

ORANGE TECHNOLOGY SERVICE PEOPLE ZONE

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PROFESSIONAL

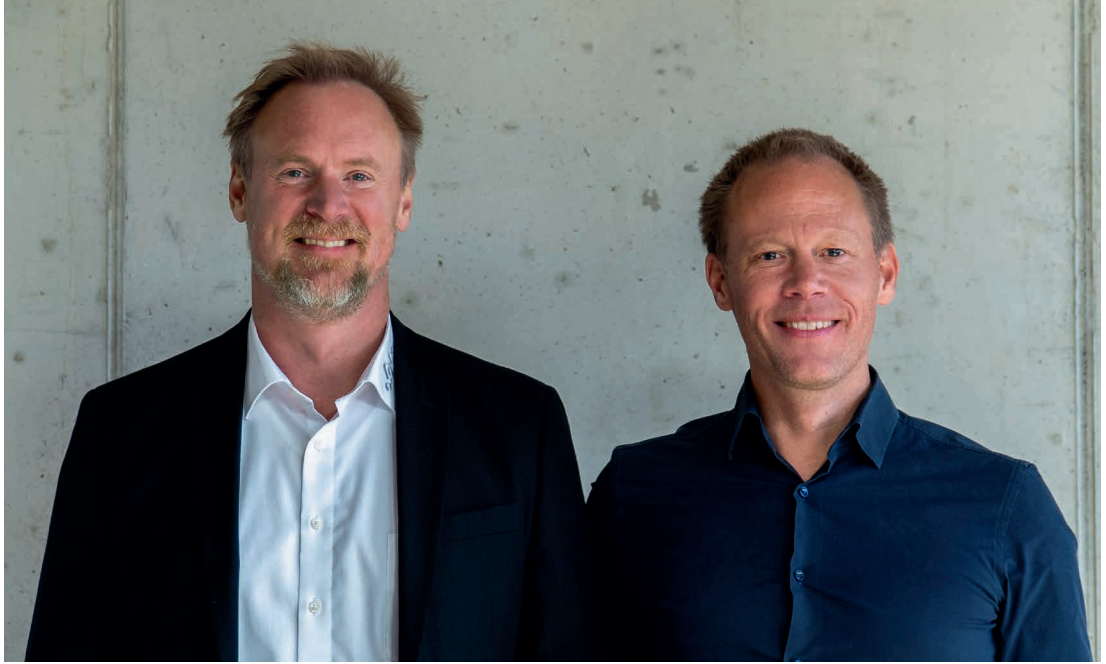


INDUSTRIAL



HOME





DEAR BUSINESS PARTNERS,

We are pleased to present the latest issue of our customer magazine ORANGE ZONE. In this issue, we have brought together exciting topics from the world of beautiful flooring – practical, informative and with a special focus on sustainability and innovation.

Looking back on 2024, it is clear that responsible action and technological advances were at the very heart of our work. The construction of our new Research & Development Centre in Ditzingen also reflects this focus. The modern facilities, sustainable construction methods and innovative energy concepts make this project an important forward-looking step for LOBA.

In our Professional business area, we take a closer look at EasyFinish Neo, the best high-performance sustainable 1K hardwood floor finish on the market, along with other intelligent product innovations. Enjoy our specials, where you will learn how to design surfaces creatively and make them last longer – from perfectly coordinated care through to renovation.

We also give you insights into the latest developments in the Industrial business area. In addition, we offer proven professional expertise for the easy and environmentally friendly use of our products from the Home area.

We would particularly like to draw your attention to the new LOBA Flooring Award. This competition recognises the most beautiful projects of the year, particularly in commercial and public spaces. We look forward to announcing the winners in June 2025 and showcasing their outstanding work.

We hope you enjoy reading this inspirational issue!

Kind regards,

Alfred Melka

Managing Director

Mario Probst

Managing Director

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SUSTAINABILITY MEETS PERFORMANCE: EASYFINISH NEO



18

BLENDING TRADITION AND MODERNITY



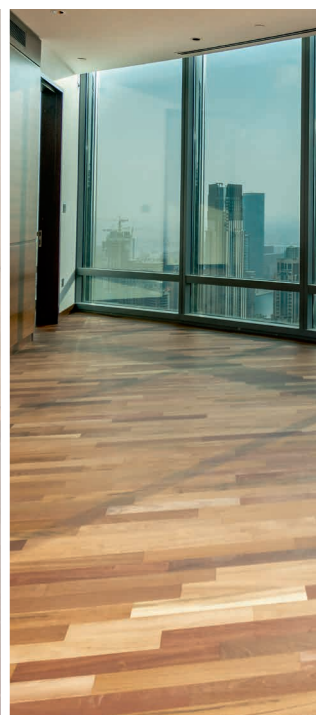
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**EXPERTISE:
COLOURING
HARDWOOD
FLOORS**



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**RENOVATING
HARDWOOD FLOORS**



SAVE THE DATE!

TRADE FAIRS & SEMINARS

Increase your expertise and stay up to date with the latest developments – with the help of our wide range of workshops, practical seminars and trade fair appearances. Take the opportunity to add to your knowledge, make useful contacts and discuss individual questions directly with our experts.

WORKSHOPS & SEMINARS

At our company headquarters in Ditzingen, we regularly offer workshops that provide you with practical insights and the latest expertise. Of course, we can also hold individual training sessions at your site. In addition, the established LOBA practical seminars, for example, in cooperation with Wakol, are held at various locations around the world – some will certainly be near you. For more information, please contact your local distributor or LOBA international sales manager. These events are aimed at contractors who want to increase their expertise and learn about current trends in the industry – in an informal atmosphere.

TRADE FAIRS

We showcase our latest solutions and products at trade fairs worldwide. Make the most of the opportunity to meet us in person and find out in detail about our range of products and services.

DATES & REGISTRATION

You can find all our current event dates on our website. We look forward to welcoming you in person at one of our upcoming events!



All dates
at a glance

NEW MILE- STONES AT OUR HEAD- QUARTERS

SHAPING THE FUTURE, STRENGTHENING OUR ROOTS –
THROUGH CONTINUOUS SITE DEVELOPMENT

LOBA RESEARCH & DEVELOPMENT CENTRE

Thanks to sound financial management over recent years and the support of ARDEX and Wakol, we have been able to make the largest investment in the company's history: the construction of the LOBA Centre for Research & Development in Ditzingen, which opened in January 2024.

The building's design concept is centred around innovation and sustainability. To minimise the environmental footprint of the building, LOBA has focused on intelligent energy concepts and environmentally friendly materials. From the very beginning, the project was planned with sustainability in mind and it meets the requirements of the Gold Standard of the DGNB – German Sustainable Building Council. Key considerations include reducing the amount harmful and risky substances by using high-quality building materials and ensuring that there is plenty of natural daylight in a building that is fully accessible to people with disabilities. The aim was to create a pleasant working environment that encourages direct interaction.

Furthermore, LOBA is steadily increasing its use of electric vehicles at the site. The vehicles will be charged using electricity generated by the photovoltaic system on the roof of the new

building and will provide carbon-neutral transport. Another focus was cost optimisation over the entire life cycle of the building, including reducing cleaning and maintenance costs, as well as extending the life of materials. The LOBA Centre for Research & Development therefore makes a significant contribution to achieving LOBA's sustainability goals. By 2030, LOBA aims to be climate-neutral in terms of Scope 1 and Scope 2 emissions.

LOBA has always put the emphasis on innovation and sustainability on the product level too. This influences all three business areas: LOBA Professional for manual application, LOBA Industrial for industrial coatings and LOBA Home. In order to develop all three business areas strategically and expand the infrastructure for the future, the Centre for Research & Development features large office, laboratory and testing areas for the Product Development and Application Technology departments. The entire Research & Development area will be equipped with state-of-the-art technology and will be reunited under one roof. Production Logistics will also be housed in the new building. It is expected to be completed in 2025, with occupancy planned for the second half of the year.

*Ready for occupancy
in autumn 2025:
The LOBA Centre for
Research & Development,
January 2025*





Ground-breaking ceremony on 15 January 2024: Mayor of Ditzingen Ulrich Bahmer, LOBA Managing Directors Alfred Melka and Mario Probst with Operations Manager Andreas Beutinger (from left to right) are pleased about the start of the construction work



The handmade time capsule containing the LOBA raven soft toy, the current product catalogue, the first issue of **ORANGE ZONE** and a group photo of the LOBA team is buried

LOBA celebrated its roofing ceremony on 23 October 2024. Those present included: Alfred Melka, Dr Hubert Motzet (CTO of the ARDEX Group and Managing Director of ARDEX Germany), Dr Martin Schäfer (Chairman of the Managing Board at Wakol GmbH) and Mario Probst, together with the entire LOBA team from Ditzingen



Official presentation of the DGfNB Pre-Certificate in Gold: Dr Christine Lemaitre from the DGfNB – German Sustainable Building Council – presents the award to the Managing Directors of LOBA



Operating at full speed: The new bottling line for the end customer segment LOBA Home

PRODUCTION: TOWARDS A BETTER TOMORROW

LOBA has digitised its production processes, modernised its facilities and expanded its filling systems with the future in mind.

Newly constructed filling lines increase capacity to meet the growing demand in all three business areas: Professional, Industrial and Home. Because of its differing requirements, the end customer segment now also has its own filling system. Other measures are planned.

With the continuous development of its company headquarters, LOBA is laying the foundations for a sustainable future and is strengthening its position as a reliable business partner in the region – and as a global player for innovative surface finishing products in all three business areas.

LOBA EXTENDS THE LIFE CYCLE OF FLOORS

LONG-TERM PRESERVATION OF BEAUTIFUL FLOORING

LOBA's guiding principle is to extend the life cycle of floors. With a carefully planned approach and a comprehensive product range, we help to make flooring more long-lasting and therefore more sustainable. The following elements are essential to achieving this goal.

HIGH-QUALITY PRODUCTS FOR LONG-TERM DURABILITY

Our finishes and oils for manual and industrial applications meet the highest quality standards worldwide. They provide floors with particularly long-term protection that exceeds the requirements of standards. Rigorous testing in the laboratory and under real-life conditions guarantees the quality of our products. This effectively delays wear and tear, significantly extending the life of the floor.

IDEAL PRODUCTS FOR EVERY STRESS LEVEL

When it comes to choosing the right product, it is crucial to consider the type of traffic and the stress on your floor: From high scratch resistance and anti-slip properties for restaurants to specific resistance to chemicals for hair salons – LOBA provides its customers with comprehensive training and advice so that they can find the right product to meet every requirement. The LOBA stress levels, which can be found on labels, in the catalogue and in technical documentation, make this choice easier. Four of our many test categories form the basis for this classification: Single scratch, Abrasion, Significant wear and Resistance to chemicals.

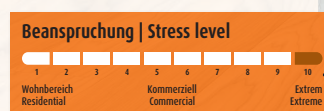
Four test categories have been selected that best represent the resistance of the finishes:

- Single scratch
- Abrasion
- Significant wear
- Resistance to chemicals

Based on laboratory values in the various categories, the 1K and 2K finishes are rated on a scale of 1 to 10 and an average value is calculated.

	2K Duo
Single scratch	9
Abrasion	10
Significant wear	9
Resistance to chemicals	9
Average value	9.3 -> 9

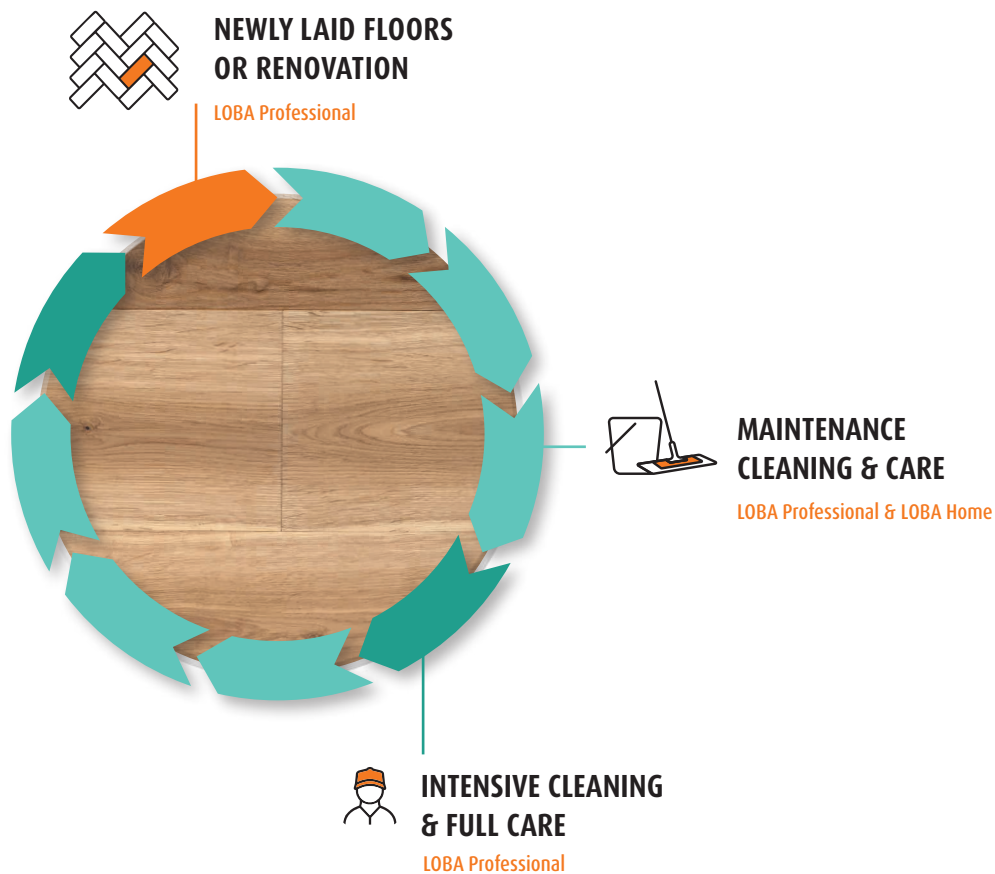
Example of a calculation using 2K Duo



Shown on the product label



THE LIFE CYCLE OF FLOORS



CORRECT APPLICATION FOR IMPRESSIVE RESULTS

To ensure the top performance of its products, LOBA gives its customers the necessary technical information to apply the products correctly. With the help of training courses and easy-to-understand documentation, LOBA explains how to apply the finishes and oils professionally so that they can provide full protection.

REGULAR CLEANING AND CARE

Regular care and cleaning are essential to keep the floor in the best possible condition. LOBA offers products both for professional applications (LOBA Professional) and for home use (LOBA Home) that restore and maintain the protective film on the floor. Special care products can conceal small scratches and adjust the gloss level of the floor – without any extensive renovation work.

RENOVATION INSTEAD OF LAYING NEW FLOORS

If the floor is heavily worn or damaged, renovation is still a more sustainable choice than installing a brand new floor. This not only saves resources and protects the environment but also reduces waste and CO₂ emissions. LOBA provides everything you need for professional surface treatment – from the right abrasive to tips for preparing the floor. This means that the flooring can be restored almost to its original condition. The

options range from simple re-coating or re-oiling to complete renovation with full sanding and re-finishing.

FOCUS ON WOOD FLOORS

In its product range, LOBA puts the emphasis on the use of wood floors, which can be renovated several times and therefore have a long life. When a wood floor eventually reaches the end of its life, the wood can be recycled and reused to make other products, such as chipboard.

OVERVIEW OF THE IMPORTANT FACTORS

LOBA's aim is to extend the life cycle of floors for increased sustainability. With the right combination of high-quality products, tailored care and targeted renovation, the environmental footprint of every floor can be minimised and its useful life can be maximised. Sustainability begins and ends with LOBA – for lastingly beautiful floors and for the future of our planet.

SUSTAINABLE

HIGH EXPECTATIONS WITH LOBA



BREEAM®



Nachhaltiges
Bauen
BNB system



QNG system

More and more builders are opting for sustainable buildings, because of their beliefs, the requirements of the project or an application for grant funding. LOBA is often asked whether its products meet the standards of a variety of certification systems. The answer is yes.

For our finishes and oils, the focus is on the content and emissions of volatile organic compounds (VOCs) and on avoiding substances of very high concern. While the German certification systems use the GISCODE and EMICODE® classifications, the LEED and BREEAM systems are based only on the EMICODE® classification. But which certification systems are available for buildings? There are many different systems in use.

CERTIFICATION SYSTEMS IN GERMANY

The **BNB system** (Assessment System for Sustainable Building) is a comprehensive assessment system developed by the German government which takes a holistic approach to sustainability in construction and is mainly used for the planning and assessment of public buildings in Germany. The **QNG system** (Quality Seal for Sustainable Buildings), on the other hand, was specifically developed to meet the requirements of German federal funding applications and sets the sustainability standards for buildings that are eligible for funding through the KfW (Credit Institute for Reconstruction). The certifications are awarded in

cooperation with accredited certification bodies, including the DGNB and the BNB.

The **DGNB system** (German Sustainable Building Council) was developed in Germany and is applicable internationally. The DGNB system originally shared a common basis with the BNB system, but they later went their separate ways and developed in different directions. The main difference is in the areas where they are used: While the DGNB system covers all types of construction projects, the BNB system focuses on public buildings. The DGNB system has also integrated new and innovative features over time.

INTERNATIONAL CERTIFICATION SYSTEMS

Alongside the DGNB system, **LEED** (Leadership in Energy and Environmental Design) and **BREEAM** (Building Research Establishment Environmental Assessment Method) are considered the most well-established certification systems for sustainable buildings worldwide. LEED and BREEAM have long been widely recognised and also take a holistic approach. However, both systems place particular emphasis on the environmental aspects of building. In contrast, the DGNB system – in a similar way to the BNB system – considers all three pillars of sustainability to be equally important: environmental, social and economic.

BUILDING

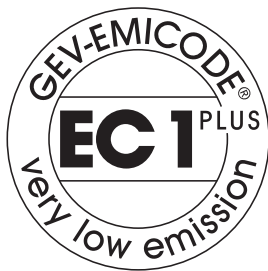
GUARANTEED LOW EMISSIONS! LOBA AND EMICODE®

LOBA puts great emphasis on the sustainability of the product range – for the safety and well-being of customers.

LOBA products have several seals of approval, including **EMICODE®** certification, all of which demonstrate its commitment to sustainability. EMICODE® certification is awarded by the GEV (Association for the Control of Emissions in Products for Flooring Installation, Adhesives and Building Materials) and is used to certify hard-wood floor finishes, for example. Independent, accredited institutes measure the VOC emissions of our products and test them to rule out the presence of any substances of very high concern.

INCREASED REQUIREMENTS FOR EMICODE® CERTIFICATION

On 1 July 2024, the GEV increased its requirements for the maximum solvent content of surface coatings and changed the limit values for the classification of products. This affects some LOBA products. The current EMICODE® and GISCODE classification can be found in the technical information, on the product pages and in the overview below. LOBA is changing its product labels gradually in order not to waste valuable resources.



LOBA products

Joint sealant

GapFiller in various colours D1

Oil-/wax-based

2K ImpactOil & 2K ImpactOil Color Ö10/DD+

HardwaxOil EcoPlus Ö20+

Finish

2K InvisibleProtect W2/DD+

2K Duo semi-gloss, satin W2/DD+

2K Style W2/DD+

EasyFinish Neo W2+

GISCODE



LOBA products

Primer

VivaPrime* W2+

StyleBase* W2+

Finish

2K Supra A.T. W3/DD+

SportFinish W2+

Viva W2+

Life W2+

GISCODE



LOBA products

Joint filler

EasyFill W2+

VivaFill* W2+

Primer

EasyPrime* W3+

Finish

2K Fusion W3/DD+

EasyFinish* W3+

Speed W2+

GISCODE

* The EMICODE® classification of these products has changed.

SUSTAINABILITY MEETS PERFORMANCE: EASYFINISH NEO

TAKEN TO THE NEXT LEVEL – THE NEW GENERATION OF
THE PROVEN 1K FINISH WITH 2K PERFORMANCE

go easy
get neo!



NEW



2K PERFORMANCE



**RENEWABLE
RESOURCES**



25 % REDUCTION

The impressive features of EasyFinish Neo include its modern formula based on renewable raw materials, a 25 % reduction in CO₂ emissions compared with the industry standard and maximum durability.

High-performance, sustainable, easy: LOBA has launched EasyFinish Neo, a new wood floor finish that combines the ease of use of a single-component system with the durability of a two-component finish. This innovative product, made with renewable resources, is the sustainable successor to the globally successful EasyFinish and sets new standards in performance, processing safety and environmental compatibility.

HIGHLY DURABLE – HIGHLY VERSATILE

1K finish with 2K performance: EasyFinish Neo offers the durability of a 2K system, following the tradition of EasyFinish. It is highly resistant to mechanical wear and household chemicals.

EasyFinish Neo is therefore ideal for living areas with heavy traffic and for commercial use. In combination with either LOBA SportCare or Refresh, it also meets the requirements for sliding friction in accordance with the DIN 18032 standard for sports floors. EasyFinish Neo was developed for use on hardwood floors and cork floors and is available in semi-gloss and satin variants.

CONSISTENTLY SUSTAINABLE

The sustainable production process for EasyFinish Neo is impressive and, according to the European Polymer Dispersion and Latex Association (EPDLA), reduces CO₂ emissions by 25 % compared to the industry average. Another advantage in terms of eco-friendliness is that it is made with renewable raw materials extracted from castor oil and rapeseed oil. As a result, the radio-carbon test (in accordance with ASTM D6866-18) shows that EasyFinish Neo has a renewable carbon content as high as 34.5 %.

The following properties add the finishing touches to the sustainability profile of EasyFinish Neo: Certified in accordance with EMICODE® EC1^{PLUS}, the water-based finish has particularly low emissions. The formula contains no per- and polyfluorinated chemicals (PFAS), plasticisers, heavy metals or substances of very high concern (SVHCs) and therefore complies with the most recent standards. Even the container is made from 100 % recycled plastic in keeping with the concept of sustainability.

EASY TO USE

Thanks to its excellent processing properties, EasyFinish Neo can be applied safely and without lap marks. The finish is characterised by excellent flow properties and optimal sandability without clogging the sand paper.

EasyFinish Neo is compatible with all LOBA primers. It can also be combined with all LOBA additives and is fully compatible with many of the wood floor adhesives supplied by Wakol as part of the tried-and-tested LOBA Wakol – Connected Systems.

The recommended system setup for hardwood floors consists of one coat of primer (e.g. EasyPrime) and two coats of EasyFinish Neo. For cork floors, the finish is applied in three coats without a primer.

EasyFinish Neo sets a new industry standard: safe to use for contractors, healthy for end customers, with impressive performance.

“Our customers praise EasyFinish Neo in particular for its easy and safe application. It produces reliable results even under difficult conditions. The general consensus is that surfaces treated with EasyFinish Neo have a uniform appearance and are highly durable.”



Dr Benjamin Pohl
Head of Product Development at LOBA

SPEED: THE WATER-BASED ONE-DAY SYSTEM FOR HARDWOOD FLOORS

FAST AND FULL-BODIED – MAXIMUM PROTECTION WITH JUST TWO COATS



Speed – fast processing, high-quality look, excellent durability

The innovative 1K wood floor finish Speed offers a professional solution for time-critical projects. Its efficient two-coat system is impressive. It intensifies the colour of the wood and creates a high-quality, full-bodied appearance. Speed is available in semi-gloss and satin variants.

EFFICIENT PROCESSING IN A ONE-DAY SYSTEM

Speed, the new water-based 1K wood floor finish, is a two-coat system without a primer, making it an ideal one-day solution for a variety of projects. Thanks to its high solids content, it achieves the layer thickness of a traditional three-coat system and saves both time and materials. Despite the higher material requirements per application (first coat 150 g/m² and second coat 120 g/m²), the overall consumption is significantly reduced. Speed is particularly easy to use due to its excellent processing properties and sandability. Under ideal conditions, intermediate sanding can be carried out easily and evenly after just four hours drying time. Overall, Speed significantly reduces the costs of wood floor finishing compared with conventional finish systems, because less time and less materials are needed.

EXCELLENT DURABILITY AND A WIDE RANGE OF USES

LOBA's quick wood floor finish is ideal for hardwood floors for domestic use and for light commercial use. Speed is highly resistant to plasticisers from wood floor adhesives and is fully approved for the wood floor adhesives of the LOBA Wakol – Connected Systems. Speed is therefore recommended for both renovation projects and newly laid wood floors. Thanks to its high resistance to mechanical wear and chemicals, Speed meets the requirements of LOBA stress level 6 and ensures that floors have a long life. When it is combined with LOBA additives, it offers a wider range of uses and design options. For example, the addition of SlipResist increases the anti-slip properties, while Whitener can be used to create a fresh Scandinavian look.

"Highly efficient thanks to the small amount of time and materials needed: LOBA Speed is ideal for time-critical projects. The product is already a firm favourite with our Swiss customers."



Hakan Schäl

International Sales Manager for Switzerland, Austria, Southern and Central Europe at LOBA

LOBA RECOMMENDS:



Cleaner



Refresh



ParkettCare



Deluxe 120
roller

BLENDING TRADITION AND MODERNITY

SHOWROOM AT KUTTER 1825 JEWELLERS, STUTTGART



PROJECT FACTS

Project: Kutter 1825 Jewellers, Stuttgart

Manufacturer: LOBA GmbH & Co. KG

Product: 2K InvisibleProtect

Type of floor/installation:

Solid oak flooring laid in a double herringbone pattern

Surface area: 105 m²

LOBA professional: Das Parkett,
Robert Dumančić Bodenbeläge,
Kornwestheim



The wood floor was treated with 2K InvisibleProtect to protect the surface while preserving the natural colour of the wood

The old-established jewellers Kutter 1825 look back on 200 years of history this year. As part of a brand relaunch, the prestigious jewellers decided on a new corporate design. The company's showroom has now also been extensively renovated and modernised. LOBA's 2K InvisibleProtect was used to protect the surface of the newly laid double herringbone solid oak floor.

Combining tradition and modernity while creating a sustainable shopping experience was a priority for the two owners of Kutter 1825, Monika Kaden and Jochen Möhrle. The Stuttgart-based architect Karolina Ćurić was entrusted with the task of achieving the high standards of quality and exclusivity that were required. "The goal of my design concept was to create an open, warm and inviting atmosphere," she explains. As a result, she chose to use high-quality building materials such as natural stone, lime paint and oak. "The materials were left almost in their natural state, so the colour scheme of the design comes from the materials themselves," she adds.

To ensure that the high-traffic entrance area, in particular, could withstand everyday use and was easy to maintain, the LOBA partner, Robert Dumančić, recommended coating the hardwood floor with a water-based protective film. The decision was made to use 2K InvisibleProtect. Its innovative raw materials preserve not only the natural look but also the feel of the raw, sanded wood, which is what makes

this surface protection unique. 2K InvisibleProtect is extremely resistant to mechanical wear and chemicals in the long term. And the surface is as easy to clean as a finished floor. To ensure that the surface treatment was in harmony with the colour of the natural stone and the lime paint on the walls, various setups were tested.

The elegant raw wood look achieved by applying two coats of 2K InvisibleProtect was enough to convince the customer, the architect and the contractor. The product is applied in two coats without primer on hardwood and cork floors and has very low levels of emissions in accordance with EMICODE® EC1^{PLUS}. The "invisible" surface protection also meets the anti-slip requirements of DIN EN 16165:2021-12 for work areas, evaluation group R10, and the requirements of ÖNORM C1254:2009 for the highest stress levels on hardwood and cork floors. The product preserves the natural colour of the oak flooring, which blends harmoniously into the overall interior design concept.

The owners, who are brother and sister, are thrilled with the overall result. Jochen Möhrle is delighted: "Our commitment to quality and exclusivity is perfectly reflected in the new look. Our customers love the friendly atmosphere. With our new look, we are ready for the future."



Natural stone, lime paint and a solid oak hardwood floor create a warm and inviting atmosphere

All photos: © Jonathan Sage / www.jonathansage.de

Do you want to preserve the extra-matte or “invisible” look of your finished wood floor or flexible flooring? Or change the gloss level from satin to extra-matte? It’s easy – with the new professional care product InvisibleCare.



FROM IDEA TO SUCCESS: 2K INVISIBLEPROTECT

HOW LONG HAS LECOL BEEN COLLABORATING WITH LOBA?

WHAT MAKES THIS COLLABORATION SPECIAL?

Our collaboration began when I joined Lecol in 1990. From the very beginning, we have been developing and testing new products together. LOBA responds to the needs of our markets – the Netherlands, Belgium and the United Kingdom. LOBA products are the best in the world for their intended purpose.

WHY AND WHEN DID YOU COME UP WITH THE IDEA OF AN “INVISIBLE” WOOD FLOOR COATING?

That was in 2015. There was a new trend: the sanded, untreated wood look, including in combination with a Scandinavian-style interior design. The first products of this kind were already available, but their quality was not impressive. We knew that LOBA could do it better. Later that same year, LOBA launched the water-based surface protection 2K InvisibleProtect. It maintains the light, satin appearance of untreated wood. The surface even feels like the natural wood grain.

ARE YOU AND YOUR CUSTOMERS HAPPY WITH THE APPLICATION AND PERFORMANCE OF 2K INVISIBLEPROTECT?

Because it is a two-coat system, 2K InvisibleProtect saves a lot of time. Our customers are very pleased with this product and around 50 % of them combine it with the LOBA additive Whitener. It is easy to use, with excellent flow properties and no overlap marks. 2K InvisibleProtect surfaces are extremely long-lasting.



Pieter Pruyn

Product Manager for the United Kingdom, the Netherlands, Belgium; Sales Manager for the United Kingdom at Lecol BV



ADDITIVES

SMALL PRODUCTS
WITH A BIG IMPACT!



Innovative LOBA additives can be used with water-based LOBA systems to change the function and look of wood floors easily and safely. The additives come in small containers that take up very little storage space. They are compatible with most of the LOBA finishes.



LOBA additives

ANTI-SLIP SLIPRESIST

To prevent accidents caused by tripping, slipping or falling, flooring in public and work areas must be slip-resistant. Almost all the satin, semi-gloss and extra-matte variants of the water-based systems from LOBA – the pioneer in the development of anti-slip finishes for hardwood floors – are certified slip-resistant in evaluation group R9. Adding SlipResist to the final finish coat gives the flooring the anti-slip properties of evaluation group R10 and meets the requirements for work areas in schools, for example.

Other advantages of using SlipResist: It is water-based, solvent-free and can be used on wood, cork, linoleum and PVC floors. The additive has no negative effects on the soiling resistance or the other properties of the finishes; their compatibility and drying time remain unchanged. And SlipResist is easy to apply.

SLIPRESIST FOR USE IN THE FINAL FINISH COAT

Finishes	
2K Supra A.T. 2K Duo satin, semi-gloss and extra-matte 2K Fusion 2K Drive EasyFinish Neo EasyFinish satin, semi-gloss Speed	2K InvisibleProtect 2K UltraElastic 
+ LOBA SlipResist additive	
 R10 10-19°	 R11 19-27° 



LIGHT, WHITER, WHITENER

The same floor – a new look. LOBA Whitener was developed for customers who want a lighter, Scandinavian look for their wood floors. The additive not only achieves uniform brightening of the wood surface, but also intensifies the whitening effect of white-coloured surfaces. Whitener reduces the natural yellowing of the wood.

Variable application in one or more layers makes the system highly flexible, allowing the contractor to control the brightening intensity in stages as required, depending on the number of coats that Whitener is added to. The additive can be applied on all light wood species and light-coloured wood surfaces. Whitener is solvent-free, compatible with all water-based LOBA primers and finishes and safe to use. A useful fact: When the product is applied with satin finishes, the risk of lap marks is reduced.



MORE WARMTH, MORE INTENSITY: AMBERIZER

From time to time, wood floors need a makeover: a boost of depth and intensity, warmth and shine. LOBA Amberizer is the ideal additive for intensifying the colour of dark wood. It allows the colouring of a renovated or newly installed hardwood floor to be matched to existing floors. By applying Amberizer in one or more coats, contractors can control the colour intensity in line with their customers' wishes.

OTHER LOBA ADDITIVES:



SUN PROTECTION: UV-PROTECT

This additive protects light coloured wood species, such as maple, birch, ash and spruce, against yellowing from exposure to UV light. This preserves the colouring of the freshly finished floor over the long term.



NO RUSH! ARGO

This additive prolongs the drying time, increases the product open time and minimises the risk of lap marks. For the ideal finish with LOBA's water-based systems.



Small dining room, 2K ImpactOil on oak

SILKY SHINE IN A HISTORIC SETTING

FLOORS IN HOTEL SÜLLBERG RENOVATED IN RECORD TIME

In 1837, a restaurant with a unique panoramic view of the river Elbe opened in an elevated location on the Süllberg in Hamburg-Blankenese. Around 1900, the first hotel also opened its doors on the plateau of this 75-metre-high hill. In addition to the striking observation tower, the historic ambience of the luxury hotel also attracts many guests to the Süllberg to dine, celebrate in the Crystal Hall or simply unwind.

Following a change of management in the winter of 2022, the new team decided to renovate the hotel. In addition to new furnishings and decor, the wood floors in the Crystal Hall and the small dining room as well as the fireside lounge and reception area were professionally refurbished. "The hotel was closed for the duration of the renovation work," says Roland Berndt from Parkett-Berndt GmbH. "We had exactly five days to renovate about 1200 square metres of hardwood floor." The goal was to restore the floors to their original appearance.

Roland Berndt and his team took on the challenge of Hotel Süllberg. First, the hardwood floor was completely sanded down and the top layer was re-glued in certain areas, such as in front of the bar in the Crystal Hall. "In some areas, the wear layer was already very thin which meant that the utmost care was required during sanding," explains Roland Berndt. In the reception area, it turned out that the oak floor installed there was coloured. The range of LOBASAND abrasives and pads with high-quality ceramic particles were used for sanding. The fine sanding pattern created the ideal conditions for treating the surface with oil. After small areas of damage had been repaired and the gaps had been filled with the EasyFill water-based joint filler, work on finishing the hardwood floor surfaces began.

The walnut herringbone flooring in the Crystal Hall, the oak herringbone flooring in the small dining room and the merbau floor in the fireside lounge were all treated with 2K ImpactOil transparent. LOBA's solvent-free High Solid oil permanently impregnates wood floors, accentuates the natural grain of the



PROJECT FACTS

Project: Hotel Süllberg, Hamburg
(reception, dining rooms and fireside lounge)

Manufacturer: LOBA GmbH & Co. KG

Product: LOBASAND Ceramic,
EasyFill, 2K ImpactOil and 2K ImpactOil Color

Type of floor/installation:

Walnut and oak hardwood floors laid in a herringbone pattern, merbau floorboards

Surface area: 1200 m²

LOBA professional: Parkett-Berndt GmbH,
Neuenkirchen-Grauen

wood and adds visual depth to the surface. 2K ImpactOil Color in Walnut was applied to restore the floor in the reception area to its original colour. This high-quality product is made from linseed oil, has a solids content of 100 % and has very low emissions in accordance with EMICODE® EC1^{PLUS}. It also gives the surface certified anti-slip properties in accordance with DIN EN 16165:2021-12, evaluation group R10, as required for restaurant areas, for example.

"It was very special for us to be allowed to work in Hotel Süllberg, which has a long history. Our customer is very happy with the fresh appearance and colour of the refurbished old floors. We managed to meet the tight schedule, not least thanks to the easy-to-use LOBA systems," says Roland Berndt.

LOBA RECOMMENDS:



2K ImpactOil



2K ImpactOil Color



EasyFill



ParkettOil



Trowel

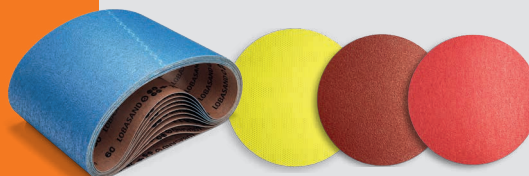


Micro 60-80
oil roller



**LOBASAND ABRASIVES
& PADS**

Application videos for
various requirements





HARDWAXOIL: VELVETY FEEL AND RICH LOOK – FROM RAW WOOD TO COLOUR DESIGNS

EXCELLENT RESISTANCE WITH NO OXIMES OR COBALT

HardwaxOil, the new film forming hardwax oil from LOBA, brings out all the beauty and character of the wood. Whether you are aiming to achieve an oiled appearance, a raw wood look or a colour design in combination with 2K ImpactOil Color, HardwaxOil forms a resistant, anti-slip layer that provides reliable protection against moisture and dirt. Double strength for contractors – thanks to its ideal application properties, it is particularly safe to use. The state-of-the-art raw material base contains no harmful oximes or cobalt.

In all three gloss levels – semi-gloss, satin and extra-matte – the transparent HardwaxOil has many advantages: It is ideal for partial touch-ups and dries quickly. It is slip-resistant in accordance with evaluation group R10 of DIN EN 16165:2021-12 and is perfect for use in work areas. HardwaxOil surfaces are suitable for children's toys (in accordance with DIN EN 71-3) and are therefore harmless for small children.

Anyone who prefers the natural look of raw wood will love HardwaxOil Nature: The finished surface has the appearance of sanded, untreated wood. This is achieved using a special formula that significantly reduces the grain accentuation that is typical of oiled surfaces.

A touch more colour? In combination with the plant-based, very low-emission 2K ImpactOil Color product (EMICODE® EC1^{PLUS}), the design options are endless. All the colours can be mixed with each other – to meet individual customers' requirements. For this system setup, there is the option of pre-treating the floor with the solvent-free, water-based pigment stain PreTone to intensify the colour experience. This is followed by trowel application of the proven High Solid oil 2K ImpactOil Color and finally the surface is coated with one layer of HardwaxOil. With lighter 2K ImpactOil Color shades, HardwaxOil Nature can be used as an alternative.

The transparent HardwaxOil is applied ergonomically with a roller, while a combination of roller and trowel is used for HardwaxOil Nature. Both products are applied in two coats. All HardwaxOil products can be used on hardwood floors, while the transparent HardwaxOil is also suitable for cork floors. The treated floors are ideal for light to medium traffic and, with regular care, they are also suitable for high-traffic areas. HardwaxOil surfaces combine the natural, full-bodied look and soft feel of an oiled floor with the high resistance, reduced soiling and easy care of finish systems.

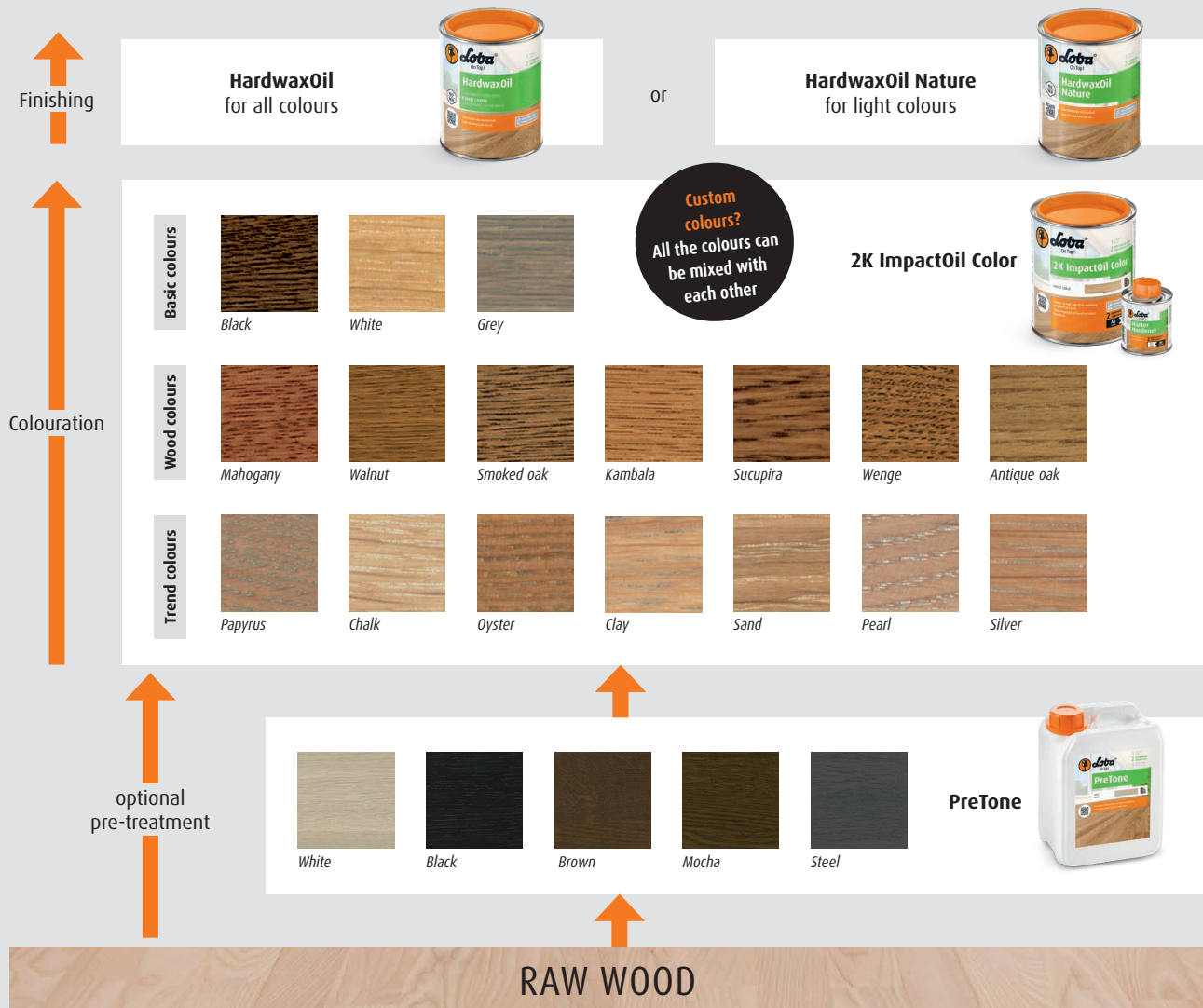


**The easy solution
for oiled floors
with superficial
signs of wear:**

Permanent OilCare
forms a thin layer
that ensures a
consistent surface
with long-lasting
protection.



A RANGE OF COLOUR DESIGNS FOR HARDWAX OIL SURFACES



LOBA STAIN

THE FASTEST DRYING STAIN FOR AN INTENSIVE COLOUR EXPERIENCE



LOBA Stain has been specifically developed for fast and intensive colouring of hardwood floors. With a drying time of just one hour, Stain allows you to finish a project and start using the floor more quickly.

Is your customer looking for a different shade? Do you want to colour a floor quickly and easily? We have the solution! With a range of twelve different colours that can be mixed with each other, Stain allows for highly individual colour designs. The intensity of the colour can also be controlled by mixing the coloured variants with the transparent variant. This allows the floor colour to be perfectly matched with the surroundings.

EASY PROCESSING

LOBA Stain is simple to apply and is not self-combustible. Because the smell of Stain dissipates rapidly, the finished floor can be used again within only a short time. Stain can be applied ergonomically while standing or using the rag-on/rag-off

technique. When the LOBA microfibre applicator is used, Stain is applied in thin coats one section at a time. The excess is then removed using a single-disc machine and LOBASAND NormalPad white. Alternatively, Stain can be applied in sections using a lint-free cloth and the excess can be removed with a second lint-free cloth.

A RANGE OF OPTIONS – FROM FINISH TO HARDWAX OIL

The alcohol-based Stain is suitable for final treatment with LOBA primers and water-based finishes or with LOBA HardwaxOil. When using water-based systems, the drying time is typically one hour, while it is two hours with HardwaxOil. The water-based finishes can be applied either in three coats or using primer and two coats of finish.

COLOURS AND APPLICATION



TIP ON TOP



LOBA AMBERIZER

To intensify the look of warm, dark colours, LOBA Amberizer can be added to the primer.



LOBA WHITENER

For a more intensive Scandinavian look on light stains such as Strong White, LOBA Whitener can be added to the primer or even used in all coats of the system setup.

WOOD SPECIES CONTAINING TANNIN – A SPECIAL CASE

When the colour Strong White is used on wood species that contain tannin, such as oak, the following setups achieve the best possible result:

OPTION 1:

2K InvisibleProtect: After applying the stain and allowing one hour of drying time, three coats of 2K InvisibleProtect are applied – for a fresh raw wood look. Intermediate sanding is needed before the final coat.

OPTION 2:

Water-based LOBA finishes: After applying the stain and allowing two hours of drying time, one coat of PrimaSeal and then two coats of the water-based LOBA finish are applied with a roller. Intermediate sanding is needed before the final coat.

LOBA RECOMMENDS:



Microfibre applicator

EXPERTISE: COLOURING HARDWOOD FLOORS

LOBA'S COLOURING SYSTEM



*2K ImpactOil Color on oak. Private apartment, Cape Town, South Africa
LOBA professional: Zimbo's Oak Flooring*



Colouring adds the perfect touch to manual surface finishing. When the factors mentioned here are taken into account, beautiful, high-quality floors can be designed to meet customers' requirements.

BEFORE COLOURING – PREREQUISITES AND CUSTOMER CONSULTATION

Before the project starts, a comprehensive consultation with the customer is essential. Every renovation project requires a customised solution that takes into account both the natural wood colour and its structure. A colour sample of the selected treatment should always be applied to the original flooring, as colours look different on every floor. The preparation and technique used to apply the sample should be the same as the subsequent floor finish.

WHICH TYPES OF WOOD ARE SUITABLE FOR COLOURING?

In principle, all types of wood can be coloured – but not equally well: Oak and ash, for example, have large pores and are ideal for colouring. They absorb the colour effectively and evenly. Beech and maple, on the other hand, are less suitable as their fine-pored structure absorbs less colour. Complications generally arise when the natural wood colour is significantly different from the colour wanted by the customer, for example, when walnut is to be coloured white.

WHAT SHOULD YOU CONSIDER WHEN IT COMES TO SANDING?

For colouring, a particularly even sanding pattern is required as colouring accentuates sanding mistakes. Using different types of sanders, such as belt sanders, edge sanders and corner sanders, results in an inconsistent sanding pattern. This can be resolved by smoothing out the surface with a single-disc machine and the LOBASAND PerforatedPad (P100 grit), for example. To achieve a uniform colour effect, the surfaces can be water-popped before colouring.

COLOURING SYSTEMS – DIFFERENCES AND OPTIONS

There are various systems available for colouring wood and their results can be very different in terms of look, feel and durability. These can be oil-based, water-based or alcohol-based systems. Most of the colour pigments in the products remain in the surface structure of the wood. The additives LOBA Whitener and Amberizer are the exceptions here as their colour pigments are bonded in the finish film. Depending on the colouring system used, the following setups are recommended:

1. Oil surfaces – non-film forming

Ready-coloured oils are available, which already contain the colour pigments: low-emission High Solid oil systems such as the anti-slip 2K ImpactOil Color (DIN EN 16165:2021-12, evaluation group R10). Its 17 colour variants can be mixed to expand the range of colours as required. To increase the colour



Hardwax oil surface with a raw wood look. Private home, Cape Town, South Africa
LOBA professional: Zimbo's Oak Flooring



2K ImpactOil Color Smoked oak on oak. Private home, Haslemere, United Kingdom
LOBA professional: Wood Floors of Hampshire

intensity or achieve a two-tone effect, the water-based pigment stain LOBA PreTone can also be used. To intensify the colour, the pigment stain can easily be applied and is followed by two applications of coloured oil using a trowel. After each application of oil, the excess must be removed using a single-disc machine and the LOBASAND SpecialPad beige.

2. Hardwax oil surfaces – film forming

If you prefer a coated surface with an oil look, the HardwaxOil treatment is recommended. It contains no harmful oximes or cobalt, is moisture-resistant, dirt-repellent and easy to maintain. The anti-slip HardwaxOil (DIN EN 16165:2021-12, evaluation group R10) has an impressive full-bodied look and velvety feel and is available in semi-gloss, satin and extra-matte variants. The transparent HardwaxOil can be applied as a final coat after a single layer of 2K ImpactOil Color. HardwaxOil Nature, on the other hand, creates a raw wood look and is suitable for coating the lighter colours of 2K ImpactOil Color. HardwaxOil transparent and HardwaxOil Nature are applied in one coat on 2K ImpactOil Color using the LOBA microfibre 60–80 oil roller.

3. Finished surfaces

The advantage of colouring with water-based systems is the wide choice of gloss levels – from the extra-matte look and feel of 2K InvisibleProtect to the high-gloss look of 2K Duo gloss.

Finished surfaces are also particularly durable and easy to maintain. Two different options are available for colouring with finish systems – LOBA additives and the Stain pigment stain.

Whitener and Amberizer additives

Wood floors can be coloured quickly and easily using the two water-based LOBA additives Whitener and Amberizer. Whitener picks up on the Scandinavian trend of light, natural tones, while Amberizer accentuates the beauty of darker woods and impressively intensifies their depth. When these solvent-free additives are used, all the properties of the finishes are retained. The colour intensity of the additives can be carefully controlled by applying them in several layers. The additives must be shaken into the primer or finish, or stirred in using the LOBA colour mixer, and when the mixture is ready, it can be applied in the normal way.

LOBA RECOMMENDS:



PreTone



2K ImpactOil
Color



HardwaxOil &
HardwaxOil Nature



Stain



2K Duo



Whitener &
Amberizer

One for all: Stain pigment stain – for hardwax oil and finished surfaces

This fast-drying alcohol-based pigment stain is compatible with both the water-based systems and the film forming HardwaxOil from LOBA. After just one hour, the stained surface can be finished using water-based systems and, after two hours, it can be coated with HardwaxOil or HardwaxOil Nature, which are used on lighter-stained surfaces. With twelve colours that can be mixed with each other, colouring creates a vibrant effect. The colour intensity can be adjusted by mixing the coloured variants with the transparent variant.

Stain is easy and ergonomic to apply while standing. Hardwood floors must be carefully sanded before staining them. Stain is then applied in sections using a lint-free cloth or the LOBA microfibre applicator. The excess must be removed immediately using a clean lint-free cloth or LOBASAND NormalPad white. Allow to dry completely before finishing.

Three finishing options are available for floors coloured with Stain:

- three-coat application of a water-based finish
- primer followed by a two-coat finish or
- coating with HardwaxOil or HardwaxOil Nature.

THE LOBA COLOUR SYSTEM – IN BRIEF

If you want a floor that is as durable and easy to maintain as possible with a subtle to strong colour intensity, you should opt for a finished surface with additives applied or with a Stain pre-treatment.

If you prefer an oiled look and velvety feel with a high level of durability, we recommend 2K ImpactOil Color with a HardwaxOil coating. To accentuate the natural beauty of the wood, the solvent-free 2K ImpactOil Color is the best choice.

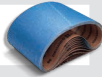

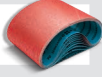



For the look and feel of raw wood, HardwaxOil Nature by itself or in combination with 2K ImpactOil Color or Stain colours is the ideal solution.

Are you looking for an individual colour design? Discover the wide range of options from LOBA.

LOBASAND ABRASIVES & PADS – SANDING RECOMMENDATION FOR COLOURATION

Sanding to meet high standards

For preparation for colouring or oiling

COARSE	P40 Zircon for fast removal	
MEDIUM	P80 Ceramic for more effective removal with a long tool life	
FINE	P120 Ceramic for an even sanding pattern	
FINAL SANDING	P100/P120 PerforatedPad with DustPad for smoothing out sanding marks at the edges and on the main surface	
EDGE	P40 Zircon for fast removal and P80 Ceramic for even more effective results and a fine sanding pattern	
	P100 Aluminium Oxide with a random orbital sander	



Application videos
for different
requirements

INVISIBLECARE

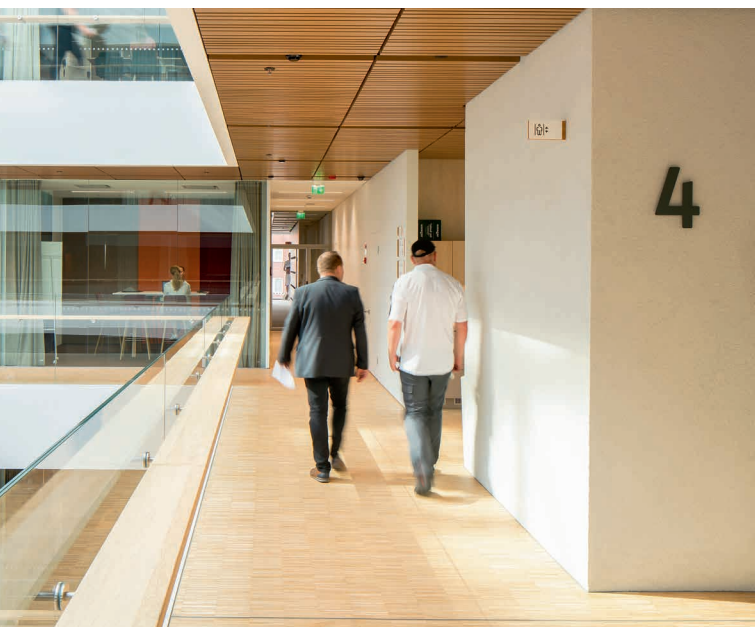
ONE CARE PRODUCT, TWO FUNCTIONS:
MAINTAINS EXTRA-MATTE SURFACES
AND CHANGES THE GLOSS LEVEL OF
SEMI-GLOSS AND SATIN FINISHED
FLOORS TO EXTRA-MATTE



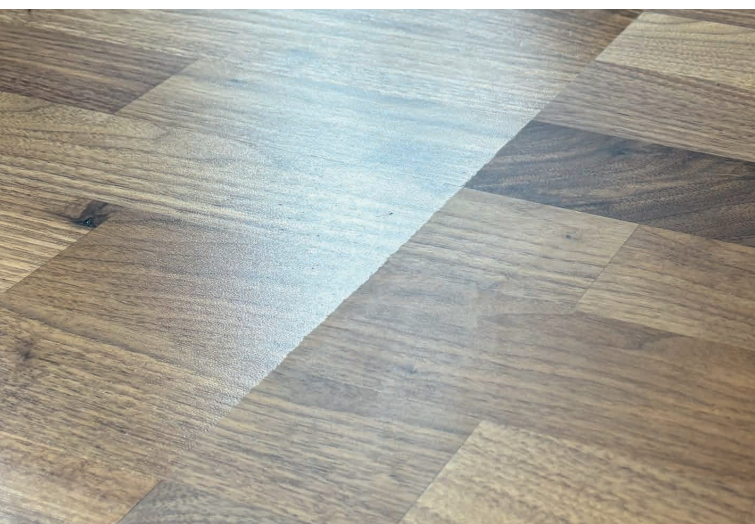
The revolutionary water-based dispersion care product LOBA InvisibleCare covers finished wood, cork and linoleum floors and resilient flooring with an extra-matte protective layer that conceals signs of wear and tear and visually enhances the surface. InvisibleCare also gives semi-gloss and satin finished floors an extra-matte look.

This innovative product from LOBA forms a layer on the surface that will wear away over time and protects the floor from light scratches and signs of wear. InvisibleCare maintains the anti-slip properties of floors finished with 2K InvisibleProtect in accordance with DIN EN 16165:2021-12, evaluation group R10. Similarly, all surfaces finished with the SlipResist additive retain their anti-slip properties. At the same time, the extra-matte care product significantly reduces the adhesion of dirt. Thanks to these properties, the use of InvisibleCare significantly extends the renovation cycle and helps to reduce resource use.

InvisibleCare – the simple solution for redecorating semi-gloss or satin finished surfaces and maintaining the condition of extra-matte floors. No time-consuming and costly renovation measures are needed. Simple and safe for contractors, fast and cost-effective for end users.



InvisibleCare maintains floors finished with 2K InvisibleProtect and extra-matte finished surfaces and provides highly effective protection against wear. K-Kampus, JKMM Architects, Helsinki, Finland. Photo: © Mika Huisman/Decopic



Easily change the gloss level: semi-gloss finished floor, left without and right with InvisibleCare

PERMANENT OILCARE

PERMANENT CARE AND PROTECTION FOR
WOOD FLOORS AND CORK FLOORING –
WITH THE FILM-FORMING PERMANENT
CARE PRODUCT FOR ALL OILED SURFACES



Do you want to refurbish a floor but are not sure whether it is impregnated or coated? Does your customer want to conceal light scratches or worn patches? And protect the floor from signs of wear? We have the solution: Permanent OilCare is ideal for refurbishing floors and providing long-term protection for a variety of oiled and waxed surfaces.

This film-forming maintenance care product is especially recommended for manually and industrially finished hardwax oil and UV oil surfaces. Permanent OilCare extends the restoration cycle of floors in high-traffic areas and ensures a uniform

surface. It forms an additional protective layer similar to a hardwax oil coating on impregnated oiled floors. After maintenance with Permanent OilCare, the existing surface retains its anti-slip properties.

Permanent OilCare is safe to use due to its oxime- and cobalt-free formula and is suitable for children's toys in accordance with DIN EN 71-3. Permanent OilCare – the simple, easy-to-use, healthy solution for oiled floors.



TO THE RESCUE IN THE KNIGHTS' HALL

Restored hardwood floor in the Knights' Hall with a traditional oil surface

INLAID HARDWOOD FLOOR IN MANNHEIM CASTLE RESTORED FOLLOWING WATER DAMAGE

Who wouldn't want to work in a castle? For Eddy Keilbach, hardwood floor restorer and managing director of ZWEIK GmbH in Hockenheim, this was a dream come true – but a far cry from being a fairytale. The sight that greeted him was a beautiful inlaid hardwood floor in a disastrous state.

For reasons that are still unclear, the sprinkler system in Mannheim University Library, located above the Knights' Hall, was activated in February 2024. Large amounts of water poured through the openings for the chandeliers into the castle's ceremonial hall, flooding the intricately crafted floor over the entire area of 360 m². To restore the magnificent baroque-style ceiling fresco in the hall, the castle administration team had scaffolding erected on the hardwood floor – assuming that the flooring could no longer be saved and would have to be completely replaced.

But Eddy Keilbach begged to differ. After being asked to document the damage to the hardwood floor in early summer, he recommended restoring the existing floor. "The extent of the damage was that the top layers were cupping, buckling and separating from the frame infill structure," explains the experienced hardwood floor installer and restorer. In addition, the usual signs of wear were visible on the finished wood surface and the scaffolding had left further marks.

According to the expert, the only measures that could be taken to renovate the floor were the minimally invasive injection of resin through drilled holes to bond the top layers and the restoration of the cavities of the hardwood floor, followed by the re-oiling of the floor. Eddy Keilbach took on the challenge, assisted by his apprentice Joris Sturm and the two hardwood floor restorers Lars Wildermann from Parketthandwerk Wildermann and Marko Domschke from Parkett & Restaurierungswerkstatt Domschke, who is also a specialist group leader of the Federal Expert Group of Wood Floor Restorers.

First, the floor in the Knights' Hall was dried until it reached the correct moisture level, then the restorers had to tap it carefully to identify the separated top layers. They then injected WAKOL MS 335 Repair Resin into around 20,000 drilled holes with a diameter of only 0.5 mm – with the resin at a pressure of up to 800 bar. The fast-curing, silane-modified repair resin is solvent-free and ideal for restoring cavities in hardwood floors. While the resin was curing, the re-glued areas were weighted down with a total of 4000 kg of weights.

Once the resin was fully cured and all the sanding work had been completed, it was time for the finishing. "A classic oil-wax surface is best for a historic floor and gives a full-bodied look," says Eddy Keilbach, who is a long-standing partner of LOBA and Wakol,



Damaged hardwood floor before restoration

PROJECT FACTS

Project: Knights' Hall in Mannheim Castle, State Palaces and Gardens of Baden-Württemberg

Manufacturer: Wakol GmbH, LOBA GmbH & Co. KG

Product: WAKOL MS 335 Repair Resin, LOBA Akzent 100 Oil and Akzent 100 Wax

Type of floor/installation:

Historic inlaid hardwood floor made from oak, smoked oak, ash, elm and European walnut, cherry and pear wood

Surface area: 360 m²

LOBA and Wakol professionals: Eddy Keilbach – ZWEIK GmbH, Hockenheim, with apprentice Joris Sturm; member of the Federal Expert Group of Wood Floor Restorers and Certified Restorer in the craft trades sector

Marko Domschke – Parkett & Restaurierungswerkstatt Domschke, Pockau; Specialist group leader of the Federal Expert Group of Wood Floor Restorers and Certified Restorer in the craft trades sector

Lars Wildermann – Parketthandwerk Wildermann, Simmershofen; Certified Restorer in the craft trades sector

explaining his choice of product. He opted for LOBA Akzent 100 Oil and LOBA Akzent 100 Wax – two solvent-free, plant-based oils. The hardwood floor installers first applied the High Solid oil using a microfibre oil roller and removed the excess with a single-disc machine and pad. After 24 hours, they applied a layer of Akzent 100 Wax and removed the excess as before.

The finished floor now has an elegant, satin shine that subtly blends into the unique historic setting. The inlays are made up of seven types of wood: oak, smoked oak, ash, elm, European walnut, cherry and pear wood. Thanks to the grain accentuation that is typical of oil, the beauty of the wood grain and the natural colours is now clear to see and the decorative patterns have been restored to their former glory. It is not only the customer – the Baden-Württemberg State Office of Property and Construction – who is very happy with the hardwood floor restoration. “When I saw the damaged floor for the first time, I couldn’t imagine that it would ever look this beautiful again,” says Eddy Keilbach happily.

It took ten months to complete the complex restoration work in the heart of the baroque castle. The Knights' Hall opened its doors again in January 2025. Originally used as a meeting place for the Order of St. Hubert in the Palatinate region and later as a venue for court festivities, today it provides a ceremonial setting for weddings and cultural events. And the story of the water damage in the Knights' Hall? It now has a fairytale ending.



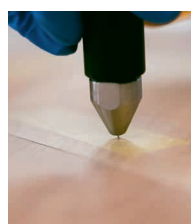
Coming to the rescue of the floor (from left): Joris Sturm, Eddy Keilbach, Marko Domschke and Lars Wildermann



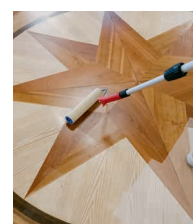
Protruding top layer



Bulging top layer



Precision work: minimally invasive injection of WAKOL MS 335 Repair Resin



Application of the plant-based LOBA Akzent 100 Oil



Thanks to the accentuation of the grain, the inlays can now be seen in all their glory



Tips & Tricks

RENOVATING HARDWOOD FLOORS

RE-FINISHING, RE-COATING AND MORE

*Hotel in Burj Khalifa, teak. Renovation using ZK InvisibleProtect. Top: before, bottom: after. Dubai, United Arab Emirates
LOBA professional: Timbertek*

Floors have stories to tell. But when the time has come to open a new chapter – for example, when a new tenant is moving in or when you sell your house – renovation and re-finishing or re-oiling are often necessary. The goal of renovating is to repair the existing floor, remove signs of wear or redesign it to the new owner's taste.

Minor defects should be repaired before they develop into more serious damage – because only an intact floor will have a long life. At the same time, renovating the floor helps maintain the value of the property. Compared to installing a new floor, sanding and re-finishing or re-oiling is a much more sustainable, resource-saving and environmentally friendly way to produce a floor that will please both owners and tenants.

POSSIBLE REASONS FOR RENOVATION

REDESIGN & CONVERSION

- **Colour:** Has the floor yellowed? Is it too dark for the customer? Does the customer prefer a raw wood look, but the wood is oiled?
- **Properties/Technical requirements:** Satin or gloss? Anti-slip? What level of stress is the surface exposed to?
- **Type of surface:** What type of flooring is it? Is it oiled, waxed or finished?

WEAR & DAMAGE

• Mechanical damage

Natural wood flooring can become mechanically damaged over time as a result of inappropriate use or normal daily wear, including scratches, abrasion, streaks and dents, for example. These are often caused by dogs' claws, the soles of shoes, unprotected chair legs or intensive use of specific areas, resulting in worn patches. Items that are dropped, such as cutlery, can leave pressure marks in the wood.

• Chemical damage

Chemicals such as aggressive cleaning products, wood floor adhesive in the gaps, red wine, coffee or even urine can cause permanent discolouration or dirty marks on the surface, in the gaps or in the wood.

• Material damage

Long-term use, standing water or incorrect installation can cause components of the floor, such as wood splinters, entire blocks of wood or the top layer of multi-layer hardwood floors, to become loose. This type of damage should be repaired as soon as possible to prevent injuries.

HOW DO YOU REPAIR DAMAGE OR REDESIGN YOUR HARDWOOD FLOOR?

Before an old hardwood floor is restored, the wear layer must be checked. Basic damage, such as loose blocks or heavily discoloured gaps, should also be repaired first.

This must then be followed by full sanding according to the LOBA sanding recommendations using LOBASAND abrasives, as well as complete re-filling of the gaps with EasyFill. If the hardwood floor is not fully bonded, it is best to avoid filling the gaps as the individual blocks can rock when the floor is walked on, causing the gap filler to break up.

For finishing renovated floors using water-based products, we recommend a 1K finish, such as Viva, which has been designed for this purpose, or a 2K wood floor finish with excellent cross-linking properties, such as 2K Duo or 2K InvisibleProtect. Penetrating 2K High Solid oils, such as 2K ImpactOil or 2K ImpactOil Color, and film-forming hardwax oils, such as HardwaxOil, are ideal for oil/wax systems. They provide excellent protection for the surface and offer custom (colour) design options plus excellent functional properties for the application. They also largely prevent potential interactions with wood floor adhesives used on the existing floor.

Always notify the customer of any concerns: The flooring installer should inform the customer in writing about possible renovation-related risks before starting to work on the floor.

RENOVATING HARDWOOD FLOORS – STEP BY STEP

1. Check the wear layer.
2. Replace the hardwood floor in certain areas if necessary.
3. Professional sanding.
4. Finish the surface with a 2K product with excellent crosslinking properties.

IN BRIEF

Check that the wear layer of the floor is in adequate condition and that the top layer and wood blocks are securely fixed in place. Advise your customer about the technical properties and design options of the surface treatment. After professional sanding and filling, the floor is re-finished – it is now ready for a new chapter.

The Longemont Hotel, walnut. Renovating with EasyPrime and 2K Duo.

Top: before, bottom: after. Shanghai, China

LOBA professional: Shanghai Noble Decoration Co., Ltd.





EXTENSIVE RENOVATION – NO THANKS! ALTERNATIVES FOR FLOORS WITH LESS WEAR

Our solutions range from full care
and permanent care to re-coating.



Claus Wissutschek
Head of Application Technology at LOBA

	MINIMAL WEAR	LIGHT WEAR	AVERAGE WEAR
FINISH SYSTEMS	Intensive cleaning: CareRemover Full care: FloorCare/ParkettCare/ InvisibleCare (depending on the floor type)	Intensive cleaning: CareRemover Permanent care: PermanentCare	Intensive cleaning: CareRemover Sanding Optional pre-treatment: 2K Contact Re-coating: 2K Duo
IMPREGNATING OIL SYSTEMS	Cleaning: Cleaner Full care: ParkettOil	Intensive cleaning: ParkettSoap Re-oiling: ParkettOil Deluxe	Intensive cleaning: ParkettSoap Re-oiling: 2K ImpactOil/2K ImpactOil Color
FILM FORMING OIL SYSTEMS	Cleaning: Cleaner Full care: Refresh (1l to 10l of water)	Intensive cleaning: ParkettSoap Permanent care: Permanent OilCare	Intensive cleaning: ParkettSoap Sanding , Re-oiling: HardwaxOil

LOBA RECOMMENDS:



2K ImpactOil



2K ImpactOil Color



2K Duo



2K InvisibleProtect



2K Contact

LOBA CLEANING AND CARE INSTRUCTIONS FOR PROFESSIONALS...

WITH FLOOR PASSPORT AND ALL THE IMPORTANT STEPS

Even the most robust floor needs thorough care to preserve its beauty and functionality in the long term. Our cleaning and care instructions for a variety of surfaces guide you through all the steps in the life cycle of a floor – from full care to maintenance cleaning.

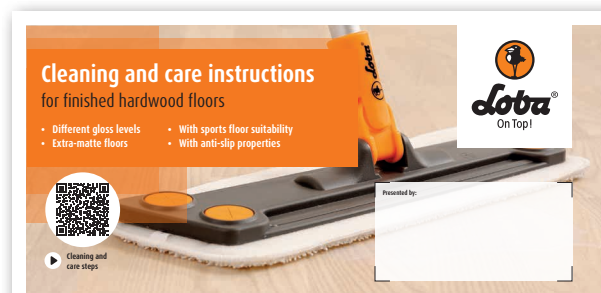
The content is explained briefly here – using the cleaning and care instructions for finished hardwood floors as an example.

List of treated surfaces

Space for your company stamp

Clearly presented floor passport for your customers

Recommended intervals



Your LOBA Floor Pass[®]

Issued to:			
Location, address:			
Type of floor:			
Type of wood:			
LOBA products used			
Sealer:	LOBA product used	Each	
Finish:	LOBA product used	Each	
Or engineered hardwood flooring:	Manufacturer	Surface treatment	LOBA product used

General information

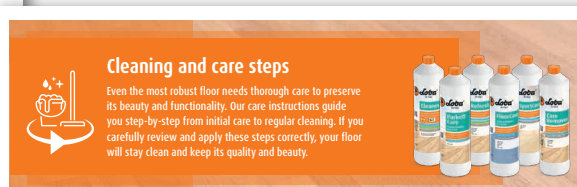
Only use with caution, dry-clean and do not lay carpets or rugs until the surface treatment is fully cured. Carpet underlay (non-slip surface) must be free of plasticizers. Surface treatment involves skilled manual work. Small defects in the surface finish in the form of dirt and dirt inclusions cannot always be prevented. This does not affect the durability of the surface. Exposure to daylight and UV rays will change the color of the flooring to varying degrees over time. Suitable felt pads must be used on the legs of tables and chairs. Check these for dirt and damage at regular intervals. For hard flooring, only use soft, two-color type W chair casters as per DIN EN 12529. The use of suitable underlays is also recommended.

Provide cleanroom zones of sufficient size in foyers and reception areas, depending on use. There should be at least four steps long in public buildings. Dirt trap mats must be used to catch and retain coarse and fine dirt as well as moisture. They must be cleaned at regular intervals and replaced as required. Ensuring a healthy interior climate goes a long way towards ensuring the well-being of people and maintaining the value of a wood floor. The ideal interior climate is reached at a room temperature of approx. 20 °C and relative humidity of 50%. A higher humidity will cause the wood to swell, while a lower humidity will cause it to shrink. This can result in gaps of different sizes. To prevent gaps, avoid allowing the relative air humidity to drop below 40% for extended periods by using humidifiers. With underfloor heating, do not exceed a wood surface temperature of 29 °C, ideally 25 °C. The risk of gaps forming is higher than in centrally heated rooms. Always ensure that multi-circuit heating systems in connecting rooms are operated at the same temperature.

* The protective properties of the finish must be guaranteed for at least two years provided the care instructions given to the customer are followed. High-traffic areas may need to be re-finished or re-waxed in good time in accordance with the care instructions.

General information on cleaning and care

Description of the individual steps



1. Finish care

- For new floors, or floors that have just completed an intensive cleaning, the surface must be coated with a care product.
- Apply care product evenly as described in the technical information to prevent different sheen levels. Apply a sufficient amount of care product and do not rework dried areas again with the applicator.

Permanent care instructions: To revitalize clearly visible signs of wear, PermanentCare can be applied. The permanent care product cannot be removed by maintenance cleaning/intensive cleaning.

Normal-traffic floors e.g. living area	ParquetCare [®] anti-gloss	At least every 12 months
Moderate-traffic floors e.g. commercial – offices, retail stores	ParquetCare [®] InvisibleCare [®]	At least every 6 months
High-traffic floors e.g. lobbies, shopping malls	FloorCare [®] anti-slip ² SportCare [®]	At least every 3 months

Special requirements:
¹ For extra-matte floors – InvisibleCare[®]
² For anti-slip floors governed by BGR regulations 108-903 – FloorCare[®] anti-slip
³ For finished sports floors (gym and multipurpose halls) – SportCare[®]

2. Maintenance cleaning

- Dry-clean the floor using a LOBA Mop, soft broom or vacuum cleaner with brush attachment. Dirt and dust act like sandpaper and must therefore be removed immediately.
- Damp-wipe using a LOBA cleaning product if necessary (stubborn dirt and drink stains, for example).
- When cleaning with a machine, immediately remove the dirty water.
- Standing water on the surface can damage the flooring.

Normal-traffic floors e.g. living area	Cleaner	Weekly or as required
Moderate-traffic floors e.g. commercial – offices, retail stores		At least twice a week or as required
High-traffic floors e.g. lobbies, shopping malls		Daily or as often as required

3. Maintenance care

- To spruce up the initial care/finish care, add a LOBA wipe care product to the mopping water according to the dosage specifications.
- Damp-wipe the surface with the care solution and the LOBA Mop.

Normal-traffic floors e.g. living area	Refresh	Alternate with maintenance cleaning every third application
Moderate-traffic floors e.g. commercial – offices, retail stores		
High-traffic floors e.g. lobbies, shopping malls		

4. Intensive cleaning

- Intensive cleaning by hand or using a machine is only necessary if there is significant stubborn dirt and/or a build-up of care products on the floor that cannot be removed by maintenance cleaning.
- Never flood the floor with cleaning solution as this can damage it.
- After applying the cleaning solution in sections, clean the wet floor with a green LOBA SAND SpeciaPal. The dirty water should be removed again as quickly as possible.
- Then damp-wipe with water and the LOBA Mop to neutralize.
- Once the floor is completely dry, repeat finish care/permanent care.

Normal-traffic floors e.g. living area	Care-Remover	As required
Moderate-traffic floors e.g. commercial – offices, retail stores		As required
High-traffic floors e.g. lobbies, shopping malls		As required



Tip On Top! Intensive cleaning can only be performed using a single-disc machine. For more information, please contact your hardwood floor installer.

Always read the technical information for the individual products. All specified intervals are intended as guidelines and are directly linked to the actual usage level. They cannot therefore constitute grounds for any claim under warranty. Special care products are required to restore certain surface properties, e.g. for sports floors and outdoor use areas.

Applying a protective care layer can change properties and/or the gloss level. Always read the test certificates for anti-slip floors and sports floor suitability.

LOBA GmbH & Co. KG
 Leinberger Str. 56-62 | 71254 Ditzingen | Germany | Tel.: +49 7156 357-0 | Email: service@loba.de | www.loba.de

...AND FOR END USERS

LONG-TERM CUSTOMER LOYALTY WITH OUR RANGE OF PRODUCTS FOR THE HOME

From dirty dog paws to ketchup – your end customers have their hands full with cleaning and caring for their homes. That's why we've applied not only our flooring expertise but also our motto to the development of the LOBA Home products: They must be safe and easy to use!

A complete range of products is now available for daily maintenance cleaning and care, with carefully coordinated systems for all types of flooring. Naturally, these products are gentle on materials and contain no microplastics. Whether your customers have finished or oiled floors, wood or design floors – our products give every type of flooring the love it deserves.

Stay in contact with your customers even after finishing their floors – recommend the right LOBA Home products, which they

can then purchase from you. This will keep the flooring looking beautiful for a long time and will also keep your customers happy. And when the surface starts to age? You can provide professional support, for example by recommending intensive cleaning and full care or renovation. Support your customers through the entire life cycle of the floor. Together, we can reduce resource use – and you can ensure the loyalty of your customers.

To keep end users fully informed about the advantages and use of LOBA Home products, a new set of care instructions is now available. We also explain in a way that is entertaining for end customers how to use our products on our LOBA Home social media channels.

Printed version available from Customer Service:

- Finished hardwood floor
- Oiled floors – non-film forming
- Waxed floors – film forming
- Finished resilient flooring
- LOBA Home for end users



You will find all the cleaning and care instructions here.



Application videos: Cleaning & Care for Professionals





LOBA HOME

EASY TO USE, IMPRESSIVE RESULTS

As an expert, you know that a high-quality floor deserves the best possible care every single day. To make sure your customers can provide this level of care, recommend that they use the LOBA Home range of products: the simple solution for maintaining the value of their floors. At the same time, you can create an attractive additional income stream for your business.

Our LOBA Home range includes highly effective cleaners that are specifically designed for the individual surfaces: for finished wood floors and for oiled/waxed wood floors. Resilient floors and all other water-resistant surfaces can be cleaned using the Universal Cleaner Concentrate. The Universal Cleaner Spray is ideal for effective, streak-free spot cleaning of all water-resistant surfaces – from stone floors to mirrors and plastic doors.

After every third cleaning, we recommend using a care product to protect the floor and prevent leaching. In addition to our care products for finished and oiled/waxed hardwood floors, we have also developed a care product for the special needs of design floors.

All the products – except for the ready-to-use Universal Cleaner Spray – are highly concentrated and not only save costs and space, but also reduce waste. In higher doses, they clean and care for even heavily soiled floors reliably. The LOBA Home products are also available in popular sets for every type of flooring.

For maintenance care, we recommend the handy LOBA Mop with telescopic handle for applying our products. If your customers need to get the job done really quickly or are just cleaning smaller areas, the practical Spray Mop Set is ideal for damp cleaning. The concentrated Spray Mop Refill cleaner, which comes with the mop, is suitable for all water-resistant floor types.

Discover LOBA Home for yourself and tell your end customers so that you can stay in touch!



For professionals

Additional turnover from selling high-value care products

Long-term customer loyalty means follow-up orders

Easy for your customers to use – no complicated equipment

Long-term customer satisfaction with high-quality floor care and the floor value maintained

For end customers

Concentrated products are cost-effective, save space and reduce waste

Gentle on materials and highly effective for every floor

pH-neutral and water-based, no dyes, solvents, plasticisers or microplastics

Streak-free drying

Suitable for floors with underfloor heating

Made in Germany

LOBA HOME – VISUAL STYLE AND END CUSTOMER COMMUNICATION

Do your customers want to find out more about LOBA Home? Use our point-of-sales materials in your showroom and check out our LOBA Home social media channels now. Here you and your customers will find application videos and promotional clips!

LOBA Home in your showroom



Showroom of MB Parkett S.à r.l. Mondorf-les-Bains, Luxembourg

LOBA Home application videos on YouTube



CUSTOMISED SURFACES WITH LOBA INDUSTRIAL

SIMPLE, VARIED, PRECISE

The LOBA Industrial range consists of high-quality, innovative hardwood floor coatings with excellent application properties. In this interview, Frank Schneider, Head of Industrial Sales at LOBA, gives an interesting insight into the development, key features and specific strengths of LOBA Industrial.

WHAT ARE THE LATEST DEVELOPMENTS IN THE LOBA INDUSTRIAL BUSINESS AREA?

Over recent months, we have added the finishing touches to the LOBA Industrial portfolio and we are now a full-segment supplier on the market. In addition to maintaining and strengthening our established customer relationships in Germany and Europe, we have successfully expanded our international business – particularly into south-eastern Europe. Together with our subsidiaries and joint ventures in Poland and North America, for example, we have also succeeded in winning more new customers and consolidating our market presence.

WHAT DOES LOBA INDUSTRIAL HAVE IN STORE FOR US AND WHAT ARE YOU FOCUSING ON?

We attach great importance to a modular design approach in our product development. This allows us to work together with our partners to customise their surfaces using our components. With our systems, we can focus on creating surfaces made from 100 % UV finish, water-based finish, hardwax oil and UV oil. In addition to our popular invisible surfaces, we are now also putting the

emphasis on custom colour design. Our product range now includes two brand new stain systems – the Hydro-UV stain and the 100 % UV stain.

We offer customers a totally bespoke look and feel: from all the conventional gloss levels through to an extra-matte finish without excimers. Also in terms of the feel of the floor, we can offer a whole range of solutions with different processes.

WHERE CAN THE PRODUCTS BE USED?

We currently offer systems for substrates made from wood and cork. Surfaces for other types of flooring, such as resilient floors, are planned. Our systems meet the following technical requirements: DIN EN 16511 for multi-layer modular floor coverings, DIN EN 438-2 for chemical resistance, DIN EN 16094 for micro-scratch resistance and ISO 24338 for the determination of abrasion resistance (S-33/S-42). Hardwood floors with LOBA Industrial coatings easily withstand the stress levels in both private and commercial buildings.

WHICH SURFACE IS THE HIGHLIGHT OF THE LOBA INDUSTRIAL RANGE?

One particular highlight is the extra-matte invisible surface, which can be produced using various technologies, ranging from hardwax oil to UV systems. This surface is now available to our customers in all variants for roller and spray application.

WHAT CAN LOBA INDUSTRIAL DO THAT NO ONE ELSE CAN?

Definitely our modular design approach: Our system is designed in such a way that all the components can be combined with each other – in up to ten layers. This means that our customers get the ideal finish for their industrial application as well as a tailored care and re-coating system for their finished hardwood floors – all from a single source.

Another advantage is our practical colour system: The wide range of colours and different stain systems from LOBA Industrial give finished hardwood floors a unique appearance. Our basic colours can be mixed to create any wood colour. We are also happy to create custom colours that we match precisely to our customers' specifications and deliver ready for use.

In collaboration with our business partners, we develop tailored solutions that are perfectly suited to the individual machines.



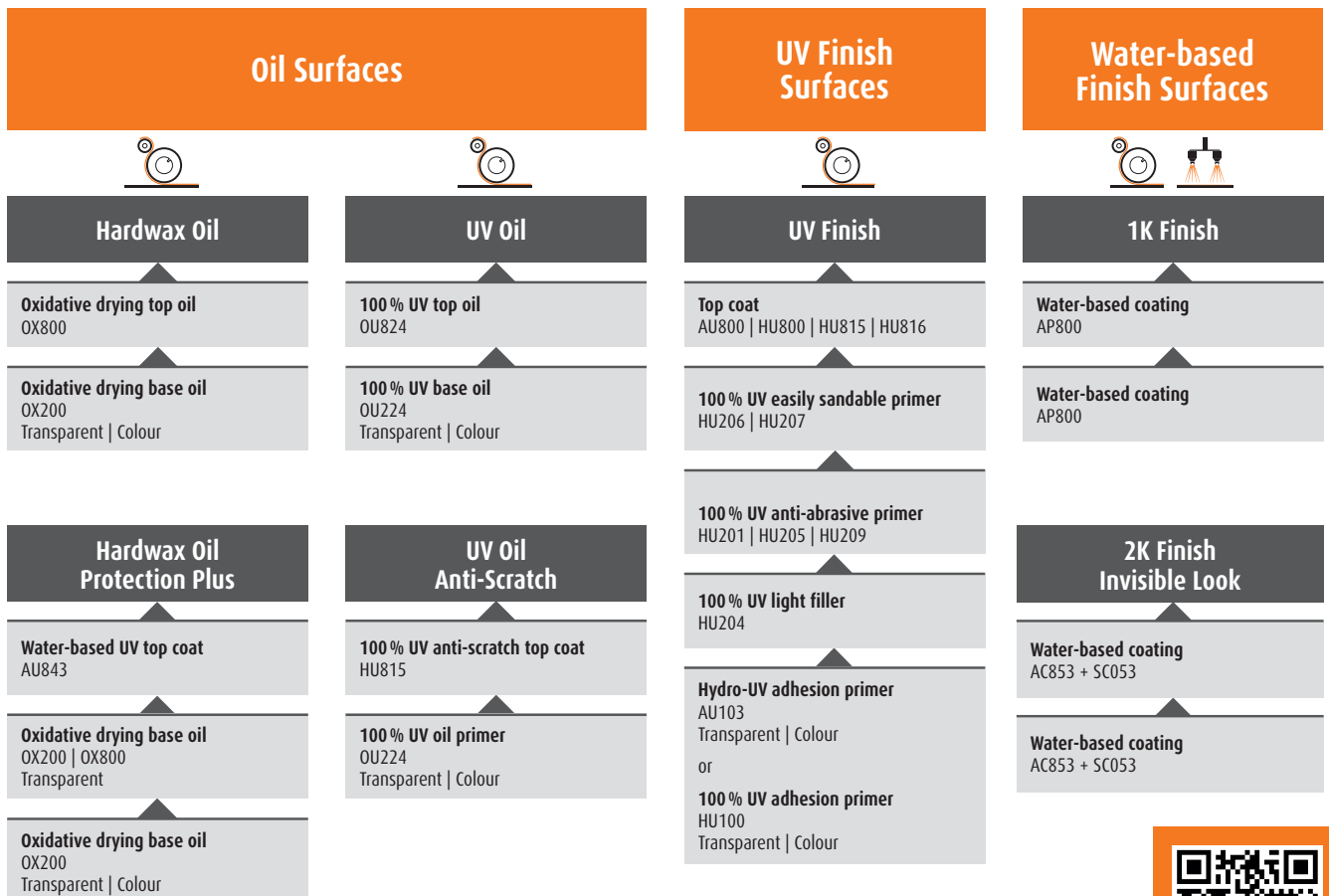
Frank Schneider
Head of Industrial Sales at LOBA



Chris Krüger
LOBA Industrial Service Technician

WHO IS BEHIND LOBA INDUSTRIAL?

As the Head of Sales, I am the main contact person for all matters concerning our customers worldwide. Chris Krüger is the contact person for the technical service. Together with our subsidiaries and joint ventures, we guarantee our customers a personal global on-site service.

LOBA TECHNOLOGIES – EXAMPLES OF SETUPS

Website

FROM CONSTRUCTION SITE TO TRADE FAIR STAND

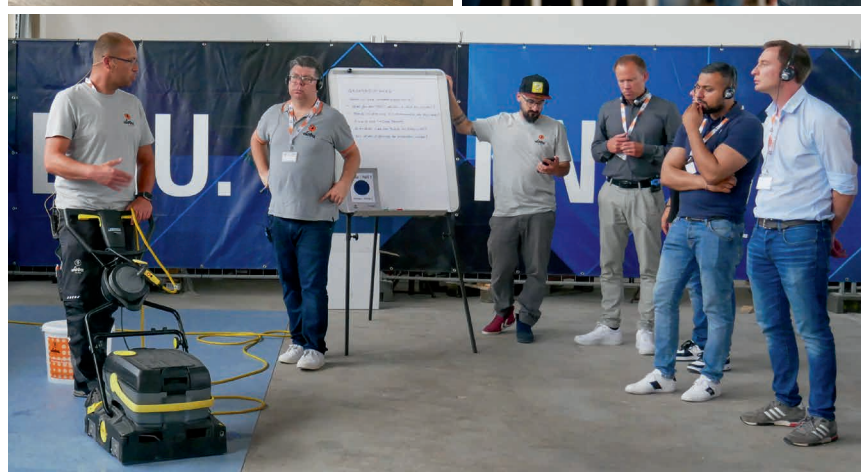
EXCERPTS FROM THE LIFE OF A LOBA SERVICE TECHNICIAN



Together on the stand: Daniel Wolf (left) and Head of Sales Germany Jens Warnecke present EasyFinish Neo at the BAU trade fair in Munich



Technical tips and tricks for customers: Daniel Wolf at the construction site and in the workshop in Ditzingen



Heino Nöth trains colleagues at the international LOBA Wakol summer meeting, an annual internal sales conference

At 7.00 am, Daniel Wolf and Heino Nöth start the first Teams meeting of the day. During their meeting, they decide on current seminar topics and discuss technical issues. The two service technicians from LOBA work closely together even though they are hundreds of miles apart – because while Daniel Wolf supports the team of LOBA sales representatives in northern Germany, Heino Nöth is responsible for providing technical service for the sales team in southern Germany and the international sales managers.

PUTTING THEORY INTO PRACTICE

After the meeting, Daniel Wolf has his first field visit: A flooring installer in Cologne has questions about the best way to use a new finish system on his construction site. Daniel Wolf packs up his equipment and sets off. On site, he meets with Sales Representative René Karber, and together they inspect the surface. Daniel explains to the customer how to prepare the floor and the correct layering of the finish. He also provides valuable hints and tips to help the contractor save time on site. The quick but effective visit ends with a satisfied customer – and the service technician and the sales representative drive away.

TEAMWORK THAT WORKS

On the way, Daniel calls Sales Representative Jens Jankowski from the northern team to discuss a large customer project, which involves finishing a newly laid hardwood floor in a hotel near Bremen with the fashionable Scandinavian look. They discuss the various options for achieving this style with finish or oil surfaces. While Jens knows exactly what his customer wants, the service technician finds the right technical solution. On-site technical service is not required in this case.

Working from home the next day, Daniel has to prepare for a LOBA Wakol practical seminar in Hanover. “My job is more than just technical support – it’s the perfect mix of consulting, practical work and teamwork,” explains Daniel Wolf.

WORKING HAND-IN-HAND WITH CUSTOMERS – IN THE WORKSHOP OR ON SITE

Meanwhile, Heino Nöth is working in southern Germany. After a workshop on the renovation and professional cleaning and care of hardwood floors and other flooring at the LOBA headquarters, he spends the evening at a social event with the participants and sales representatives.

The next day, the plan is to head to a challenging construction site in Munich, where Sales Representative Thomas Schneider has requested technical support: An oak hardwood floor needs to be renovated, coloured and finished. On site, Heino demonstrates how to use Stain correctly by applying it with 2K Duo. Together with the sales representative and the contractor, he creates colour samples for the customer. The decision is made –

it’s time to get started. After successfully completing the first room, it is clear that the customer can handle the rest. Heino Nöth is very pleased with the level of customer satisfaction and the team spirit. His conclusion: “We service technicians work together with our colleagues from sales in the same way as a perfectly coordinated floor finish – each layer helps to achieve the best possible result for the customer.”

In addition to his regional responsibilities, he also looks after international customers. Paperwork is waiting for him in his office at home. The LOBA subsidiary Loba-Wakol do Brasil in São Paulo has requested a setup recommendation and care instructions for a deck made from curapau hardwood. Heino also has to write up the travel report from the previous day.

BETWEEN MEETINGS AND TRADE FAIRS

A week later, the two service technicians meet at the company headquarters in Ditzingen. After a meeting with the Application Technology team, they are up to date on current product developments.

Their next task is to prepare sample display boards for an upcoming trade fair, where they will present the new colouring system using 2K ImpactOil Color and HardwaxOil. Following consultation with the Marketing & Communications department, the design is finalised. The schedule is tight – Simon Schlehlein, who is actually the sales representative for the Franconia region, helps with the samples. A quick check on the result: perfect and ready for the trade fair.

Heino Nöth and Daniel Wolf are the interface between Application Technology, Sales and customers. With in-depth technical knowledge and a trained eye for the technical requirements of each construction site, their job is to provide the best possible support for customers and to showcase the latest trends and innovations from LOBA Product Development – in training courses, practical seminars and at trade fairs. An experienced team that combines technical expertise with practical solutions.

LOBA FIELD SALES:

A RELIABLE PARTNER AT YOUR SIDE

Whether you need product training, on-site support or an individual consultation, our service technicians and our sales representative are always there for you. With commitment, technical knowledge and enthusiasm – for optimal results on your customers’ floors.



On the road in northern Europe - Olaf Woggon travelling in his LOBA van.

TRAVELLING THE WORLD AND VISITING OUR PARTNERS

WITH THEIR EXPERTISE AND PASSION, THE INTERNATIONAL SALES MANAGERS SHAPE LOBA'S GLOBAL NETWORK

As LOBA international sales managers responsible for marketing LOBA products, Olaf Woggon, Hakan Schäl, Eugen Wangler and Tim Schadt spend most of the year travelling – their mission is to bring LOBA premium products from Ditzingen to the floors of the world.

FROM AN E-MAIL TO A HANDSHAKE

The day starts with e-mails. The four LOBA international sales managers receive enquiries from dealers, feedback from potential new customers and technical questions either in their office at home or in their hotel. From their desks, they clarify product requirements with LOBA partners and optimise supply chains with the teams in Customer Service and Logistics. "From Copenhagen to Cape Town – every market has different requirements. That's what makes this job so exciting," says Olaf Woggon, who is responsible for Scandinavia and South Africa as well as other regions.

Product training is also part of the daily routine for international sales managers – whether on-site in the LOBA foreign subsidiaries

and joint ventures, at retail outlets, at the company headquarters in Ditzingen or in virtual form. They also plan training schedules and topics together with the partner and prepare the training courses. Providing the best support for the international network throughout the year requires good coordination. "Planning is key," says Hakan Schäl, who is responsible for the Netherlands, Belgium, Great Britain and the Adria region, for example. "Our job requires a lot of organisation and flexibility."

Whenever they have time, they make a stop-over in Ditzingen – to attend sales and strategy meetings, for example, and, of course, to discuss issues with the Ditzingen team. "We are the link between our sales regions abroad and the company headquarters," is how Tim Schadt, whose sales regions include Australia and China, explains their important interface role.

VISITING PARTNERS – FROM STRATEGY TO TEAM BUILDING

On-site visits are all about the business partners. Whether these are annual meetings, price negotiations or product presentations – direct interaction is important for the international sales



"We get to know different cultures and see a lot of the world – that's what makes this job unique." Tim Schadt (right) at a workshop at the subsidiary LOBA Trading (Shanghai) Company Limited in China



"Exchanging ideas with different people and developing customised solutions make the work in International Sales special." Hakan Schäl (right) with LOBA partner Lo-Wa Adriatic d.o.o., Croatia, at the Home Fair in Slovenia



"It's not just about selling products, but also building lasting partnerships. We often develop close relationships over the years." Olaf Woggon (left), visiting LOBA partner GULVCENTERET DK in Denmark



"We speak the same language as our partners – in the figurative sense and sometimes even literally." Eugen Wangler (third from left), customer training at LOBA partner MACFLOORING in Chile

managers. Together, they develop training plans, coordinate marketing campaigns, finish and make sample display boards and organise events.

One example: The LOBA dealer invites its customers to a workshop. Together with the dealer, the LOBA sales manager presents products, demonstrates how to use them and gives technical tips. "Then we go out for dinner together. We don't see ourselves as suppliers. We become part of our partners' team," explains Eugen Wangler, who is responsible for Eastern Europe and South America as well as other regions. The international sales managers build trust in the products through their expertise and actions, their authenticity and honesty.

SMALL EVENTS LEAD TO BIG SUCCESSES

Every trip tells its own story. Some product ideas are developed in conversation with regional partners – and the finished product can be successful all around the world. This is what happened with 2K InvisibleProtect, the global product that delivers a natural raw wood look and feel. (Find out more on page 21.)

The interaction with different cultures and the personal customer relationships make working in field sales particularly special. With each visit, the international sales managers get a little closer to fulfilling their mission and further expanding the LOBA network. They help to make floors throughout the world as beautiful as possible and preserve their value in the long term.

LOBA WORLDWIDE:

SUBSIDIARIES, JOINT VENTURES & PARTNERS

LOBA's international market activities are handled by the LOBA-WAKOL Group's sales companies in Brazil, China, North America, Austria, Switzerland, Italy and Poland. LOBA also has a network of LOBA partners. LOBA supplies the products that are developed, produced and filled at the headquarters in Ditzingen to over 60 countries around the globe.



SHOW US YOUR MOST
STUNNING FLOORS!

We invite you to take part in the annual LOBA Flooring Award, which we held for the first time in 2025. From 1 January to 30 April, we will be looking for the most impressive wood floor projects in commercial and public buildings worldwide.

Whether these are wood floors in restaurants, hotels, schools, churches, museums or other public or commercial buildings, we'd love to see the projects that you have completed with LOBA products. Fantastic prizes are up for grabs for the winners, so why not reward yourself for your hard work!

IT'S VERY SIMPLE.

From 1 January to 30 April, you can submit your images using our upload tool. Please complete the form and upload your project photos. The photos should give a full impression of the finished project. To give the jury a complete picture, we recommend before and after shots, close-ups and views of the whole room.

TWO-STAGE SELECTION PROCESS

The projects submitted will be selected in two stages:

1. Our international jury of experts will nominate three projects
2. Public voting: Hardwood floor installers worldwide will decide on who gets first, second and third prize in a vote on social media

We look forward to receiving plenty of entries and we wish all the participants the best of luck!



Sustainability Centre. São Paulo, Brazil. LOBA professional: Tetrus Madeira



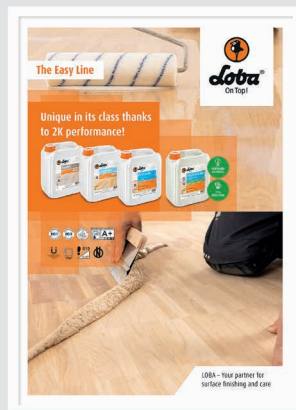
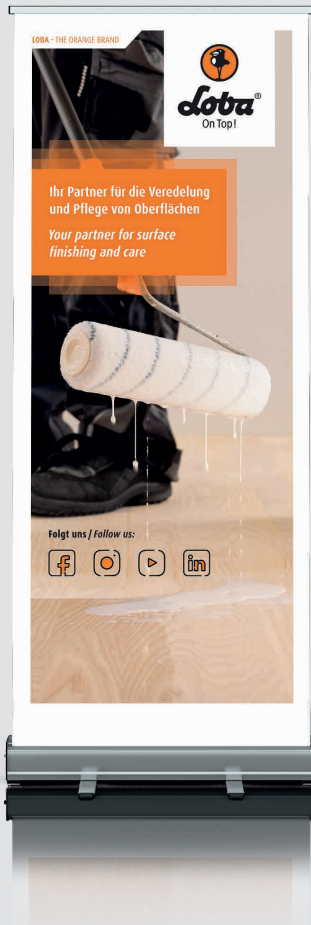
MTN Store. Cape Town, South Africa. LOBA professional: Zimbo's Oak Flooring



You will find all the information, the entry conditions and the upload page on the LOBA website.

EXPERIENCE THE LOBA PRODUCT RANGE

IN YOUR SHOWROOM



LOBA BRINGS A BREATH OF FRESH AIR TO YOUR PRESENTATION AREA.

We provide tailored solutions for your sales area so that you can showcase the LOBA products in the best possible way. Our solutions include roll-ups, posters, flags, an attractive window design and carefully designed shop-in-shop concepts.

You can also play our application videos on screens to provide your customers with information and inspiration. For an attention-grabbing presentation and a uniform brand image at the point of sale, talk to your LOBA International Sales Manager!

NEW APPLICATION VIDEOS – IT'S SO EASY TO USE OUR PRODUCTS!

Our videos give you practical instructions for cleaning, caring for and finishing hardwood floors. They show you how to use a variety of products and give you useful tips for the care of finished and oiled floors. They focus in particular on wood colouration and show how to oil interior floors and terraces professionally. Using clear demonstrations, the videos provide the expertise you need to protect wood surfaces in the long term and preserve their natural beauty.



Application videos

LOBA KIDS

FIND THE RAVEN!

OUR COMPETITION FOR YOU

Take part in our competition now!

Our raven loves to play hide-and-seek. Do you?
Then, you will definitely be able to find all the
ravens hiding in our picture!



How many ravens did you find?

Tell us how many ravens you found
and with a bit of luck, you could win
one of ten cosy LOBA hoodies.



**TAKE THE
CHANCE TO WIN
ONE OF OUR LOBA
KIDS ANNIVERSARY
HOODIES!**

Take part until:
31 October 2025



To take part, simply scan the
QR code with your mobile phone
and send us your solution.
Good luck!

IMPRINT

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