

IN SIDE

ROWE MAGAZINE

ROWE[®]



EXPANSION INTO ALL THE NEW MARKETS

ROWE is entering exciting new territory in Brazil and Cyprus with some very different approaches.

HELP FOR FLOOD VICTIMS

Donations in kind and money as well and personal efforts on the part of ROWE employees in the Eifel region.

CO₂ BALANCING

How ROWE determines its carbon footprint and then offsets it 100%.

Team spi·rit

Noun

Feelings of camaraderie
among the members of a group



DEAR READERS,



the pandemic had a significant impact on the world in 2021 for the second year in a row. So many things have utterly changed and, above all, the new situation requires a high degree of solidarity. Cohesion and change are the big themes of these times, and are also the focus of the entire ROWE family. In this issue we would like to share some interesting stories and examples of what has happened in the past year and what will happen in the future under the headings of change and cohesion.

We have responded to the tense sales situation worldwide with even greater commitment. We have opened up exciting new markets, including Brazil and Cyprus and have reorganised the sales and marketing structure in China. We have specifically expanded the ROWE portfolio with innovative new products in the mineral oil and grease sectors. This most recent issue explains the new measures we are taking to reduce the ROWE MINERALÖLWERK GMBH carbon footprint, and the new more sustainable ways of recycling label carriers and wooden pallets. The external areas at the Worms location have also been transformed: the successful and consistent environmentally and insect-friendly redesign in the project "Mehr



Natur wagen" (dare to be more natural) even earned us the Worms "Environmental Star" award.

The BLACK & WHITE fitness studio, which is popular with our employees, has reverted to its "old" name and has a totally new look. Our racing team, ROWE RACING, is looking forward to its new entry, the BMW M4 GT3, after another second place in the 24h-race at the Nürburgring and an exciting adventure in the DTM.

Change, in this case climate change, had a dramatic impact in the Eifel region last year. The flood disaster shook us all, but also demonstrated the great cohesion of the ROWE family. Our staff spontaneously collected donations to help the people in the affected regions. Some of us even actively helped with the clean-up work on site.

This cohesion and an excellent atmosphere in the ROWE family, which also includes the compa-

nies liqwotec and Palbo featured in this issue, are very important to us. That's why we launched ROWE Ideas Management last year, where employees can put forward suggestions for improvements. The three winners of the first edition received great prizes.

And now we hope you enjoy reading this issue.
Your ROWE team

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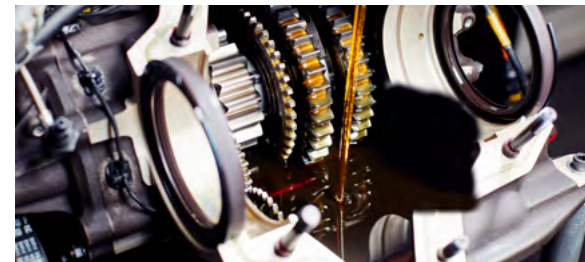
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NEW DISTRIBUTION MODEL LAUNCHED IN CHINA

Own warehouse capacity in Shanghai now enables even more efficient delivery

ROWE China has now been on the path to success since mid-2021 with a new sales model. "In the first six months after the alteration, we have already tripled the number of our customers," says Robert Niegel, Executive Director of ROWE China, and draws a very positive conclusion for this conversion process.

Up until June 2021, deliveries to the Middle Kingdom were only possible to three large traders, which Robert Niegel supported directly from his office in Beijing. An import license is necessary for importing foreign goods directly into China and many potential customers in China do not possess one. The customer base was limited to intermediate traders with a certain, somewhat limited size. In addition, orders could only be shipped directly from Worms to these customers when sufficient quantities for an overseas container had been gathered together into one shipment.



DIRECT SALES TO A BROADER CUSTOMER BASE ARE NOW POSSIBLE

"With the new business model, which we launched in June 2021, we have now transferred the operation into direct sales and can now deliver much quicker, more efficiently and also in smaller quantities," says Marcel Lees, Director Business Development ROWE International. "And so many more customers are now accessible to us than ever before." The new concept is based on the company's own warehouse capacities in China, which were rented in the port metropolis of Shanghai for logistical reasons. The personnel has also been expanded for the new tasks. Two sales representatives, who have to travel around the country and look after and support customers, a product manager, who also conducts technical training and an assistant in the office are now part of Robert Niegel's team. The coordination process continues to be handled by the office in Beijing.

ROWE China has intermittently built up a large stock of goods in the new warehouse in Shanghai. Two different routes are utilised for deliveries from Worms. The traditional, as well as customary, variant



is transport by ship, which takes about four to five weeks. For example, large oil drums can only be transported to China in this way. "At the moment, free container capacities are however difficult to obtain or reserve," Marcel Lees admits. There is an option available to transport them by train via the New Silk Road, which runs from Duisburg to Shanghai. "This variant is of course a little more expensive although, with a duration of only two weeks, it is also quicker and makes sense for smaller containers," explains Robert Niegel. "We can now also fulfil customer requests for products at short notice for what we might not have in stock in Shanghai."

FLOOD VICTIM AID IN THE EIFEL: ROWE DOES ITS DUTY AND LENDS A HAND

Rapid product delivery, collecting donations and work effort

The flood disaster in Rhineland-Palatinate and North Rhine-Westphalia in mid-July of 2021 also deeply touched the management board and all the staff at the ROWE head office in Worms. In the aftermath of the incident, we supported the flood victims and the many, mostly volunteer helpers with several measures and campaigns. "We are very well known in the region, not just because of our racing operations at the Nürburgring in the near vicinity, so it was immediately clear that we, as a company and also our staff, really wanted to give something back to the people there and be able to help them," explains Immo Kosel, member of the Management Board, authorised company signatory and head of the Domestic Sales Department.

1,000 LITRES OF ADBLUE AS EMERGENCY AID

The initial support measure was the delivery of 1,000 litres of AdBlue to the affected region. This was urgently needed by the relief workers at the affected locations in order to keep the numerous excavators, front-wheel loaders and HGVs in operation around the clock. "When we received the call from THW, we immediately packed the goods together and drove them to the Eifel," reports Immo Kosel. It was not to remain just as a spontaneous action. The ROWE staff and the Management Board started a fund-raising campaign which raised 5,000 Euros for the Disaster Relief Flood AW. Auctioning of a ride in a camera helicopter at the ROWE 6h-race at the Nürburgring on 11th September also raised an additional 560 euros.

ROWE STAFF GETTING STUCK IN ON SITE

The aid campaign for the flood victims was rounded off with a two-day assignment for ROWE staff in the disaster region. On 26th September, Immo Kosel and his sales colleagues Markus Bayer, Manfred Fischer, Mohamed Issa, Leon Jené and Marcus Schwarz all drove down to the Eifel region to spend two days helping with the clean-up work in Schleiden. "The company gave us time off for this, but we had no real idea of what to expect," says Manfred Fischer. "The whole town was completely flooded and the damage could only be repaired bit by bit. We drove through the streets with teams of helpers, loaded up debris and residual rubbish and brought it to the community square, from where it was transported away with excavators and articulated lorries. It was really well organised." From 7 a.m. on Monday morning until 5 p.m. on Tuesday, the assignment just carried on, without any major breaks. "We actually spent half a day just clearing a single courtyard driveway," says Manfred Fischer. "The operation was a drastic and formative experience for all of us." Nevertheless, the ROWE team is very happy and proud to have made a contribution to the aid action, even when it was only a small one.





BLACK & WHITE: BACK TO THE ROOTS

“Old” name and new concept in the studio which is popular among ROWE staff

Back to the roots: Since February 2021, the Worms-based BLACK & WHITE fitness centre has been operating under its traditional, “old” name again, although now with a new, modern concept. After ROWE had significantly expanded its involvement in the studio, which is very popular with the company staff, one year earlier and thereby became the majority owner, a reorientation without franchise structures and a new colour concept was the next step, of course predominantly in black and white.

■ A BROAD RANGE OF FITNESS, HEALTH, COURSES, SQUASH AND WELLNESS

The sports on offer at the BLACK & WHITE are very wide ranging. In addition to the squash arena with its courts, home to the German championship runners-up team, a total of more than 3,300 m² of space is also available for a wide variety of sporting activities. From a traditional weight training room with more than 300 modern training machines as well as free weights located on more than 2,000 m² on to the 750 m² cardio-training area for stamina training and an approximately 600 m² group fitness area with four large course rooms, everything is available here. The centre provides more than 70 different courses from aerobics to Zumba, which enables BLACK & WHITE to offer the largest-possible selection in the entire region, as BLACK & WHITE Managing Director Jens Schoor proudly reports. Health also plays a major role. There is a back centre available as well as health management for nutrition and targeted weight loss.

Offers which ROWE personnel officer, Romana Fuchs, also clearly appreciates. “The health of our staff, a good work-life balance and creating a team spirit in the workforce are very important to our company and are perfectly and competently supported by BLACK & WHITE,” is how she praises the centre. All ROWE staff members can also visit the fitness centre or gymnasium at preferential rates in addition to massages, physiotherapy and fitness coaching. “The favourable prices are valid for all staff, apprentices and trainees as well as their partners,” says Romana Fuchs.

BLACK & WHITE is also the perfect address for spa lovers, with or without any sporting activities beforehand. “We have an almost 3,500 m² spa area here, including the large roof terrace. It is fitted out with five different saunas and a steam bath, so there is something for everyone here,” says Jens Schoor.



THREE COOL PRIZES AS A REWARD FOR NEW IDEAS

ROWE Ideas Management encourages staff to submit suggestions for improvement

19 suggestions for improvement in just four months – that is the result of the new ROWE Ideas Management system, which was launched on 1st August 2021. All the staff were invited to submit ideas for improving processes and procedures, products, services, occupational health and safety and other safety standards, communication and work tools, as well as identifying potential areas for saving energy and increasing sustainability.

Three high-quality and very individual prizes were offered: two tickets for a Bundesliga home football match of ROWE Champion Partner Borussia Dortmund, which include a guided tour of the stadium, an overnight stay in a hotel and a pool car for the journey to and from the event, a ride in a ROWE helicopter over the Nürburgring-Nordschleife at a ROWE RACING race event and a driving safety training course with racing driver, instructor and ROWE brand ambassador Christian Menzel at the driving safety centre at the Nürburgring.



f. l. t. r.: Daniel Dietz, Dominique Graf, Sven Bischoff

REVIEWING EVERY SUGGESTION BY A SEVEN-MEMBER IDEAS TEAM

“We had already started creating the concept for this new project idea back in early summer. We developed a tool on the intranet whereby every member of staff could submit their ideas and we subsequently activated it on 1st August,” says ROWE personnel officer Romana Fuchs. The second step was to create a seven-member ideas team from different departments of the company, who made a preselection of the submissions and reviewed each suggestion for its potential, technical, organisational, legal and economic feasibility. For example, there was one suggestion for a vending machine for oil containers, the implementation of which would have been too expensive to implement. “In the end, the ideas team selected ten suggestions which we presented to the management,” says Romana Fuchs. “During this process, we always kept the entrants informed about the progress and invited them to present their idea themselves when they so wished.”

In order not to make the awarding of the prizes solely dependent on actual feasibility or whether it could be implemented, every submitted suggestion was put into a lottery pot. In the end, Sven Bischoff, Dominique Graf and Daniel Dietz were drawn from the pot as the lucky winners of the first edition of the ROWE Ideas Management. After the great success illustrated by the premier event, this format will be continued in the future. Prizes will be subsequently raffled off once a year among all entrants. The composition of the idea team will alter from time to time in order to integrate a greater variety of company divisions or sectors.



ROWE DARES TO INCREASE THEIR NATURE SHARE - AND WINS WITH IT

Gardening team is delighted to receive the Worms "Environmental Star" award

In the early days, even Michael Zidar had his slight doubts. "To be honest, I was still very sceptical for whether it would function at that time. But then a certain type of rethinking quickly crept, especially in when you see what can develop," says the trained tree nurseryman who, together with his team, is responsible for all the green spaces at the two ROWE locations in Worms and Bubenheim. We are talking about the "Mehr Natur wagen" German project, which roughly translates as "dare for more nature",

with which the NABU (Nature and Biodiversity Conservation Union Germany) and the BUND e.V. (Federation for the Environment and Nature Conservation Germany) as well as the Worms environmental associations of POLLICHIA and GNOR motivate local businesses in order to design and make their outdoor areas more natural. Our team of three gardeners took up the challenge so well that the Worms "Environmental Star" 2021 award went to ROWE.

"This honour is a really pleasant confirmation for our work and an incentive to continue on this path," explains Michael Zidar. He relocated to ROWE in 2011 after 30 years of working in a garden centre. In 2014, he was followed by his wife Jutta Zidar, with whom he had already worked together for over 23 years by then, and in 2017 Hannelore Söhner also joined the "family team". "She was already one of our good acquaintances at the time and she wanted to make a career switch," says Michael Zidar. All three are gardeners with a passion for their profession. "There are also no standard working hours in this job, nature dictates them. When necessary, the day can often start at 5 a.m. and continue a little longer into the evening," says Michael Zidar. The atmosphere in the team is so good that the married couple Zidar and Hannelore Söhner also spend some of their spare time together. "There are joint skittle evenings, sometimes we go hiking together and very often we are all out and about on our bicycles, even also over the weekend," explains Michael Zidar, who is even planning to cross the Alps by bike with his wife in the summer. His speciality at work is pruning and cutting trees. "My wife tends to take care of shrubs, bushes and the small trees. Overall, though, we're set up in such a way that actually everyone can supplement each other, when necessary, as well as sometimes replacing the other one when necessary."

There are no standard working hours in this job, nature dictates them.

The married couple Zidar and Hannelore Söhner also spend some of their spare time together.

THE TEAM



Michael Zidar



Jutta Zidar



Hannelore Söhner

19,365 M² OF OUTDOOR AREAS AT THE WORMS LOCATION HAVE NOW BEEN SUSTAINABLY REDESIGNED

In just under two years, the ROWE gardening team has implemented a concept which was developed together with NABU and BUND in order to design the green spaces at the Worms location to be more environmentally friendly and protect the insects. Numerous essential measures for the animal habitat and plant world were applied to a total of 19,365 m² during the process. This corresponds to an area of almost three football pitches and more than 17 percent of the entire floor space of the factory area.



Among other things, seven completely newly planted green areas were created around the buildings and car parks, which were planted with native plants and also with special consideration for insect diversity. The process included planting more than 600 perennials from 22 native species and creating flower meadows with countless new plants and wild plants. 6.5 tons of sand were incorporated for plants and wild bees, as well as twelve nesting boxes and three large insect hotels which were distributed throughout the site to boost the population. "We also subsequently replicated an additional insect hotel for another NABU project, which was officially donated by ROWE," reveals Michael Zidar.



NEW HABITAT FOR BIRDS, INSECTS, SMALL ANIMALS AND FISH

Pesticides had also been commonly utilised in Worms before the project commenced. Now these have been almost completely eradicated and even a long-time expert like Michael Zidar is amazed at what nature can provide and how it can regulate itself, if only you let it. "If I used to see a thistle species or a nettle by the wayside, I just thought of them as weeds - today I know that these wild herbs are immensely important for our insect diversity," he explains. A new Benjes hedge, additional deadwood piles and two brushwood piles serve as winter quarters and shelter for numerous small animals

such as mice and hedgehogs as well as many insects. The car park areas were planted with dyer's chamomile, which provides a food source for numerous bee species, bumblebees and other insects. A large pond with a diameter of 15 metres and a capacity of 130,000 litres is the new home of koi carp and roach and also attracts numerous insects due to the surrounding plants, which in turn serve as a food source for the amphibians. Ducks breed on the island located in the pond every year. A nesting box for the kestrels has also been installed.



NEW IDEAS ARE ALREADY WAITING TO BE IMPLEMENTED

The ROWE gardening team has even more ideas in mind for the future. "We want to create another biotope for dragonflies, insects, sandpipers and pond skaters at the car park. The hole has already been excavated, although we still don't have enough time for the final implementation. We'd also like to create another 20 to 30 m²-large flowering border, which would provide more nutrition for insects and bees. Additional nesting boxes are also still planned. Planting fruit trees on the optional terrain is also in the planning stage," says Michael Zidar, who can also imagine a redesigning project for the Bubenheim location in the future.

EDUCATIONAL TRAIL FOR STAFF AND VISITORS DOCUMENTS THE PROJECT

Meanwhile, the redesigning implemented in Worms has been documented by a nature trail with signs and explanations of which plants are involved in each case. "That was our idea, so that visitors and our staff are able to see what we've achieved here," explains Michael Zidar. "It makes them even more aware of protecting our environment and also for why plants make such an important contribution to biodiversity."



WE KEEP MOVING: NEW PRODUCTS 2021

Two engine oils, one gear oil and one oil for racing karts new on offer

Standing still is a step back: In line with this motto, which is also familiar from motorsport, ROWE is constantly working to optimise and expand its range of engine and transmission oils. "We are adapting to developments in the automotive industry, where the overarching themes are protection of the climate, environment and resources and fuel and therefore reductions in emissions. Modern oils can make a great contribution in these areas, and that's why we are constantly developing new products," says ROWE product manager, Nils Mayer. 2021, ROWE has expanded its portfolio with two new engine oils for passenger cars, a new transmission oil specifically for electric vehicles and a new engine oil for racing karts.

THE DEVELOPMENTS AIM TO MINIMISE FRICTION LOSSES

The main objective when developing new oils is to minimise friction losses. "Viscosity plays an important role here. The thinner the oil, the less energy is required to move the individual parts of an engine, for example. However, some customers are concerned that thin oils are less effective in withstanding the forces involved, and that the film of oil may be worn off, thus damaging the engine.

A thinner oil adapted this type of engine forms a totally stable system.

However, we have gained expertise in this area, including in motorsport, where our racing team, ROWE RACING, is essentially our constant laboratory and we use the oils even under the toughest racing conditions and then carry out a detailed analy-

sis afterwards, and have constantly improved the quality of our oils," says Nils Mayer. The interaction between the oil and the engine is also crucial, he explains: "Modern engines now incorporate specific materials or coatings that reduce friction within the engine. A thinner oil adapted this type of engine forms a totally stable system." The Association of European Automobile Manufacturers (ACEA) has introduced the new C6 engine oil specification, for which several ROWE products are already compliant for modern petrol and diesel engines with complex exhaust gas aftertreatment systems and particle filters.





ROWE HIGHTEC MULTI FORMULA SAE 0W-20

This high-performance engine oil expands the Multi Formula product portfolio and is suitable for use in passenger car petrol and diesel engines and all hybrid concepts of various manufacturers based on their OEM specifications. Its modern SAE 0W-20 viscosity grade combines the best fuel economy potential with excellent low-temperature properties and helps to save precious fuel, and is therefore both kind to your wallet and the climate in equal measure! HIGHTEC MULTI FORMULA SAE 0W-20 meets the specifications ACEA C5/C6, API SP/SN PLUS, Ford WSS-M2C952-A1, GM dexos D, Jaguar Land Rover STJLR.03.5006, MB 229.71 and Opel/Vauxhall OV0401547.

ROWE HIGHTEC SYNT ASIA MOTOR OIL SAE 5W-20

The special formula of the new ROWE HIGHTEC SYNT ASIA SAE 5W-20 makes it particularly suitable for many modern vehicles from Asian manufacturers and can be used in conventional petrol engines and hybrid vehicles with petrol engines. The high-performance engine oil supplements the range of HIGHTEC SYNT ASIA engine oils with a product at the top current viscosity class, SAE 5W-20. It is based on modern HC synthesis base oils and the latest additives and helps save precious fuel in petrol engines. In addition, HIGHTEC SYNT ASIA SAE 5W-20 fulfils the strict specifications of the API with respect to LSPI and optimally protects the engine against unintended pre-ignition (LSPI – low speed pre-ignition), which can lead to major engine damage. The oil is recommended where one of the following specifications is required in SAE 5W-20: API SP RC / API SN PLUS RC, backward compatible with API SP / API SN PLUS / API SN RC / API SN / API SM / API SM EC, ILSAC GF-5/-6A, backward compatible with ILSAC GF-4.

MOTOR OIL

GEAR OIL



ROWE HIGHTEC TOPGEAR SYNTH E SAE 75W

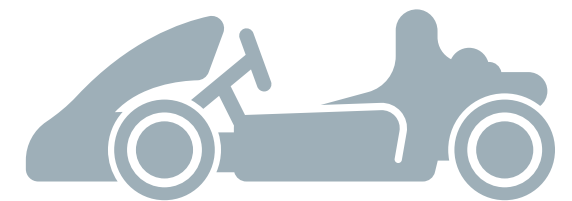
The high-performance gear oil ROWE HIGHTEC TOPGEAR SYNTH E SAE 75W was developed specifically for the latest electric passenger cars and separate oil circuits for the engine and transmission. The lower viscosity significantly reduces friction and therefore helps to extend the range. It is based on fully synthetic PAOs (poly alpha olefins) combined with the latest additive technology and provides optimal protection of the system from foaming and wear, even at very high speeds similar to those that occur in very fast rotating spur gears of e-drives. The outstanding lubrication properties of the HIGHTEC TOPGEAR SYNTH E SAE 75W also make it suitable for use in the axle drives and gearboxes of

passenger cars, lorries and all types of agricultural, construction and work machinery. It is impressive here, with its fully synthetic base oils and special additives with a very high temperature and oxidation stability and an outstanding cold viscosity for fast oil penetration and low-temperature wear. It is extremely shear-stable and guarantees lasting protection even with very hot oil and high-performance loads. It can be used in accordance with the manufacturer's specifications where one of the following specifications in SAE 75W is required: API GL-4 / GL-5, BMW hypoid axle oil G1, BMW 83 22 2 295 532 and BM 83 22 2 239 982, MAN 342 M2 and ZF ML 05B, 07A, 21A.



ROWE HIGHTEC SYNTH RACE KART 2-T

The new ROWE HIGHTEC SYNTH RACE KART 2-T has been developed for kart racing and expands the ROWE RACING product portfolio. The state-of-the-art, fully synthetic 2-stroke engine oil uses multi-ester technology developed specifically for motorsport. This guarantees minimal friction losses and therefore an optimum engine performance. In addition, the high-performance engine oil provides a high level of protection for performance-optimised 2-stroke racing engines from wear to avoid failures during the race and costly repairs. HIGHTEC SYNTH RACE KART 2-T can be used in all high-performance air- and water-cooled 2-stroke engines, and is equally suitable for mixed and separate lubrication. It is also approved for karting by the CIK (Commission Internationale de Karting) of the FIA (International Automobile Association). The use of HIGHTEC SYNTH RACE KART 2-T is also recommended if one of the filling regulations API TC, ISO-L-EGD or JASO FC/FD is required.



2-STROKE MOTOR OIL



EXPANSION IN OLD AND NEW MARKETS

Making new commitments in Brazil and Cyprus, "manual labour" in Germany

Promising, as well as challenging, new steps into exciting new foreign markets and continuous customer care in Germany were important ROWE focal points in 2021. As far as Brazil and Cyprus are concerned, we have set our sights on two completely different markets in which we want to really make significant progress in 2022 after intensive preparations. Launching this incentive is also the goal of our long-standing customer, Autoteile Klostermann, for three newly acquired locations, whereby our sales department literally lent a personal hand in setting these locations up and equipping them.

ONE YEAR FOR PREPARATION AND REGISTRATION WITH THE BRAZILIAN AUTHORITIES

With its estimated 210 million inhabitants and more than 45 million registered motor vehicles, Brazil is by far the largest market in South America. "It is also however a very complicated market with extensive specifications, it is very price-oriented and dominated by large local mineral oil companies," says area sales manager Manfred Fischer and describes the difficult process of trying to gain a foothold there. "The project has already been running there for about two years, whereby the initial year consisted solely of preparing the product range. We have launched our own product line with three engine oils which are specially customised for the local requirements. These are high-quality products with the valued 'Made in Germany' seal of quality, although without specific manufacturer approvals, which do not really play a big role in Brazil." In contrast, however, every individual product had to be registered with the Brazilian petroleum products authority. "We had to submit the labels and product safety sheets in advance, provide samples for testing purposes and pass independent laboratory tests."

AFTER MONTHS OF COMPULSORY CUSTOMS AND EXCISE CLEARANCE: THE INITIAL DELIVERY FINALLY ARRIVES

After a total of one year had been spent on the preliminary work, the clearances and approvals were in place and the first order had been received, three containers started their journey by ship to Brazil in the spring of 2021 – and ended up stuck at the Brazilian customs for months. Even all the best efforts of the very committed importer, Globallub, to be permitted to import the goods did not bring the hoped-for clearance. A second order for eight more containers had to initially remain in Worms on hold. "In the meantime, however, the first three containers have finally been released from the docks, and the second shipment is scheduled to be on its way at the beginning of February," Manfred Fischer explains. Ricardo Rocha from ROWE USA in Miami, who is responsible for the south east area of the USA from this location, will take over the support and care of the customers locally in Brazil. "He is a native Brazilian and had also created the first contacts for us in his home country. Whenever it is necessary, he will fly to Brazil and actively support our importer," says Manfred Fischer.





|| CYPRUS - A SMALL ISLAND WITH GREAT CAR ENTHUSIASM

Switching location – from the huge market of Brazil to Cyprus. Nearly 900,000 inhabitants live in the larger, Greek part of the Mediterranean island, which is not even 150,000 more than the number of people who just live in Frankfurt. Cypriots are, however, avid car enthusiasts. “There is a huge vehicle inventory located on the island, four or more cars can often be found in just one household,” says export manager Patrick Weiland. “Cyprus is a very attractive market for our company and we are sure that we are now at the beginning

“Cyprus is a very attractive market for our company and we are sure that we are now at the beginning of an ongoing success story.”

of an ongoing success story.” There are additional key points which also support this estimation. The vehicles are constantly exposed to massive contact with salt and desert sand due to the island’s geographical location. Oil change intervals of 5,000 to 7,000 kilometres at the most are therefore not uncommon. “Moreover, the Cypriots have always attached great importance to quality and only want the best for their vehicles,” explains Patrick Weiland, thereby explaining why ROWE HIGHTEC oils were particularly included in the product range for this region.

|| COMMITTED FATHER AND SON TEAM WITH HIGH AFFINITY TO ROWE

We are conquering the Cypriot market together with our highly committed importers. Panava Automotive Service Ltd. has been active as a lubricant dealer on the island for more than 20 years and is currently very well networked with more than 200 workshops and 45 petrol stations. Company founder Panos Avraamidis is downright enamoured of ROWE. “He always wanted to collaborate with us, even ten years ago, but something had always come up to prevent it. Back in 2018, I met up with him at Auto-mechanika in Frankfurt and we started initial talks. But surprisingly we never actually got together until the coronavirus crisis year of 2020, which was rather strange timing, and this set the course for our cur-

rent cooperation,” explains Patrick Weiland. Panos Avraamidis’ son Christos has also joined the business in the meantime and should become the “face” of ROWE on the island in the coming years. To gain an idea for how great the interest in our launch and our products is already on Cyprus, one just has to look at the Boyz Stuff Show trade fair in Nicosia in November 2021. “We had a stand at this event which was extremely well attended – also by all our competitors,” says Patrick Weiland. In addition, there have already been numerous visits to possible customers and a poster advertising campaign on the island. The objectives for the new market are aligned to major growth.



■ BASIC FACILITIES FOR THE NEW AUTOTEILE KLOSTERMANN BRANCHES

In Germany, our sales experts actively helped Auto-teile Klostermann, among others, in 2021 to expand its branch network. After opening the additional location in Essen in 2019, the long-standing customer from Bochum has now added three more branches through a corporate takeover last year and therefore became a major regional supplier in North Rhine-Westphalia for workshops, dealers and fleet operations. The three new locations situated in Dortmund, Soest and Höxter were completely refurbished and equipped with the current ROWE

product range – also with the active help of Marcus Schwarz, from ROWE's Area Sales Management team. "I was actually there myself numerous times last year and assisted them in setting up the shelves and positioning the products according to our sorting scheme," explains Marcus Schwarz. Illuminated displays and advertising materials such as roll-ups or cardboard displays by ROWE brand ambassador Jean Pierre "JP" Kraemer were also utilised in addition to the actual products and containers in the current ROWE design.



■ STAFF TRAINING AND TECHNICAL SUPPORT FOR THE NEW WORKSHOP CONCEPT

ROWE's so-called "all-round care-free package" for customers does not however only include delivery and distribution, as well as some "manual labour" when it comes to shelving, if required. "We are also the contact for our customers' staff and always visit them before the branch openings and also regularly afterwards," says Marcus Schwarz. "Some of the staff in the three new Klostermann branches already knew ROWE from their previous activities. We just had to present the current products to them.

Apart from this support, we are always available for questions and also always have tips or info ready for how to solve certain problems." An additional area was added at the three new Klostermann locations. As these new facilities were set up, they were also converted to a new workshop concept with new equipment – with technical support provided by the ROWE experts. Irrespective of whether in Westphalia, Brazil or Cyprus – all our customers can always rely on committed support from Worms.



NEW INDUSTRIAL, CUSTOMISED GREASE AND FAT

ROWE specialists can tailor-make grease individually to customer requirements

Grease fulfils special tasks in its role as a special group of lubricants – and these are developed individually at ROWE. Dr Harald Bock and Omid Bonakdar Sakhi are designers who are responsible for innovative and customised lubricating grease concepts, which are manufactured alongside the standard product range in the grease sector in the state-of-the-art lubricating grease plant which was opened in Worms in 2015.

“We are increasingly receiving more requests to develop lubricating grease for very special applications. This has to be executed in very close coordination with the customer,” says Christos Stamboulakis, product manager for industrial lubricants. He initiated the development of a new lubricating grease for large spherical roller bearings which are subjected to heavy load, are exposed to higher water ingress and supported this task on the project side. The example represented by this grease clearly indicates how such a product is created as ready for use. Dr. Harald Bock explains the basic principles: “As is well known, an acid-base reaction creates the framework in which the oil is bound together like in a sponge. This creates the decisive advantage for the grease. The oil is released successively, thereby adheres better to the intended lubrication point and always ensures long-lasting and even lubrication. At the same time, depending on the additives which are utilised, grease can also help to reduce corrosion.”



f. l. t. r.: Omid Bonakdar Sakhi, Christos Stamboulakis, Dr. Harald Bock

DETERMINING THE NEED FOR AMENDMENT

All project work with a customer commences like with all industrial lubricants. The special requirements are initially recorded. This also includes the need for amendments in the lubricant which has been previously used. An appropriate solution is subsequently worked out, the product is formulated, tested and finally utilised in the customer's plant. In the case described here, the partner had previously utilised a calcium-based grease with average water resistance stability. A calcium-based grease should be developed, but one which could therefore indicate comparable or better properties in terms of performance, water resistance, mechanical stability, load-bearing capacity and corrosion protection.

"Water resistance is particularly important here, as the grease comes into contact with water-miscible coolants in the customer's plant and must not be washed out by them. We were therefore trying to develop a grease with a longer exchange interval and better stability when compared to water-based cooling lubricants," explains Omid Bonakdar Sakhi. Dr Bock supplements this with: "The switch over to a calcium-based grease is not just implemented for cost reasons. Utilising calcium soaps is also more environmentally friendly. A calcium grease only, however, permits application temperatures of up to 120 °C although that was sufficient in this case."

During the development of the projected grease, various test procedures were utilised in order to assess its performance profile during the development of the projected grease. The FBA value determined with a simple four-ball apparatus (FBA) describes the welding

„The switch over to a calcium-based grease is not just implemented for cost reasons, utilising calcium soaps is also more environmentally friendly.“

force and wear characteristic value, i.e. the lubricating effect achieved under pressure load. The rotational rheometer enables different tests for determining the shear viscosity, among other things as a function of temperature. Temperature and shear rate can therefore be specified. Utilising the modified shell-roller test enables an examination for how the grease structure alters under the influence of water at a certain temperature and due to mechanical load over a specified time. "For this purpose, the grease was contaminated with 20 percent emulsion and subsequently tested for stability," Omid Bonakdar Sakhi describes how the test setup was implemented in this case.

THE STEP FROM THE LABORATORY TO THE COMMERCIAL KITCHEN

A decisive phase in the development of a grease or fat is scaling it up from the laboratory standard to the commercial scale when cooking with fat in a kitchen. A simple comparison: cooking a pot of goulash in the kitchen at home is quite different from cooking it in a commercial canteen. This is because the larger volume always alters the process parameters. For example, the heat transfer from the walls into the centre of the fat in a large, commercial fat boiler with several tons is very different from that in the laboratory with two to five kilogrammes. "The fact that the chemical reactions take place on a small scale, just as they do on a large scale, does not always function on demand. The only thing which really helps here is to keep on boiling it until the desired values are reached," describes Dr Harald Bock, based on his many years of practical experience at ROWE. As soon as the development department has produced a new fat on a laboratory scale and it has been successfully tested by the customer, the first large-scale product batch can subsequently be implemented, which is then put through its paces. "The decisive factor for approval by the customer is always the application test and whether all the requirements are fulfilled," says Christos Stamboulakis. "In this case, that worked out very well. The new fat 'passed' its test right away and has since been utilised by the customer without any problems."



MORE SUSTAINABILITY BY CREATING LESS WASTE

Label backing material and wooden pallets are now being collected for recycling



EACH YEAR

We have significantly increased the sustainability of our two locations in Worms and Bubenheim by introducing new waste concepts and secondary recycling chains. For example, since the fourth quarter of 2021, the label backing material utilised at both production locations has been separated from the rest of the commercial waste and subsequently preserved as a resource via the recycling circuit of a

new external partner. Since January 2021, defective wooden pallets in Worms have already been collected by a company which then repairs and recycles them. This measure should reduce wood waste in Worms by up to 75 per cent in the long term.

"In our role as a responsible company, we are constantly looking for new ideas for how we can keep

increasing the sustainability of our production locations. On the one hand, this will enable us to fulfil requirements such as the ISO 14001 international environmental management standard, the implementation of which is reviewed annually in an audit conducted by TÜV. This standard requires that we specify environmental targets and review compliance with the processes which are planned

for this purpose," explains ROWE Environmental Management Officer Anna Kirsch. "Moreover, sustainability is also an integral part of ROWE's brand essence. Above and beyond all the provisions and specifications, we have a great self-interest in protecting our environment and the available resources to the best of our ability."

REPAIRING INSTEAD OF JUST DISPOSING: A SECOND LIFE CYCLE FOR WOOD WASTE

Wooden pallets, thousands of which are required for shipping oil drums and containers, were already focused on at the location in Worms as part of the ongoing search for optimisation potential in waste reduction during 2020. In the past, the pallets used to be disposed of as wood waste when they were damaged and no longer usable. This therefore resulted in almost 88 tons of waste wood in Worms

in 2020 alone. "We therefore started to look for a partner who could recycle the wood and found what we were looking for at Jimmis Palettenhandel in Stackeden-Elsheim," says Anna Kirsch. "Now the defective pallets are collected directly from us by Jimmis Palettenhandel, repaired, reworked and can therefore be utilised again."



RECYCLING BACKING PAPER FOR SELF-ADHESIVE LABELS

Since October 2021, ROWE has also been recycling the backing material which is utilised for the self-adhesive labels and used to label and designate the containers and drums in Worms and Bubenheim. This backing material comprises Glassine, also known as Pergamine, a transparent paper which is made from milled, bleached cellulose. "These backing papers were handled as simple commercial waste in the past. But then we started separating

them out as pure waste and found a company in UPM Raflatac which can recycle these backing papers," explains Anna Kirsch. The volume of recyclable paper which is involved here is made clear by a few figures: in 2020, ROWE utilised about 26 million labels, the backing paper which was required for these labels weighed about 20 tons and had a surface area of about 360,000 m² – which is roughly equivalent to the area of 50 football pitches.



The new material cycle with UPM Raflatac – the RafCycle – commences with the collection of the backing paper, which is sorted out from the rest of the waste in Worms and Bubenheim, in designated cartons provided free of charge by the recycling partner. Two cartons fit together on a standard pallet. When the cartons are full up, then they receive a label and are wrapped in film. Each pallet weighs approximately 250 kg. When the agreed maximum storage capacity of 20 pallets has been reached in Worms, pallets from Bubenheim are also brought there, then the shipping department in Worms triggers a collection by UPM. In total in Worms and Bubenheim, commercial waste will be reduced by at least 20 per cent in the medium term by recycling the backing material, thereby resulting in significant cost savings.

RECYCLING BACKING PAPER FOR SELF-ADHESIVE LABELS

Once they leave Worms, the collected backing materials are transported to Plattling in Lower Bavaria. The pan-European company, with its registered office in the Finnish capital Helsinki, operates a paper mill here where the material is separated from the silicone again and subsequently processed into new pulp. UPM uses this again in order to produce new labels. We are issued with a certificate which documents the sustainability of this recycling cycle. Eliminating the need for disposal and, if necessary, subsequent incineration as industrial waste, as well as the lower raw material and energy requirements for the production of new backing materials, enables CO₂ emissions to be significantly reduced. In total, UPM's RafCycle network already includes more than 180 partners around the world.

CO₂ BALANCE: ALWAYS KEEPING AN EYE ON THE CLIMATE

Proactive CO₂ footprint recording enables active compensation

Only those who know their CO₂ footprint are able to also actively influence it. ROWE has already been preparing a CO₂ balance every year on its own initiative since 2017, although this is not mandatory when considering the current size of the company. Determining these emissions is however a prerequisite for fulfilling the self-imposed requirements for sustainable action and for being able to provide all the ROWE products in a CO₂ compensated manner. "This is how we make our own contribution to environmental protection," says ROWE Environmental Management Officer Anna Kirsch.



PREPARATION ACCORDING TO THE MOST WIDELY USED INTERNATIONAL STANDARD

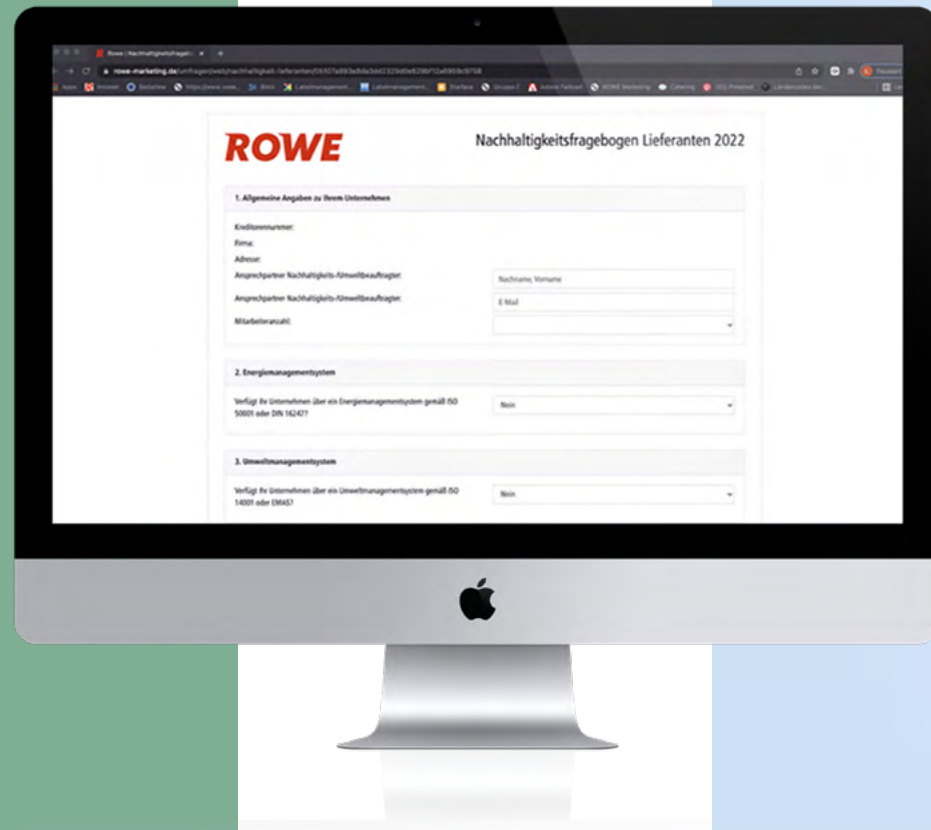
Since 2019, ROWE has been collaborating with KlimAktiv, a company from Tübingen, which executes the determination for the CO₂ footprint according to the ISO 14064-1:2006(E) guideline and the specifications of the Greenhouse Gas Protocol Corporate Standard. The GHG Protocol of the WRI (World Resources Institute) and the WBCSD (World Business Council for Sustainable Development) is the most widely implemented international standard for creating a detailed survey of greenhouse gas emissions.

The emissions, which are recorded in the balance, are divided into three scopes. Scope 1 comprises the direct emissions which are generated by ROWE MINERALÖLWERK GMBH at the Worms and Bubenheim locations through stationary and mobile combustion of fossil fuels and fossil materials, for example in the combined heat and power plant in

The emissions, which are recorded in the balance, are divided into three scopes: scope 1, 2 and 3

Worms. Scope 2 includes the indirect emissions from the generation of electricity which is purchased, for example, from external suppliers. Scope 3 includes all the other indirect emissions which occur

along the entire value chain. These include, for example, purchasing raw materials and finished products, logistics and staff commuting to their place of work, as well as the use of the products which are sold by the end customers. Greenhouse gas effects which are caused by air travel are additionally included in the balance.



QUESTIONNAIRE FOR SUPPLIERS

Scope 3 accounts for the largest share of emissions at ROWE, where almost 92 percent of the resulting CO₂ which is produced is attributable to purchased goods. "This area is difficult to record because there are no uniform provisions in place for determining emissions throughout the entire value chain. This means that there could be double accounting in the balance results," says Anna Kirsch. "However, as a member of NASCH, the sustainability initiative of the German lubricant industry, we are trying to develop a uniform industry standard for the greenhouse gas calculation of lubricants and a uniform documentation. We also remain in close exchange with our suppliers. We have therefore developed a questionnaire which we will send to our suppliers in the first quarter of 2022 in order to be able to determine the CO₂ emissions even more precisely."

THE CO₂ CALCULATOR FROM KLIMAKTIV INDICATES POTENTIAL SAVINGS DIRECTLY

The data collected with this will be utilised for targeted reduction of CO₂ emissions. For example, the proportion of recycled material utilised in the containers supplied is to be successively increased from the current 25 to 30 percent at the ROWE subsidiary, Palbo. "The quality will therefore be maintained in the process and is repeatedly proven in practice," explains Anna Kirsch. She can also enter the recycled content directly into a special tool at the same time. "We also utilised the CO₂ calculator from KlimAktiv in 2020 for the first time. We enter the data which we need during the year, for example the goods and raw materials we purchase, the amount of industrial waste or the electricity consumption of our locations, and immediately get a calculation of how this affects the CO₂ balance", she explains. The savings potential created from

the new photovoltaic system on the roofs of the Bubenheim location, which went into operation in February 2022, can also be calculated well in advance. This will reduce electricity purchases by up to a quarter by 2023.

All reported CO₂ emissions will be offset by ROWE through the purchase of certificates for example, in the most recent case, from an Indian project for generating electricity from hydroelectric power in the Himalayas. This certificate also has the CER (Certified Emission Reductions) standard. This climate protection procedure is monitored by the United Nations (UN) and promotes trustworthy, climate-friendly projects mainly in developing countries.



INTENSIVE SEASON FOR ROWE RACING

First pole position and another podium place at the 24h race and DTM premier

The 2021 season will go down in history as the most intense one for the ROWE RACING team. Along with gaining the first ever pole position and another podium place in the customary ride through the well-named "Green Hell" in the ADAC 24h Race at the Nürburgring, the team also competed in the DTM (German Touring Car Masters) for the very first

time and completed 18 races in five different countries in 114 days.

251 days on from the 2020 triumph, ROWE RACING entered the 24h race at the Nürburgring again with the BMW M6 GT3, not only with the number 1 on the car as last year's winner, but also from pole position

for the first time ever. Our own "rain man", Nick Yelloly, had achieved the fastest time in top qualifying after a heavy downpour. "It was completely crazy out on the track, we were aquaplaning everywhere. But as a Brit, I'm used to such weather conditions," said Nick Yelloly. During the race, he had to battle it out with Nick Catsburg, John Edwards and Philipp Eng in the leading group for a long time before the number 1 car initially fell far behind the main group, after the race was resumed following a 14.5-hour fog interruption due to the regulation-related repetition of a pit stop, which had already been completed and shortly afterwards had to retire due to a defect.

ONLY 8.8 SECONDS LACKING FOR A TITLE DEFENCE

Hopes of a team's first title defence in twelve years were therefore transferred over to the sister car with the number 98, which Martin Tomczyk had managed to catapult from 25th place to 4th place in the rainy starting phase. After strong performances by Connor De Phillippi and Marco Wittmann, final driver Sheldon van der Linde was only 8.8 seconds off the lead for 1st place in the end after a great competitive race. "To be able to finish first or second in the fourth 24-hour classic in a row is simply incredible," said team boss Hans-Peter Naundorf. "Martin Tomczyk laid the foundation for this position with his start. That's when our rain man was walking on water like God. We might have lacked that last little bit of luck at the end but overall our performance was fantastic."



FIRST EVER POLE POSITION FOR THE BMW M6 GT3 IN THE DTM

Sheldon van der Linde was also a member of the team in the DTM and paired up as the ROWE RACING driver duo together with former Formula 1 driver Timo Glock. Europe's most popular touring car series had to rely on GT3 cars for the first time in 2021, such as the BMW M6 GT3 which, however, struggled in the final year of its successful racing career in the DTM's sprint races, also including performance pit stops. Nevertheless, a milestone was still

achieved. Sheldon van der Linde took the first pole position for the BMW M6 GT3 in the DTM at the third race of the season at the Lausitzring and in the race, he only missed out on third place on the podium, due to a 5 second time penalty for a problem during a pit stop. His best finish in a race was fourth place at the opening weekend in Monza. Crowd favourite, Timo Glock, managed to achieve his best result with a seventh place at the Nürburgring.

THE NEW TEAM MEMBER: BMW M4 GT3

ROWE RACING programme
2022: Nordschleife and
GT World Challenge Europe



After six very successful years with the BMW M6 GT3 in the team – including one victory each as well as three additional podium finishes at the 24-hour classics in Spa and at the Nürburgring – ROWE RACING is now switching its working machine. As of the 2022 season, our racing team will now be competing with two new BMW M4 GT3s. “The BMW M4 GT3 is a totally new racing car with state-of-the-art technology and already looks much more aggressive in its appearance. We are all very excited about this addition and are really looking forward to working with this car. We hope to be able to benefit from the improvements in the areas of chassis, set-up and performance, although we are also aware that not

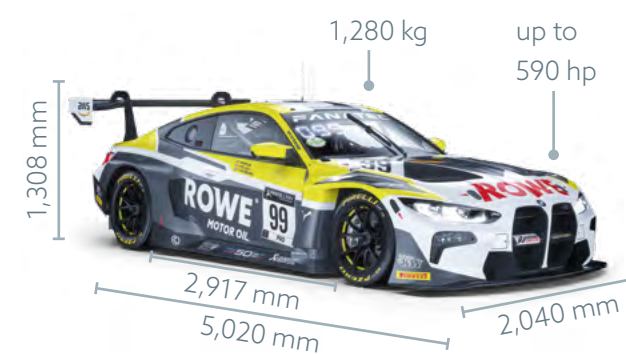
everything always functions from day one with such a new car,” says ROWE RACING team boss Hans-Peter Naundorf. The new team member is based on the current BMW M4 Competition model. Instead of the V8 engine which was utilised in its predecessor, the BMW M4 GT3 is powered by a straight six-cylinder engine with three litres of displacement and double turbocharging. This block delivers up to 590 hp and is 40 kg lighter than the eight-cylinder version. A world premier is provided by the steering wheel, which enables the driver to adjust all the important vehicle settings. It can be used without any modifications, not only in the racing car itself but also in the simulator and SIM racing.

ANOTHER TWO 24-HOUR CLASSICS AS HIGHLIGHTS OF THE YEAR

The first major highlight of the season will be the 50th edition of the 24h race at the Nürburgring on 28th/29th May. Following on from the victory in 2020 and second place last year, another podium result with the brand new car, which would coincide with the 50th anniversary of BMW M, would really be “a dream” for “HP” Naundorf. In preparation for the “Eifel Marathon”, two races of the Nürburgring Endurance Series (NLS) are on the agenda in April, as well as the new 24h qualifiers with another two rounds in May. The second major highlight of the year is the return to Spa, where ROWE RACING celebrated its first major victory with the BMW M6

GT3 in 2016, as well as triumphing with the Porsche 911 GT3 R in 2020. The 24-hour race in Spa is one of five endurance races within the GT World Challenge Europe competition, in which our team will compete again this year. The GTWC season opener in Imola, Italy, which will take place at the beginning of April, is also the race debut for ROWE RACING with the BMW M4 GT3. Apart from future, additional endurance races at the current Formula 1 circuits in Le Castellet in the south of France and at the season finale in Barcelona, a so-called “home game” at the Hockenheimring is also on the agenda for our team on the first weekend in September.

THE BMW M4 GT3



Type	P58 3.0 l straight six-cylinder with M TwinPower turbocharger technology
Displacement	2,993 ccm
Gearbox	Xtrac 6-gear gearbox
Clutch	Electro-hydraulic
Rims	12.5 x 18 inch, front 13 x 18 inch, rear
Tyre dimensions	325 / 680 x 18 inch, front 325 / 705 x 18 inch, rear
Brakes	Alcon 6-piston fixed calliper, front Alcon 4-piston fixed calliper, rear



TITLE HONOURS FOR ROWE'S FOOTBALL PARTNERS

Atlético Madrid crowned champion in Spain, Borussia Dortmund win the DFB Pokal (German Cup)

ROWE's debut season as a partner of Atlético Madrid could not have got off to a better start. In the very first season of the new collaboration with the traditional Spanish club, "Atléti" won the LaLiga title. For the first time in seven years, the team with spirited Argentine coach Diego Simeone on the sidelines, left its great rivals Real Madrid and FC Barcelona in their wake in the 2020/21 season and won the eleventh Spanish championship in the club's history. Borussia Dortmund rounded off their successful football season in Germany by winning the DFB Pokal.

INITIAL CUSTOMER EVENT IN MADRID IN NOVEMBER 2021

Due to the restrictions which were implemented for the pandemic, the initial customer event within the framework of the collaboration with Atlético Madrid could not take place until November 2021, but then, as befits its status for the Spanish champions in the Champions League. Customers, sales and marketing partners from Italy, Portugal, Lebanon and Jordan were among the exclusive circle of only nine guests at the match against AC Milan at the Wanda Metropolitan stadium. A special event was organised on the evening before the match, when there was a guided tour of the club museum and the impressive trophy collection with former "Atléti" captain Roberto Solozábal. The guests were also permitted to visit the team's dressing room after the museum tour, where the jerseys for the match were hanging up and prepared in advance. The guests were also presented with a jersey with their name and a number 10 on the back during the meal in the La Gradona stadium restaurant. The event was organised by the ROWE Marketing Department as well as Giulia D'Angelo (Partnership Activation Manager) and Martin Savulsky Martínez (Head of Sponsorship Services).

ROWE
MOTOR OIL



OFFIZIELLER PARTNER VON ATLETICO DE MADRID



PARTNER FOR THE BVB SUMMER TOUR AGAIN

At Borussia Dortmund, Champion Partner ROWE was once active as a partner for supporting the BVB Summer Tour in July, following on from the DFB Pokal success in the cup final against RB Leipzig. As was the case in the previous year, the "Black and Yellows" travelled through nine different countries in North America, South America, Europe and Asia in nine days on a virtual platform. ROWE's supporting role comprised, among others, a digital meet & greet for Brazilian fans with former BVB professionals Ewerthon and Tinga. A hybrid event in China enabled BVB captain and ROWE brand ambassador in China, Marco Reus, to be connected online. Reus was also among the players who were available for the partner photo shoot at the Media Day ahead of the start of the 2021/22 season. Reus, as well as additional national players such as Jude Bellingham (England), Emre Can (Germany), Raphael Guerreiro (Portugal) and Thomas Meunier (Belgium), were photographed with ROWE containers, as well as other products and people.

ROWE
MOTOR OIL



SQUASH TEAM IS GERMAN VICE-CHAMPION

BLACK & WHITE Worms only had to yield to Paderborn in a somewhat shortened season

BLACK & WHITE Worms ended the 2020/21 season of the German Squash League in the runners-up position. The team led by captain, Jens Schoor, which has been supported by ROWE for many years now, were only defeated by record champion SC Paderborn in the final round of the final match in Bremen. "Even though one could consider Paderborn as the Bayern Munich of German squash, it still hurts to lose the final. Our target this season was, of

course, to defend the title we won in 2020 and bring it to Worms again," says Jens Schoor. The outbreak of the COVID-19 pandemic in the previous year had prevented Worms from competing in their permanent duel against Paderborn. The cancellation of the final round for the best four teams meant that they were declared joint champions with Paderborn as the two best teams in the preliminary rounds for the north division and south division.



f. l. t. r.: Valentin Rapp, Yannik Omlor, Gregory Gaultier, Jens Schoor, Carsten Schoor, Michael Wallmann

The 2020/21 season was also affected by the pandemic as the lockdown, which had to be enforced, meant that no matches could be played until June 2021. The preliminary round was subsequently played out over two weekends as a so-called "short season" with only one game against each for the divisional rivals. Worms initially celebrated victories against Gündingen, Stuttgart, Karlsruhe (all 4:0) and Waiblingen (3:1), with the French former world champion Gregory Gaultier included in the team, as well as Yannik Omlor, Valentin Rapp, Carsten and Jens Schoor. A week later, Paul Coll from New Zealand, who came in to replace Gaultier, led the team to two more 4:0 victories against Kempten and Frankfurt and the team therefore reached the final round as undefeated.



Paul Coll

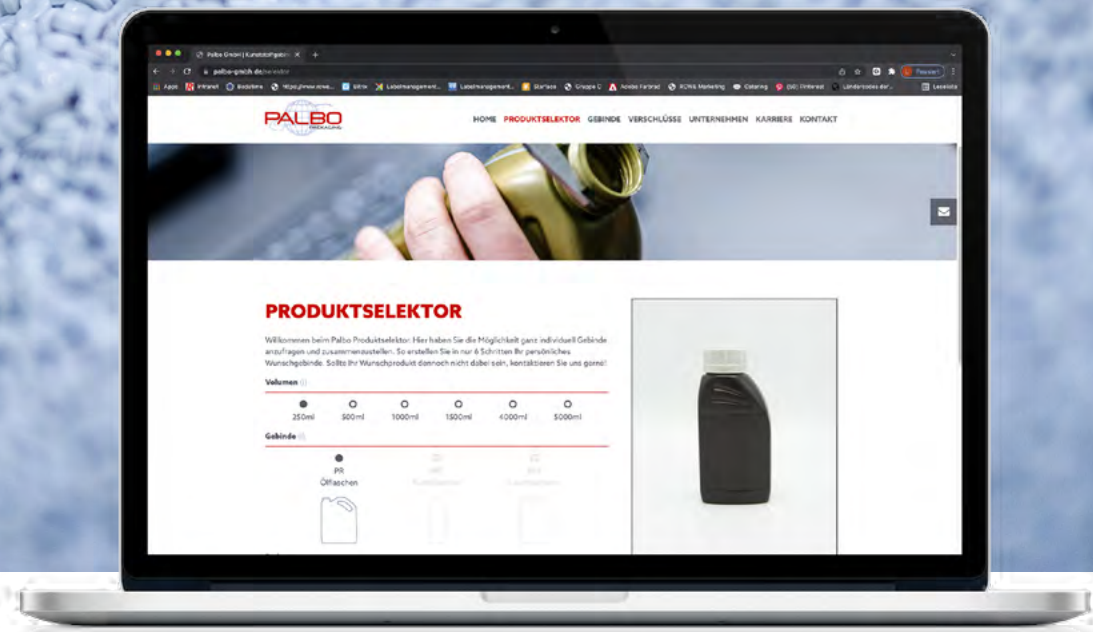
! DREAM OF FOURTH TITLE DELAYED

Later on in the season in Bremen in mid-September, the newly crowned British Open winner Coll was unfortunately not available because of the Egyptian Open, which was taking place at the same time. His place in the team, as number one seed, was taken up by the Frenchman Grégoire Marche who, together with Omlor, Rapp and Jens Schoor, reached the final by beating the hosts Bremen 4:0, thereby also won the top duel against the German singles record holder and former world number three, Simon Rösner, in four sets. "Of course, it weakens the team considerably when you have to

compete with the number twelve in the world instead of the number three, but that was not decisive in the end, especially since Grégoire also won his match," says Jens Schoor. "Paderborn was also very strong in positions two, three and four." Carsten Schoor had to realise this against the Czech Viktor Byrtus, also for Rapp against the current German champion Raphael Kandra and Omlor against the world number ten, Joel Makin from Wales. The 1:3 result put back the dream of a fourth title after 2011, 2013 and 2020 until the 2021/22 season, which began with two wins before the turn of the year.

PALBO: NEW HOMEPAGE, NEW PRODUCTS, NEW OFFERS

Product selector enables placing individual orders in six steps



Palbo has now been launched outside the ROWE Group with an expanded product range offer as well as a new homepage. Palbo GmbH, which was founded about ten years ago as an in-house producer of plastic containers, has expanded its range of round bottles and canisters for the automotive sector to now include the industries for construction, food and chemicals.



SUSTAINABLE WITH FLEXIBLE RECYCLING SHARE AND EFFICIENT MACHINERY



Sustainability plays a decisive role at Palbo. All the containers in our product range are available with a flexible recycled content of up to 98 percent. The reprocessed i.e. recycled plastics possess the same functional properties as conventional plastic materials and thereby reduce the utilisation of new materials. New mills increase the efficiency of granulate consumption, punching waste and start-up lumps are subsequently fed back into the production process. The completely new, all-electric extrusion systems utilised in production consume up to 30 per cent less energy than the previously implemented hydraulic systems, with two-thirds of the electricity being generated from the company's own photovoltaic system as well as the in-house combined heat and power plant. In October 2021, Palbo was awarded a silver medal in the Ecovadis sustainability rating for the subject areas of environment law, labour law and human rights, ethics and sustainable procurement. Since December 2021, Palbo GmbH has also been certified for its energy management system in accordance with ISO 50001:2018 in addition to ISO 9001:2015 for quality management, therefore significantly contributing to continuously saving energy in container production.

PALBO PACKAGING - NEW NAME BUT STILL WITH THE EXISTING LOGO

"Palbo Packaging - one knows immediately what we are involved in."

One of the most noticeable, external signs for this amendment, as well as providing access for external customers, is the supplemented logo with the lettering "Palbo Packaging". "One knows immediately what we are involved in," says Sandro Schuck, authorised company signatory and member of the Palbo GmbH Management Board. Moreover, the homepage has now been completely restructured and offers not only a new design and a clear structure, but also an innovative new feature. The product selector now means that customers can easily configure and request their personal desired container in just six, simple steps. They can initially select the desired volume, then decide about which container and its colour. The type and colour of the closure, as well as visible stripes or specific embossing, can also be selected. The latest additions to the product range are round bottles with a volume of 500 or 1,000 ml and 5 litre lightweight canisters for disinfectants, a product which is currently in high demand.

ROWE EXPERTISE IN YOUR OWN HEATING SYSTEM

liqwotec is working with ROWE MIRATEC cleaner and additive concentrate

Our ROWE employees in Worms who live in Liebenauer Feld, for example, are now benefiting from our expertise, not only in terms of oil for their car, but also in their heating system. The company responsible for this is liqwotec GmbH, which ROWE 2020 founded in Worms with the regional energy service provider, EWR AG. The idea was to use the corrosion protection developed by ROWE for engines and vehicles in larger systems like the local and district heating network or other water-controlled industrial plants. In Liebenauer Feld alone, the pipe network is 5.3 kilometres long with its 1,400 residential units. After the first positive experiences of ROWE and EWR in that project, the joint venture liqwotec was established with Özgün Can as managing director.



PROTECTION FOR ALL METALS USED IN DIFFERENT PIPE SYSTEMS

“Some district heating pipe networks are already decades old. There is a risk that limescale deposits and sludge will build up, and corrosion will occur which could even cause the pipes to corrode from the inside out,” says Franziska Heß, project manager at liqwotec. “Nor are they made from

Our products ensure that all the metals used are protected.

copper or aluminium, but often using a mixed construction of different metals. Our products ensure that all the metals used are protected.”

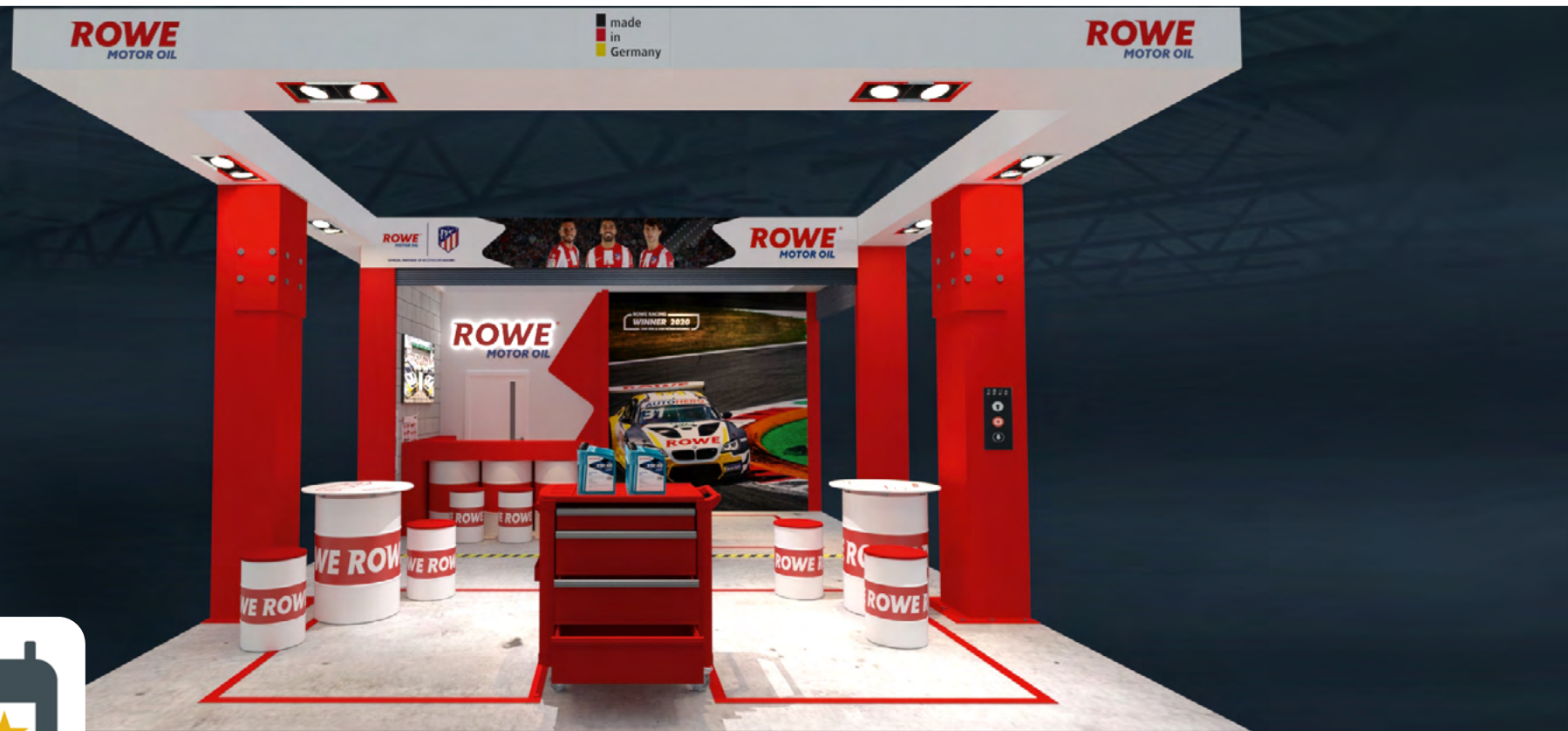
The additive concentrate ROWE MIRATEC HSA ECO 2 is then used and added to the water circuit in a mixing ratio of 3–5 percent of the total volume. A protective nanofilm is formed that, in a quick and effective process, coats all the surfaces of the metals. No electrochemical process can therefore take place that leads to corrosion, and the pH-value is maintained at a stable level in the long term.

In addition to local and district heating networks, this principle also works in pipe systems of other industrial plants and in building technology and is also marketed by liqwotec in these application and customer areas. “We could also use this process for production facilities at food manufacturers. This would however require a food certification,” explains Özgün Can.

These products are the ROWE MIRATEC SYSTEM CLEANER ECO and the special inhibitor ROWE MIRATEC HSA ECO 2. In the first application step, ROWE MIRATEC SYSTEM CLEANER ECO removes rust, limescale and sludge deposits from the pipe system, along with any flux and residues after welding and maintenance work and without attacking the



UPCOMING EVENTS*



ROWE EVENTS

- ROWE SUMMER FESTIVAL**
SUMMER 2022
- SAKKOH CONCERT, WORMS**
07.05.2022
- SAKKOH CONCERT, WIESBADEN**
08.05.2022
- ROWE CHRISTMAS PARTY**
WINTER 2022

FAIRS

- AUTOMECHANIKA JOHANNESBURG**
06.06. - 10.06.2022
- AUTOMECHANIKA FRANKFURT**
13.09. - 17.09.2022
- AAPEX LAS VEGAS**
01.11. - 03.11.2022
- AUTOMECHANIKA DUBAI**
22.11. - 24.11.2022
- AUTOMECHANIKA SHANGHAI**
01.12. - 04.12.2022

GT WORLD CHALLENGE EUROPE

- 3H IMOLA (IT)**
02.04. - 03.04.2022
- 1,000 KM LE CASTELLET (FR)**
03.06. - 04.06.2022
- 24 HOURS OF SPA (BEL)**
28.07. - 31.07.2022
- 3H HOCKENHEIM (GER)**
03.09. - 04.09.2022
- 3H BARCELONA (ES)**
01.10. - 02.10.2022

NÜRBURGRING NORDSCHLEIFE

- NÜRBURGRING ENDURANCE SERIES 1**
26.03.2022
- NÜRBURGRING ENDURANCE SERIES 2**
09.04.2022
- NÜRBURGRING ENDURANCE SERIES 3**
23.04.2022
- ADAC 24H NÜRBURGRING QUALIFIERS**
07.05. - 08.05.2022
- 24H RACE NÜRBURGRING**
26.05. - 29.05.2022

* under reserve

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