

The heroyal VS Z OR zip-guided sun protection system has been optimised: The cover box can be easily installed with the help of slot nuts, even if the eave profile is deflected. Installation is simplified because the guide rail has been decoupled from the motor bearing and roller capsule support. With the help of a drilling template, the motor bearing and roller capsule support can be positioned effortlessly. The end slat, which can be completely retracted into the cover box, ensures an attractive appearance; thanks to the adjustable front panel, the eaves, cover box and end slat have a uniform overall appearance.



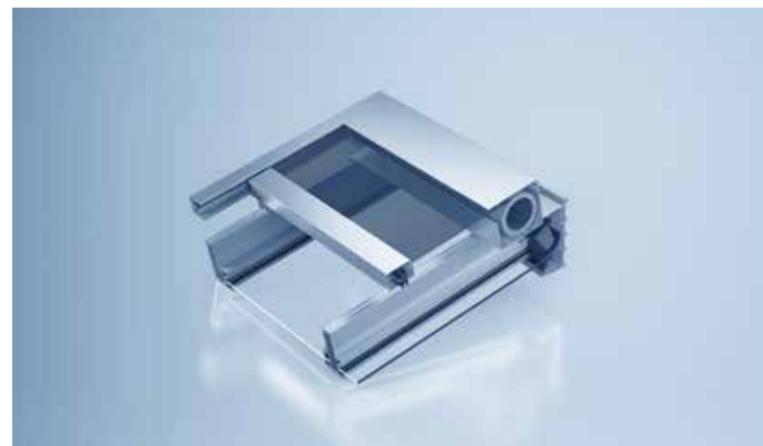
### New optimised design: heroyal GR 25 and heroyal GR 37 FMB type II guide rail

We've redesigned the heroyal GR 25 and heroyal GR 37 FMB type II guide rails. As the powder and layer thickness had too strong an influence on the clip behaviour, a screwed version was developed: This ensures a secure connection from the basic profile to the cover profile. The concealed screw fastening on the window or in the reveal simplifies installation considerably. The cover profile can be removed intuitively by loosening the screws. Anodising of the guide rails is possible without additional variants.



### Renewed and improved: heroyal HS horizontal awning

The new guide rail and crossbar concept of heroyal HS allows the installation of several systems placed side by side on one roof. Installation on "third-party roofs" is also possible. The strengthened end slat profile results in an improved fabric appearance. The upper panel has additional strengthenings to prevent any deflection. For one-piece installations, the maximum element area increases from 15 m<sup>2</sup> to 21 m<sup>2</sup>. Integration of Somfy motors is possible. The new heroyal HS guide rail will be available as part of the heroyal Ready range of finished elements starting in April, and as a system product already in January 2023.



### 20% faster and more efficient: heroyal D 72 PF EM door casement profile

Thanks to its optimised construction, the heroyal D 72 PF EM door casement profile can save production steps and reduce workshop throughput times by up to 20% while using less material. The new insulating spacer geometry enables warp resistance without additional work steps. The reversible infill attachment makes infill installation quicker, easier and safer, as no prior machining of the profile is required for attachment. The casement profile with fixed inner stop does not require a glass strip, which makes processing particularly easy. The corner-vulcanised moulded corners connect the door end seal with the new fitting rebate insulation: This means that conventional sealing wedges do not have to be used. The sash profile behind the backstop eliminates the external shadow gap and there is no need to maintain gap sizes on the exterior. This can also be achieved on the inside by choosing the rebated casement. Thus, heroyal D 72 PF EM features fewer work steps, less material usage and more efficiency.



### Only available until March 2023: heroyal RS 54 roller shutter slat system

The market and its requirements are undergoing constant change: In the field of maxi roller shutter slats, heroyal

will focus on its core products and phase out the heroyal RS 54 roller shutter slat on 03/31/2023. Until then, the product will be available in the usual versions. Various alternatives are available as successors: The heroyal RS 52 is particularly attractive in the new construction segment, but also in the renovation sector, thanks to its very wide colour spectrum and excellent wind load resistance. In addition, the heroyal RS 55 SL allows very large element dimensions to be realised. We thus continue to offer you our usual strong, flexible and diverse system portfolio.

### New lengths available from stock: heroyal FireXtech D 93 FP fire protection system

New lengths, less waste: Previously available in stock lengths of 6.0 m, the heroyal FireXtech D 93 FP sash profiles are now available in lengths of 5.5 and 6.5 m. This significantly reduces waste. The remaining stock of sash profiles in the 6.0 m length can still be ordered. As with heroyal D 82 FP, we also recommend our cutting service for heroyal FireXtech D 93 FP. The adjustment of the profile lengths will be documented in the next edition of the ordering and manufacturing catalogue. The new lengths will be added to LogiKal in the next update. All profiles and lengths can also be found in the heroyal FireXtech D 93 FP system overview in the heroyal Communicator.

### New for easy installation: heroyal WF EM window fitting

New to the heroyal portfolio is the heroyal WF EM window fitting system. Its best feature: It can be installed extremely quickly and easily. There is no need to cut the driving rods to length and punch them; the driving rods come in fixed lengths and are ready for installation. Furthermore, no free punching of the casement key corners is required; all building components can be installed frontally. heroyal WF EM is ideal for upgrading: Only a few additional measures are required for RC 2. The extensive range ensures all common applications: The classic exposed hinge side heroyal WF EM is available in various colours and handles casement weights of up to 130 kg. With the concealed heroyal WF EM swing side, casements weighing up to 180 kg can be installed – for a clear, aesthetic window design. A range of accessories is also available, such as turn limiters and lock monitoring. The first items of the system – listed in the heroyal WF EM ordering and manufacturing catalogue for download in the heroyal Communicator – are already available to order.



# Simpler, more efficient, more secure.

## Digital solutions for planning and quoting.

While digitalisation has become an integral part of everyday life, our digital solutions also offer many

opportunities to make collaboration and processes easier, more efficient and more secure, from order acquisition to planning and quoting to the order process.

Our Digital Roadshow in spring 2021 used an example project from our customer ISO-Fensterbau to clearly demonstrate how all process steps from planning to completion of the building can be mapped digitally – in a process-safe and resource-efficient manner.

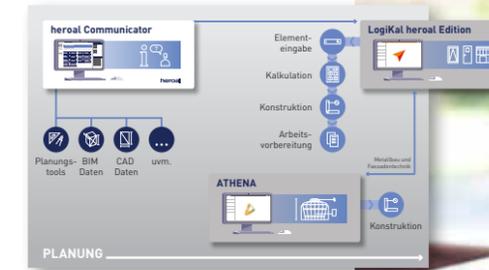
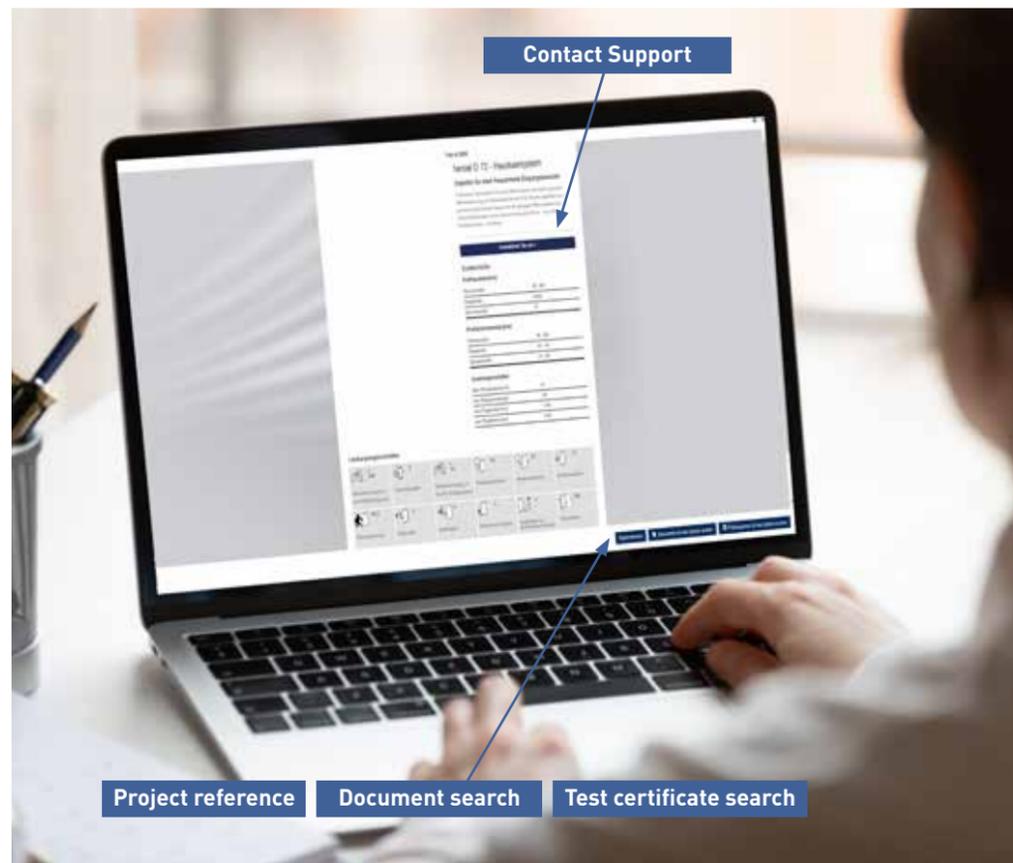
In the meantime, we also offer further functions within this framework: The Athena program offers a complete up-to-date database of heroal CAD data. In addition, the heroal Configurator is used to order system products (see video "Ordering system product items") and to use our powder database (see video "Powder database").

Construction projects are sometimes complex, resource-intensive and subject to high time pressure. Challenges that should already be addressed in the planning phase. Our Project Sales and Service team supports you right from the start.

### 1. Project acquisition

The heroal Project Sales and Service team supports you as early as the order acquisition stage by arranging attractive projects and also offers architects and investors comprehensive advice on all tender requirements. If you have any questions or are interested, please contact us at [objekt@heroal.de](mailto:objekt@heroal.de)

In addition, you will find all planning-relevant information in our heroal Communicator specialist customer portal, always updated and independent of time and location. The "System search" tile provides you with an overview of the dimensions and properties of the corresponding system. In addition, test certificates, documents and object references can be accessed directly via the overview page. If you have any questions, our support team can be contacted by e-mail with a single click.



You can also use the word search on the heroal Communicator homepage to find system and planning manuals for our systems: These provide a detailed list of all technical properties, including surface coating, static values, heat transfer coefficients, test certificates and other certificates.

### 2. Quotation preparation

Preparing a quotation requires configuration, design and costing. Here, too, the effort can be reduced with digital solutions from heroal. In the Communicator, you'll find not only CAD but also BIM data containing the system sections. The search is very simple via the "BIM/CAD data" tile. In addition, the heroal Communicator offers planning tools for calculating sound reduction and U-values, among other things.

You can find all fitting information, including fitting instructions, in the heroal Communicator either via the search bar or via the "Documents" or "Processing instructions" tiles.

Of course, you can also obtain all product data in LogiKal, where the products can also be calculated and configured. A link between LogiKal and the heroal Communicator facilitates access to further digital services such as the search for processing/manufacturing instructions or the configuration and ordering of roller shutters and sun protection. For the best possible support, the current heroal database is also included in Athena. This allows you to solve even complex construction-related issues, such as wall attachments or insulation.

### 3 Implementation planning

The phase of implementation planning requires, among other things, the provision of evidence for the fulfilment of all requirements and constructability of the solutions offered. This can be done reliably on the basis of the planning in LogiKal, Athena and using the information on system and performance features, test certificates and system sections from the Communicator.

### 4. Production planning

You've received the order: Now it's time for production and installation. You'll find all production instructions in the heroal Communicator under the tile "Processing instructions". Planning and maintenance instructions as well as CE markings can also be accessed there. In addition, installation videos are also available for various systems in the heroal media library in the Communicator. The integration of the Communicator into LogiKal also allows processing instructions to be called up directly from LogiKal (see video "Settings in LogiKal").

To sum up, various services and digital solutions are already available today, geared towards providing you with the best possible support from order acquisition to successful project completion. We're already looking forward to working together on the next project and to jointly applying and further improving our range of solutions.



Video  
System  
product order



Video  
Powder  
database



Video  
heroal media  
library

insight

insight

# Sun protection in cooperation.



## The heroyal VS Z textile assembly in top-mounted box systems: an interview with Volker Klocke, Head of Product/Market Management.

**Starting in early 2023, the heroyal VS Z sun protection system can also be used in top-mounted boxes from various manufacturers. Why is textile sun protection currently in such demand?**

With annual growth rates in the double-digit range, textile sun protection has developed very positively in recent years. The heroyal VS Z zip screen system in particular is becoming more and more established on the market compared to external venetian blind and interior sun protection systems from other manufacturers.

This is in no small part due to the enormous advantages of the textile, external sun protection system, such as the optimum glare, privacy, heat and UV protection with optimal use of daylight, the high wind resistance of up to 145 km/h as well as the highest design freedom thanks to the extensive heroyal textile portfolio. Sun protection systems also ensure a pleasant indoor climate, even on hot days, and save on cooling and heating costs, as the amount of heat entering the building can be regulated as required. This is why textile sun protection is also very much in demand in private housing, a market with a lot of potential. Here, top-mounted box systems made of PVC or special insulating material, known as "new building shutter boxes", are often used. Since we already have all the prerequisites on our side with the heroyal VS Z textile group and the finished curtains in the roller shutter sector, a cooperation with manufacturers of these top-mounted box systems was an obvious choice.

**In which top-mounted box systems can heroyal VS Z be integrated in the future?**

The heroyal VS Z sun protection system as a textile assembly is ideal for top-mounted boxes. Our heroyal VS Z textile assembly consists of a finished fabric from the current heroyal collection, a fabric shaft cut to size, an already installed motor from the heroyal range of your choice and a pre-assembled end slat as well as all the necessary accessories. The system comes ready to install and can be put into operation immediately. With special bearing brackets, the finished system can then also be integrated into top-mounted boxes in the future. At the start of marketing, the integration of the heroyal VS Z textile assembly in the Exte Elite XT and in the VEKA Variant 2.0 (PVC and EPS variants) is possible. In the long term, our goal is for our systems to be compatible with all common top-mounted box systems. With VEKA and Exte, we already cover a large part of the market. However, the possibility of further cooperation with other manufacturers is not excluded.

**To what extent do fabricators benefit from the cooperation?**

Fabricators can use the existing Exte Elite XT and VEKA Variant 2.0 box systems (PVC and EPS variants) and the heroyal VS Z textile assembly. Only a small number of new items are required for integration. The shaft bearing is moved forward in the direction of the curtain outlet by means of bearing plates or shells specially designed for the heroyal VS Z sun protection system in order to ensure that the textile screen can run as vertically as possible into the guide rail. The guide rails have been newly developed by VEKA and Exte to ensure that they harmonise with the heroyal VS Z as well as matching the respective guide rail platform of the manufacturers.

At the same time, we have added a new extended tubular motor and an additional end slat stop to our range. The heroyal VS Z textile assembly is manufactured according to the order and is fully assembled for installation. The heroyal VS Z textile assembly can be ordered in advance, allowing for a secure, fast and simple order process. An interface with another trade is not required.

**Which building components does the customer buy from heroyal and which from Exte or VEKA?**

All box components are supplied by Exte or VEKA as usual. The inner workings, i.e. the complete textile assembly including axle, textile, motor, end slat and accessory material, are supplied by heroyal. The customer has the choice of guide rails: PVC guide rails or uncoated aluminium guide rails are ordered from VEKA or Exte. If coated Exte or VEKA aluminium guide rails are required, these can be purchased together with the textile assembly from heroyal. As an alternative, a heroyal GR 37 guide rail can be selected, which is available as a visibly mounted or flush-mounted variant. The aluminium rails are coated with the highly weather-resistant heroyal hwr powder coating and are available in over 500 RAL and DB colour shades, the exclusive Les Couleurs® Le Corbusier and the heroyal SD surface finish. This ensures that the end slat and guide rails always have the same colour shade and surface quality.

**Does heroyal now also offer finished top-mounted box elements?**

No. Our fabricators continue to assemble the boxes. In this respect, it is an advantage that we have a large common customer base with both VEKA and Exte.

**Which drive variants are available?**

We assume that the majority of textile sun protection systems will be equipped with motors. The motor mountings are designed for the motor heads of common manufacturers such as Somfy, elero or Selve – with different mountings for round and star head motors. In addition, there will also be crank-operated and battery-buffered drive solutions in case a secondary escape route is needed.



**Are there other shading systems from heroyal that can be used in the top-mounted boxes?**

In addition to the heroyal VS Z textile assembly, finished roller shutter curtains from heroyal in various versions can also be used in the top-mounted box systems. Our range of heroyal finished curtains includes different rod and end slat variants in a wide range of colours. The use of heroyal finished curtains in top-mounted boxes is already possible and will be further expanded in the coming years.

**What is the ordering process for heroyal VS Z textile assemblies or heroyal finished hangings for top-mounted box systems?**

The easiest and quickest way is to order online using the heroyal Configurator. After entering the relevant order details such as box type, element dimensions, colour and drive type, the parts lists and cutting lengths for use of the assembly in the various top-mounted box systems are determined. Quotations can be generated directly from the heroyal Configurator. They are automatically provided with your own company data if desired and can be supplemented with free items (e.g. assembly costs) if required. This makes order entry and the entire ordering process quick and easy, as orders can be placed directly online. The heroyal Configurator can be called up at any time, even when on the move, via the heroyal Communicator.

# Jointly utilising optimisation potential.

## Tailor-made consulting solutions for fabricators.

heroal's main concern is to meet the requirements, needs

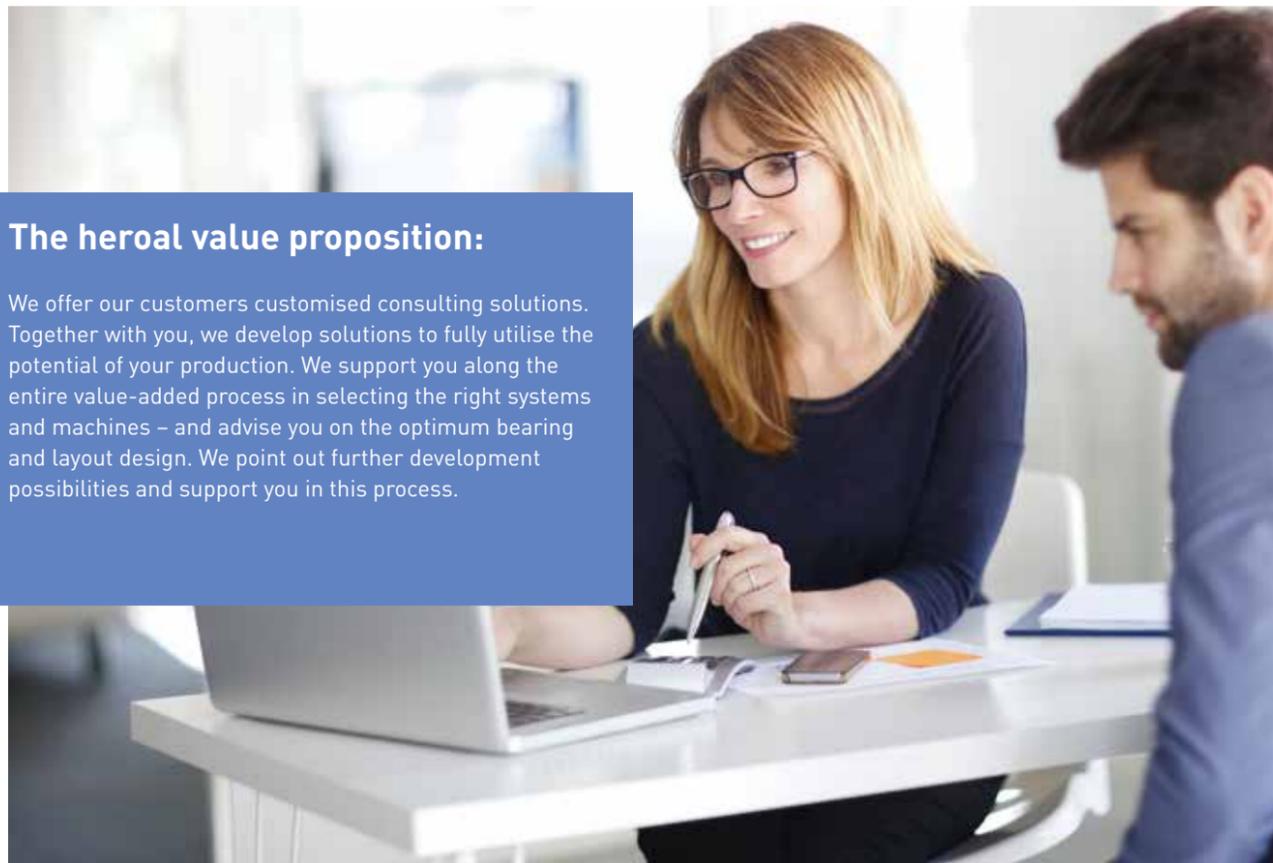
and wishes of our partners. Because of this, we are constantly working on supporting them with all our know-how and taking them further. Our latest project in this area is a new consulting service for the areas of the order process, manufacturing and logistics with the aim of identifying joint optimisation potential and developing and implementing customised solutions based on this. To this end, the actual state of the entire value-added

process from ordering to installation in the construction project is recorded, examined and optimised. With this in mind, we have formulated a value proposition.

At the start of our consulting programme, we are concentrating on the heroal D 72 commercial door system; the next step will be to add the heroal W 72 window system solution. Our consulting services will also be expanded in the future, including the offers "Creation of factory layouts", "Digital factory via VR / Factory of the Future" and "5S method".

### The heroal value proposition:

We offer our customers customised consulting solutions. Together with you, we develop solutions to fully utilise the potential of your production. We support you along the entire value-added process in selecting the right systems and machines – and advise you on the optimum bearing and layout design. We point out further development possibilities and support you in this process.



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# heroal in 2023 – Management outlook

Dr Max Schöne  
Dr Ramon Knollmann  
Jürgen Peitz



## Ongoing challenges and new opportunities

The past few years have been marked by several overlapping crises, both in the construction sector and in the global economy as a whole: Covid-19, disrupted supply chains, shortages in skilled employees, price increases in commodity and energy markets – all this exacerbated by the Russia-

Ukraine war, inflation, rising interest rates and a clouded, uncertain investment climate that has already hit the construction sector particularly hard in certain areas. While we can expect this challenging environment to continue to leave its mark in 2023 and the general uncertainty about economic development to persist, positive signals are also emerging as of late. For example, the ifo Business Climate Index recovered slightly in November and December 2022, the acute energy crisis seems to have been overcome and the inflation outlook, which will determine the future interest rate policy and thus construction financing, is also taking a more positive turn.

Moreover, important longer-term positive factors continue to play a role. For example, many places in Europe continue to experience a housing shortage, and the achievement of climate targets requires not only the energy-efficient renovation of existing buildings, but also the construction of sustainable, energy-efficient new buildings in residential and non-residential construction. To what extent further promotional measures will be taken in 2023 and will be able to make a positive contribution to the construction industry remains to be seen.

## Strengthening the joint market position

To strengthen our joint market position, despite the aforementioned challenges, and to expand it successfully in 2023, we offer answers to current trends and market developments with our product and service portfolio. For example, we are already supporting our partners in the process of order acquisition with our extensive and growing partner marketing offer (heroal partner+) as well as through our Project Sales and Service team, which provides comprehensive support both in the acquisition of projects as well as in planning and preparing quotations

(see page 6). With the Cradle to Cradle Certified® range of heroal system solutions, we meet all requirements for sustainable buildings and corresponding certifications such as LEED, DGNB and BREEAM\*, both in the area of renovation and new construction. For example, with the passive house-certified heroal W 77 PH window system in conjunction with the heroal VS Z textile sun protection system, we offer an overall solution that is optimally coordinated in terms of construction and appearance to provide the highest level of protection against cold and heat (see also page 13).

We are pursuing a number of lines of attack so as to support our partners in their competitiveness and in dealing with the ongoing shortage of skilled workers. On the one hand, we're focusing on maximum processing efficiency and time savings in the installation of our system solutions. For example, throughput times in the workshop can be reduced by up to 20% with the heroal D 72 PF EM front door system. The new heroal WF EM window fitting is also designed for maximum processing efficiency. With our new consulting service for fabricators in the areas of the order process, manufacturing and logistics, we work together with our partners to develop customised solutions for production and process optimisation. For this, we offer a comprehensive range of digital solutions that cover all work steps from order acquisition to successful processing. Last but not least, we also support fabricators in recruiting and qualifying skilled workers with the heroal Employer Branding offer and through heroal Academy, which has recently started offering training to non-industry participants and career changers to become heroal-certified specialists in a variety of product areas.

## Visit us at BAU 2023

While the overall economic development in 2023 is still difficult to predict, we're nonetheless convinced that we can offer you a suitable solution for many of the current market developments, opportunities and challenges with our range of products and services, so we're looking forward to the coming year 2023 with an overall sense of confidence. We're particularly looking forward to presenting these and other innovations from heroal to you in face-to-face conversations at BAU 2023 and to a good and continued successful collaboration in 2023.

\* Please find explanations on page 13.

# Sustainability as an opportunity.



## How you can benefit from our Cradle to Cradle Certified® products and processes.

Sustainability, environmental and climate protection: These topics rightly have a high priority, as they will ultimately determine the future of our planet. Because of this, building projects are also being increasingly and more rigorously tested for their sustainability. The certification of buildings is a globally established instrument for evaluating and promoting sustainable construction. Sustainable building materials, which are likewise certified, create the prerequisites for this.

“Cradle to Cradle Certified®” is an internationally recognised certification of the use of environmentally safe, healthy and recyclable materials in products. Cradle to Cradle Certified® also assesses sustainable manufacturing processes and companies' compliance with social standards. In the last issue of the partner magazine, we already presented numerous heroal products and processes that have been awarded Cradle to Cradle Certified®.

This offers you essential advantages: With recyclable products, you can make an important contribution to sustainability and actively utilise this in your customer approach. Cradle to Cradle Certified® heroal products

enable you to participate in tenders subject to the building certification systems LEED (Leadership in Energy and Environmental Design), WELL Building Standard and Green Start. And your chances of being positively assessed by product certification also increase with the DGNB (German Sustainable Building Council) and BREEAM (Building Research Establishment Environmental Assessment Method). This means that heroal products cover the most important certification systems in Europe.

By choosing heroal, you as a partner can be sure of using products manufactured with environmentally safe, healthy and recyclable materials. heroal uses only renewable energies in production, giving you optimal chances for tenders requiring the use of environmentally certified building materials. We also provide you with text and image material to communicate this on your website.

**Stephanie.Oschlies@heroal.de** is looking forward to receiving your e-mail.



You'll find all Cradle to Cradle Certified® heroal products, systems and processes here.

# heroal at BAU 2023.

## Forward-looking system solutions for the building shell.

At the world's leading trade fair for architecture, materials and systems, heroal presents forward-looking new developments and high-performance services for residential and commercial construction. Focusing on six central future topics of modern building, heroal's solutions demonstrate how to combine architectural design freedom with maximum functionality and processing efficiency – and underline its position as the industry leader.

### Efficiency & economy

Efficiency is the focus for fabricators. That's why heroal has expanded its portfolio to include solutions that are particularly quick and easy to process, such as the new heroal WF EM hardware system, the heroal VS Z EM clamp-on sun protection system and the heroal D 72 PF EM door casement profile. As further highlights, heroal will be showcasing new business fields for fabricators in the roller shutter and sun protection sector as well as the heroal Ready range with its high level of prefabrication. Also in focus are the digital planning and production of heroal system solutions, which contribute to greater resource efficiency and process reliability. The new service offers from heroal, which will be presented for the first time at BAU, will give fabricators new ideas for optimising production and processes.

### Connectivity & comfort

To make tomorrow's working and living spaces comfortable, accessible and intelligent, system solutions from heroal can be flexibly integrated into building automation systems. For example, the retrofitable heroal Connect RS Wi-Fi module enables convenient, location-independent control of electric roller shutters and sun protection products via app or voice assistant. In commercial buildings, the motorised heroal W 72 VF ventilation flap enables controlled, natural ventilation concepts. In barrier-free residential and commercial construction, the heroal S 77 SL sliding door system sets the tone in sophisticated interior design. Maximum ease of use is offered by the combination with the integrated heroal SF Drive drive system for convenient and virtually silent operation at the touch of a button or smartphone.



### Design

In addition to the architectural design, the colour design of buildings is also playing an increasingly important role. heroal opens up countless design possibilities with its industry-leading colour and design selection of more than 500 RAL and DB colours in various gloss levels, surface looks in wood, concrete or rust (heroal SD) as well as the exclusive Les Couleurs® Le Corbusier colour shades. The highly aesthetic, perfectly coordinated heroal systems enable a wide range of combinations for building shells as if from a single mould: For commercial buildings, heroal will be presenting, among other things,

BAU 2023  
17–22 April  
Messe München  
Stand 310 in hall B1



heroal trade fair stand at BAU 2019

the heroal C 50 curtain wall system in combination with the heroal D 72 commercial door, the heroal W 77 i block window and heroal VS Z partially integrated sun protection. heroal S 77 SL, realised as a generous lifting-sliding element with an opening casement corner, together with the heroal VS Z corner solution, an innovative zip-screen system for corner areas, will be a special eye-catcher.

### Safety

For the implementation of a second escape route, heroal presents a battery-backed emergency power control system that allows roller shutters and sun protection to be opened even in the event of a power failure. The modular heroal FireXtech D 93 FP fire door system combines time-saving connections with maximum fire resistance. The most stringent requirements for burglary protection are also met by the heroal roller shutter

systems made of aluminium and stainless steel. In combination with heroal windows, they offer maximum reliability and security up to resistance class RC 4.

### Sustainability

With responsible thinking and action, heroal is committed to a sustainable future worth living. The Cradle to Cradle Certified® product certification for heroal window, door and curtain wall systems demonstrably enables the sustainable design of buildings. At BAU, heroal will also be focusing on the connection between sustainability and healthy living, with aspects such as heat insulation, ventilation and use of daylight.

### Services

heroal partners receive extensive support throughout the entire building process. Visitors to the stand will be able to experience the whole world of heroal service live – from the development of individual marketing activities in the heroal Partner+ programme to planning and quotation preparation with the heroal Configurator, digital ordering options, the range of further training offered by heroal Academy and the comprehensive construction planning support for architects.



# Comfort holidays with a special view.

## heroyal window and sliding door systems for modern houseboats.

Joylife Boats combine the advantages of a stationary holiday home with a relaxing getaway on the water. For rental in Mettlach, six of these houseboats were fitted with large-format window and sliding door elements from heroyal – for maximum transparency and panoramic views. The heroyal W 72 window system and heroyal S 42 sliding door system were used.

The captain waves goodbye and steers the houseboat upstream along the Saar. The boat glides almost silently through the water. While the rest of the family stands at the railing and enjoys the scenic view, the photovoltaic system on the roof supplies 230 volts of electricity for the domestic technology in the houseboat. These “recreational captains” don’t need a boating licence. In the headwaters of the Mettlach lock, they’ve rented one of the six Joylife Boats currently available to experience the Saar from the water.

The new, environmentally friendly boats offer not only nature-oriented recreation but also high-quality equipment and space for up to six people on a total of 54 m<sup>2</sup>. Among other things, the houseboats have a sleeping suite with a panoramic view, an 18 m<sup>2</sup> sun deck on the upper deck, a modern combined kitchen/living room including a washer-dryer, an on-board sewage treatment plant, stand-up paddleboards and their own e-scooters to explore the surroundings on land as well.

**Light-flooded cabin with heroyal window systems**  
Whoever thinks of a cabin – the living, sleeping and lounge areas of a ship – usually imagines narrow, dark rooms with small porthole windows that only allow a minimal glimmer of light to fall into the interior of the ship. The state-of-the-art Joylife Boats are quite different: They’re designed like tiny houses on the water with the most generously proportioned glass surfaces



possible to provide the rooms with plenty of daylight. In addition, this gives the tenants the opportunity to see the surroundings at any time, even if it’s storming or raining outside.

The floor-to-ceiling aluminium windows from heroyal, which are arranged on both sides of the ship, extend across the entire dining area and provide a view of the water and the shore landscapes from every seating position. The narrow frame profiles of the heroyal W 72 window system ensure maximum transparency.

The sleeping suite is located towards the stern of the ship on the upper level and is accessible via a solid wooden staircase. The heroyal windows are the highlight of the sleeping area. They are arranged over the entire wall surface on all three sides and provide a unique all-round view. While the glass to the sides is fixed in the frame profiles, the middle window, also from the heroyal W 72 window system, is designed as a hopper window so that it can be opened a crack inwards for ventilation from above without the casement impacting or taking up too much space. For more privacy, curtains are available that can be closed.

SBS Andernach GmbH specialises in sophisticated boat building and is responsible for the development, production and maintenance of the Joylife Boats. “We attached a lot of importance to generously sized glass surfaces and high-quality materials, so only aluminium windows came into question for us. With heroyal, we have found a partner who offers us optimal solutions that are tailored exactly to us,” explains Alex Friesen, Managing Director of SBS Andernach GmbH.

**heroyal sliding door system fits in perfectly**  
A sliding door next to the steering wheel provides access to the roofed outdoor terrace of the houseboat. On the one hand, the sliding element must not block the captain’s view during the journey and, on the other hand, the houseboat must be lockable when the tenants are on dry land. Thanks to its sophisticated construction, the filigree heroyal S 42 sliding door system meets these requirements and also stands out for its sustainability and economy.

As the houseboats can only be rented from April to November, the heroyal S 42 sliding door system is ideal for areas that do not require any special heat insulation and where no large differences in temperature between inside and outside are to be expected. heroyal sliding systems made of recycled aluminium are extremely durable and are also Cradle to Cradle Certified® (silver). This internationally recognised certification indicates the use of environmentally safe, healthy and recyclable materials. “We were particularly impressed by the sliding door from heroyal,” says Alex Friesen.



“The filigree profiles leave the view unobstructed, the sliding door blends in perfectly with the overall view and it always opens and closes smoothly and runs quietly in its track, even during intensive use. Thanks to the second sliding door at the rear, tenants can conveniently choose which way they want to go.”

### Highly weather-resistant coating for demanding ranges of application

Houseboats are exposed to special weather conditions on the water – they withstand strong solar radiation, rain and storms in equal measure. That’s why high-quality materials are just as important as a durable coating for the building components. Leading the market in quality, the highly weather-resistant heroyal hwr powder coating gives the aluminium building components long-lasting colour stability, gloss retention and weather resistance. Even with a high UV-impact, the coating remains colourfast for decades. Thanks to its in-house coating facilities, heroyal not only supplies all profile systems from a single source, but also in perfectly coordinated surfaces and colours. This also creates a harmonious appearance for the houseboat and makes the window and sliding door systems look as if they have been cast from a single mould.

For the colour coating, SBS Andernach GmbH was able to choose between over 500 RAL, DB and VEKA colour shades, the exclusive Les Couleurs® Le Corbusier and the innovative heroyal SD surface finish. “The aluminium solutions from heroyal are optimally matched to the needs of houseboat captains in terms of colour as well as size and function. We’re extremely satisfied and would also equip other Joylife electric houseboats with the heroyal systems at any time,” says Alex Friesen, summing up the cooperation with heroyal.



Website project report



**Project:**  
Joylife Boats houseboat

**Development/manufacture of the houseboats:**  
SBS Andernach GmbH

**Operator:**  
Delphin Tec  
Schiffstechnik GmbH

**Completion:**  
2021/2022

**heroyal aluminium systems used:**  
heroyal W 72 window system  
heroyal S 42 sliding door system

**Location:**  
Mettlach, Germany

# heroal News.



## heroal Academy: Now even more flexible and individual.

With the new heroal Academy training programme, we're even more accommodating to our partners in 2023. Geographically: with individual training courses at your location. Time-wise: with more flexible scheduling without long-term advance planning. And personally: with topics and seminar content individually tailored to your requirements.

We're tackling the shortage of skilled employees with our heroal certification offensive: Starting in 2023, we'll be offering training to become a skilled heroal-certified employee for untrained staff and career changers as well as for trainees and new employees. You can choose between the directions "Window & door production, Window & door installation, Sun protection production & installation". In addition, we'll be further expanding our online training programme and are planning additions in the areas of sales and marketing, among others.

The new e-learning offer of heroal Academy in cooperation with Zillmer-Seminare is now available: We'll get you up to speed on building law topics regardless of time and location. You can start at any time via our online booking portal. You can book the following e-learning courses:

- Price increases, supply bottlenecks, material shortages
- VOB/B and construction contract law
- VOB/B and construction contract law, incl. online appointments to clarify all questions

**We look forward to your participation!**

heroal  
Connect RS



## heroal Connect RS: Smart roller shutter control for retrofitting.

"Alexa, close the roller shutter." This is a sentence you'll be hearing more and more often. Thanks to heroal Connect RS: The smart roller shutter control is the next step in the direction of an intelligent and connected home. It can be activated not only via said voice assistant, but also using the free heroal Connect app. In short: opening and closing roller shutters has never been easier.

In the cold winter months, it's also extremely important to keep roller shutters closed during the night due to rising heating costs: This significantly reduces heat loss through windows, and thus energy costs as well – up to 40%. The heroal Connect RS module makes a valuable contribution to this. Just set the timer, and all shutters can be closed automatically, even when you're not at home.

Since heroal Connect uses Wi-Fi as the communication standard, no additional gateways or smart home centres are necessary – your own Wi-Fi router at home is all you need. Plug and Play: This saves a lot of time, effort and costs. Easy to retrofit, heroal Connect is also ideal for renovations. You can order the smart Connect RS shutter control module directly from heroal under item number 5600 00 00; alternatively, it is also available from Sonepar.



Order directly  
**Amazon**



The Technology Network:  
Intelligent Technical Systems OstWestfalenLippe

**it's owl**

## heroal and Fraunhofer IEM: From cooperation to partnership.

The Fraunhofer Institute for Mechatronic Systems Design (IEM) in East Westphalia is the first choice when it comes to the products and engineering of the future. So it's no wonder that heroal and the Institute have already been cooperating for over five years for the practical transfer of knowledge in the areas of innovation management and control engineering. Topics of the various projects have included Makeathons, prototyping including associated validation with potential customers, long-term load tests of heroal systems and cross-industry roundtables.

Since 2021, these joint activities have been reinforced by two transfer projects funded by the it's OWL technology network. The motivation for project one was to expand our product portfolio with new, digitally networked solutions. To ensure that the innovations would also be accepted by the market, validation experiments were carried out in advance: This involves making an innovation available to potential customers at an early stage and taking their feedback into account in the development. Thus, in the first funded transfer pilot "Inventor", a systematic process for early validation was defined and run through several times on the basis of a concrete product idea.

Thanks to the successful project implementation, heroal and the Fraunhofer IEM managed to convince it's OWL again in the frame of another funding application. In the new, second transfer pilot, the partners are dealing intensively with the topic of platforms. The one-year transfer pilot starts in December. The outlined development alone confirms the successful cooperation between the two partners and gives an outlook for a long-term and sustainable partnership. Laban Asmar, group leader of innovation management at Fraunhofer IEM, is confident: "Our cooperation thus far has shown that the effective transfer of knowledge into practice can function successfully in many different ways. Through various project and funding formats, we've been able to support heroal in many ways. The results and feedback speak for themselves."

## One system, one colour: Thanks to heroal contract coating.

It's good to have an in-house coating plant. Not only because heroal can ensure exact colour shades and colour uniformity of all products. But also because we can also provide you with a coating for all system-relevant third-party items! For example, a wide range of accessories, such as profiles, angles, bends and aluminium panels, including those from other manufacturers, are regularly coated in our coating plant. As with our own products, the entire heroal colour spectrum is also available to you. This guarantees colour matching with existing and painted units. To make use of this service, please use our order form – and register the parts to be coated in advance with the person responsible in order management for the purpose of planning. This person will also be available at any time to answer any further questions you may have about the process.

# heroal News.



## As real as possible: The new heroal front door configurator.

Imagination is good, a realistic depiction is better. This was the focus during the development of the new heroal front door configurator. This allows users to see their configuration directly using an example project and to switch between interior and exterior views to get a better feel for the design. It's also possible to upload an individual background or building. In addition, a 3D view is also offered. The absolute highlight, however, is the "Augmented Reality" function: this allows you to insert the configured front door into the real environment using a smartphone camera!

The configurator also offers a wide range of functions for visualising the door itself. You have the option here to individually design the construction forms and dimensions of the door. In addition, we offer a large selection of door infill panels from established manufacturers (Adeco, DPI and Obuk), in various designs between modern, classic and country house style. You can personalise the configurator according to your actual offer.

In addition, supplementary components such as handles, glazing or lighting can also be selected. The complete heroal colour palette offers additional design freedom. All configurations can be easily printed and/or saved. An ID is assigned which can be used to call up the configuration at any time – perfect also for quickly preparing a quotation. Practical for you: Since the configuration is created taking into account all measurements and details, sample corners can also be created at the touch of a button. Are you interested in integrating the configurator into your website or exhibition?

**Stephanie.Oschlies@heroal.de** is looking forward to your e-mail.



heroal  
Front door configurator

Available  
summer 2023

Available  
mid-2023

## From end customer to specialist partner: With the new heroal configurators for roller shutters and sun protection.

The new heroal roller shutter and sun protection configurators are a practical tool not only for you, but also for your customers. This allows private building owners to configure and visualise their building elements themselves directly via the heroal website. The good part for you is that we refer all interested parties online to our specialist partners who have the corresponding roller shutter or sun protection elements in their range.

At the same time, you can also integrate the new heroal configurators on your website or in your showroom (expected to be available in mid-2023) – as optimal support for your sales talks. Based on the heroal systems for roller shutters and sun protection, the individual building elements can be configured taking into account individual measurements and design aspects. Aluminium profiles and textiles can be coloured according to your own wishes.

And, similar to the heroal configurator for terrace roofs: With the configuration ID of the prospective customer, you can detail the planning of the roller shutter or sun protection system in the heroal configurator via the heroal Communicator, create a quotation and order directly from us – all without having to enter the details again. Are you interested in integrating the configurator into your website or exhibition?

**Stephanie.Oschlies@heroal.de** is looking forward to your e-mail.

## Currently being implemented: The new media centre in the heroal Communicator.

Do you need technical or advertising renderings? Are you looking for a specific brochure or video? No problem at all with the new media centre in the heroal Communicator, currently under development by the project team. This offers a quick and convenient way to find the medium you are looking for. The search can be carried out according to the application as well as the product: It's possible to enter general areas of application such as "fire protection" or "commercial construction" and system properties such as "highly insulated" or "passive house certified", etc. The search results are then filtered accordingly. If you already have a particular heroal product in mind, all the better: This way, the results will lead you directly to the corresponding products or systems.

Another useful function of the new media centre is the option to create your own collections, sorted by topic, from your favourites. You can also share these with your colleagues or customers via a link.

## New: Enter and order heroal system products digitally.

Less paper, more efficiency: heroal system products can now also be recorded and ordered online – initially only full sales units, later in more detail as well. The new function can be accessed directly in the heroal Communicator via the "Enter system items" tile. When ordering, the entire heroal powder database can also be accessed.

If the item numbers are not known, the search function can be used. After the items have been compiled in the shopping basket, they are entered in a new item, but can be changed at any time using the "Edit" function. Several combinations can be added, all of which can be named individually. The shopping basket can contain system products and finished items and can be transferred directly as an order. All order information can also be downloaded as a PDF.

## More functional, more convenient, more effective: these are the innovations offered by the heroal Configurator.

The following innovations and functions have been implemented with the heroal Configurator release 06/07 2022:

- Several items can now be added to the favourites at the same time by marking the desired items in the shopping basket.
- The finished element parts list can now also be broken down into system products.
- Items from completed and current projects or offers can be taken over from the parts list of a finished element as replacement items.
- An alternative item can be entered for each finished element item in the shopping basket.
- Items in the shopping basket and items in the catalogue can be compared with each other.
- The system product order function has been improved.

### New videos on functions in the heroal Configurator:



Video  
Homepage and  
main menu



Video  
Powder database



Video  
heroal Ready  
Order products



Video  
Order system  
products



Video  
cart



Video  
Create offers for  
customers

overview

overview

# heroal Partner News.

We are also glad to publish your news on events or new products that could interest the heroal network. To do so, simply write us an e-mail at [marketing@heroal.de](mailto:marketing@heroal.de)



## Specht Sonnenschutztechnik: Successful with heroal Ready VS Z.

Professionals in sun protection for around 50 years: Specht Sonnenschutztechnik from Steinhagen in Westphalia is active throughout the German-speaking region and primarily equips properties in the contract sector with high-quality, movable sun protection. The company, which has been family-run since its foundation, enjoys working with metal construction companies and is known for its very detailed elaboration of the respective projects. The partnership with heroal is based primarily on our textile sun protection prefabricated element heroal Ready VS Z and was intensified in 2022 with the updated heroal Ready range. We value the Specht company as a reliable partner offering the highest levels of professionalism and precision in all project phases – and we look forward to our continued collaboration.



## Grünbeck brings heroal to denkmal.

“denkmal” in Leipzig is the leading European trade fair for the preservation, restoration and renovation of historical buildings. One of the exhibitors in November 2022 was the window and door manufacturer Grünbeck GmbH. The Plauen-based specialist for restoration and fire protection presented heroal products in addition to its own timber windows and doors. The highlight of Grünbeck’s portfolio proved to be the heroal FireXtech D 93 FP fire protection system. Another focus was on the heroal colours and surfaces – and their many variations such as fine structure, hwr and surface design (heroal SD) coating. Various colour samples clearly demonstrated the diverse application possibilities.



## Baier & heroal: 40 years of partnership.

For almost 50 years, the Baier company has specialised in light metal construction – 40 years of these in close partnership with heroal! The family-run company from Renchen-Ulm in the Ortenau district processes almost the entire heroal window door curtain wall range, including heroal W/D 72, heroal C 50, heroal S 77 and the cold systems. In addition, many special elements are also manufactured, such as vertical sliding sashes, horizontal sliding windows, roof window roller shutters and sliding and folding sliding shutters including motors. Reinforced by branches in Klipphausen-Röhrsdorf (since 1992) and Opole/Poland (since 2011), the family business stands out not only for its top products, but also for its commitment, reliability and trustworthiness. Strengths that heroal has also come to know and appreciate in the course of their long partnership. We look forward to the next 40 years!



## 75 years of Timmerman: heroal extends its heartfelt congratulations!

We’ve just celebrated our 50-year partnership, and now the Belgian company Timmerman is celebrating its 75th anniversary! A truly proud age, which shows that the family-owned company from Maldegem is a true pioneer in terms of window, door and curtain wall technology. During the four-day celebrations in September 2022, architects and business partners like heroal were especially invited. Tours of the production facilities provided a tangible demonstration of their innovative plastic and aluminium production. Ceremonial speeches commemorated the company’s history and long-standing partnerships, and one could clearly perceive the often close bonds between the hosts and the guests. The highlight for many guests was a specially organised classic car meeting, in which around 150 vehicle owners took part with their treasured items. Incidentally, Timmerman donated all its anniversary gifts to a charitable cause, the Medic 1 Air Ambulance in Bruges. We once again extend our heartfelt congratulations and our thanks for the invitation, the wonderful celebration and the always successful cooperation. Here’s to many more years together!



## VEKA Inside: Show home with heroal sun protection.

VEKA Group is the world market leader in the field of plastic profile systems for windows and doors. The diverse product range of VEKA can be experienced in the VEKA Inside mobile home at the company headquarters in Sendenhorst. This show home features numerous products and brands of the VEKA Group are installed in an indoor area of approx. 75 m² and an outdoor area of approx. 35 m². Ideal company for heroal: Our sun protection systems and shading solutions clearly demonstrate how to provide summer thermal insulation in your home.



Website  
VEKAInside

overview

overview

# Everything is possible.

## Individual design options through profile bending and sheet metal processing at heroyal.

The world is made of more than just right angles. In architecture, too, shapes that step "out of line" are more in demand than ever. Whether it's classic round arches or progressive edges beyond 90 degrees: the exclusive heroyal profile bending and sheet metal processing service makes even unusual architectural designs a reality.

This in-house service is unique in the industry. It creates shaped elements from window and door profiles for inside and outside as well as curtain wall constructions. The process for this was developed at heroyal and thus provides our customers with the perfect curve.

The heroyal profile bending and edging service works with first-class materials and state-of-the-art technologies. This enables you as a fabricator to react quickly, reliably and in the best quality to additional construction and design requests from your clients. And all this comes with a large selection of coated surfaces. The usual high heroyal coating quality is retained 100%.

What individual wishes would you like to realise in your project together with the architect and client? According to individual requirements, the heroyal bending and edging team implements complex forming tasks such as round, segmental and basket arches or circular units as well as accuracy of fit, reproducible edging and laser cutting in the highest quality and shortest time.

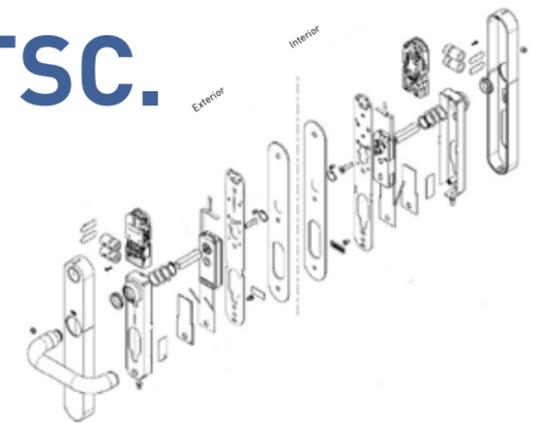
In addition, you have the option of ordering prefabricated window, door or curtain wall elements (depending on the size or geometry of the curtain wall profiles) with the special shapes – another advantage for our partners to manufacture particularly efficiently and economically.

It's also good to know that, like all heroyal products, custom-made products also benefit from our high standards of quality testing and assurance: In the heroyal test centre, they are subjected to the most rigorous tests in simulations using a certified air-water-wind test rig. This means additional peace of mind for you that the systems can withstand even extreme stresses.



Interested in the heroyal profile bending and sheet metal processing service? You can find more information here.

# Know-how: with the heroyal TSC.



## Mechatronic door fittings on heroyal fire doors.

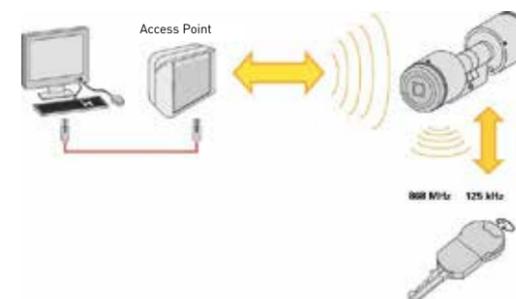
Mechatronics, i.e. the synergetic interaction of mechanics and electronics, is also used in the door fittings of heroyal fire doors. The connection of mechanical security elements and electronic building components allows you, for example, to regulate access control. The possibilities have developed considerably in recent years. In existing buildings in particular, it has become easier to implement a change of use without extensive wiring through the use of mechatronic fittings.

The opening and closing of fire doors is controlled by an electronic release authorisation. The release can be effected by means of proof of authorisation such as a card or a biometric code. The mechatronic door fittings included in the standard can be combined with locks according to EN 12209, EN 14846 or EN 15685. They can also be part of an emergency device according to EN 179, EN 125 or EN 3637.

As a rule, mechatronic access control units are battery-operated and do not require conventional wiring. However, from the point of view of fire protection, standard or rechargeable batteries have a negative impact on the protective properties of the doors should they catch fire or explode. Due to the significant growth in the field of mechatronic locking technology, the German Institute for Building Technology ("Deutsches Institut für Bautechnik", DIBT) considers it necessary to

regulate the use of these fittings. Accordingly, only mechatronic fittings that are listed with their own approval on [www.dibt.de](http://www.dibt.de) are in conformity with the approval. These can be approved for the systems after testing or with evidence.

In response, heroyal has checked the fittings that conform to the approval for use in our systems D 82 FP with the approval number Z-6.20-1920 and D 93 FP Z-6.20-2555. We have forwarded the fittings in question to the DIBT for approval. In future, these will be listed with the approvals in a separate accessories list. Please ensure that only building components that conform to the approval requirements are used on heroyal fire doors. Talk to planners and architects in advance if building components that are not listed are put out to tender. In the existing approval extensions for heroyal fire protection systems, you'll find the approved mechatronic hardware systems in the new Appendix 4 to the approval.



Thomas Hünemeier,  
Head of the Technical  
Support Centre (TSC)

# Retrospective

heroal



## heroal showroom opening 03 – 04 May 2022, Verl

The grand opening of the new, enlarged and modernised heroal showroom took place at the company's headquarters in Verl. heroal celebrated with partner companies from Germany, Austria, Switzerland and the Netherlands.



## Archipoint River Cruise 16 September 2022, Frankfurt 19 September 2022, Düsseldorf 20 September 2022, Cologne

Architects on board: For the first time, heroal took part in the "floating architects fair", where exhibitors and architects met on board a cruise ship.



## Batimat 03 – 06 October 2022, Paris, France

After a break due to the pandemic, the international trade fair for the construction industry was finally held again. On its 99 m<sup>2</sup> stand, heroal presented aluminium systems for windows, doors, sliding doors and curtain walls as well as roller shutter and sun protection solutions.



## Sun Shading Expo North America 12 – 14 October 2022, Charlotte, North Carolina, USA

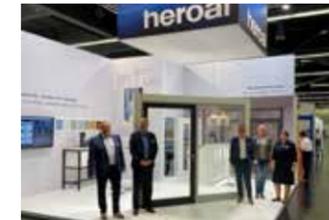
The trade fair for sun protection, combined with the IFAI Expo, provided an ideal forum for heroal and its high-quality sun protection systems. The new trade fair format was organised by Messe Stuttgart.

# Outlook



## BAU 2023 17 – 22 April 2023, Messe München

Finally back as a face-to-face event: the world's leading trade fair for architecture, materials and systems. heroal is looking forward to welcoming you personally at the 310 m<sup>2</sup> trade fair stand!  
You will find us in **hall B1, stand 310**.  
All information at [www.heroal.de/bau-muenchen](http://www.heroal.de/bau-muenchen)



## FeuerTrutz 2023 21 – 22 June 2023, NürnbergMesse

The international trade fair with congress is dedicated entirely to preventive fire protection. The heroal FireXtech D 93 FP fire door system will be the main focus for heroal.



## Archipoint-River Cruise 2023 19 September 2023, Frankfurt 21 September 2023, Cologne 22 September 2023, Düsseldorf

Given its great success: heroal will be there again when the "floating architects fair" departs.

heroal

retrospective

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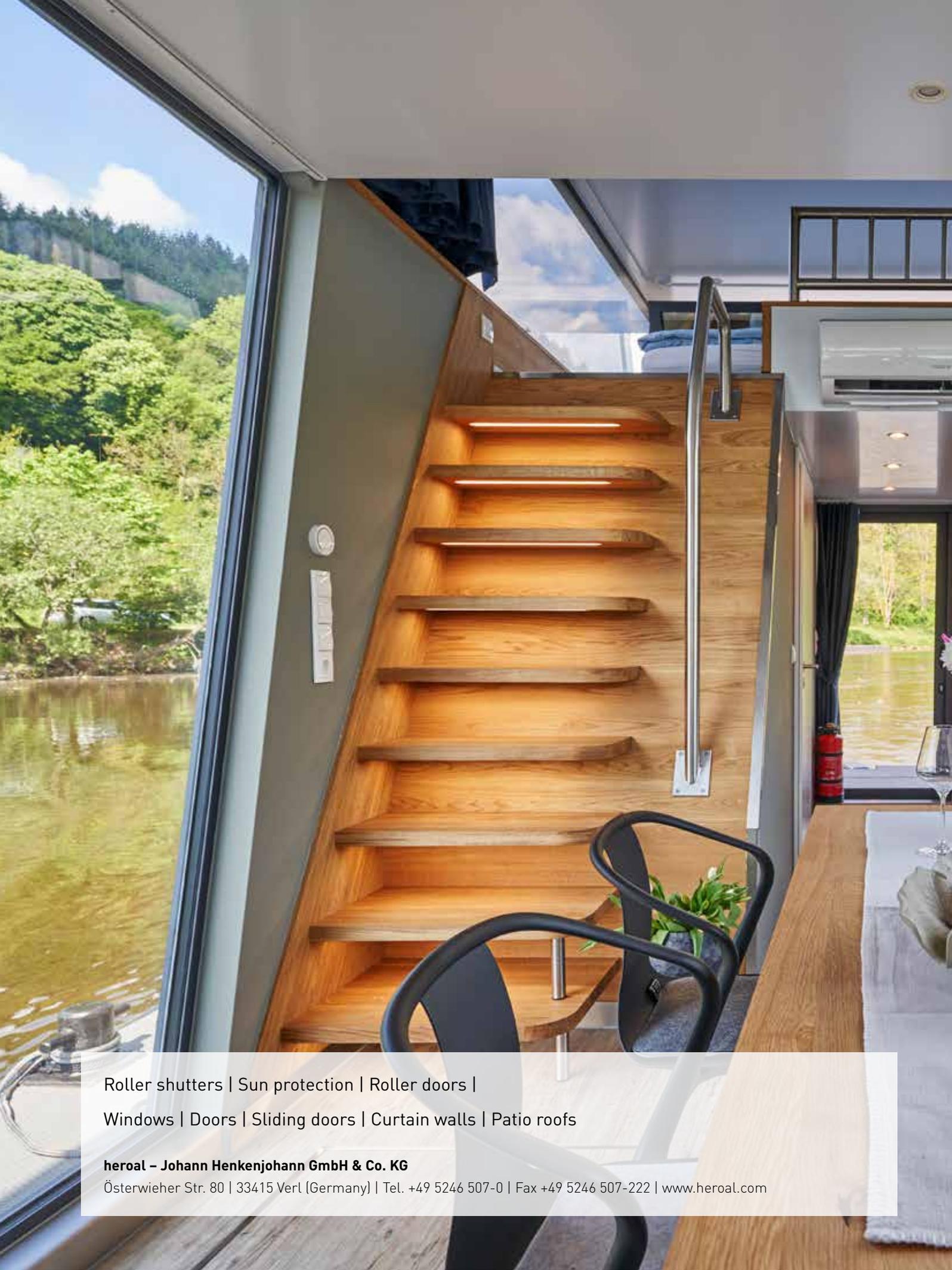
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