

## ROWEKO and EMKA – 30 years of partnership

### Top quality and reliable delivery as a guarantee for success

The partnership between ROWEKO and EMKA has existed for over 30 years and is more successful today than ever before. Today, the entire ROWEKO product range includes solutions developed by the closure expert from Velbert, Germany. What is the secret behind the long-standing cooperation? The answer: consistently high quality of the components and the well-deserved trust in EMKA's ability to deliver. For example, ROWEKO products – which feature EMKA locking solutions – represent approximately 60 per cent of the company's annual gross revenue.



EMKA's safety quarter turns meet the highest requirements for shock and vibration resistance and are installed in all ROWEKO safety applications.

Since 1984, ROWEKO has been producing plastic products "Made in Germany" for a wide range of industries. In the commercial vehicle sector, the family-owned company from Lauffen am Neckar, Germany, is one of the leading national and international suppliers of quality products. ROWEKO does not rely on injection moulding machines, but uses the thermoforming process in combination with subsequent CNC milling. The portfolio is supplemented by many other manufacturing options, such as bending, welding, and gluing, for the production of complete assemblies. Besides the company's own range of products for commercial vehicles, the company also manufactures technical plastic parts according to drawings or samples provided by its customers from a wide range of industries. In doing so, ROWEKO accompanies the product from the idea to production – regardless of whether it is a small or large series.

### Securely closing sturdy plastic containers

In the field of silo and tank vehicles, hose pipe container and storage boxes, among other things, form a large part of ROWEKO's portfolio. These containers and boxes are mounted on the outside or underneath the vehicles to safely store hoses or other equipment. The containers are made of high-quality, high-density polyethylene (HDPE), which is extremely durable and makes the containers very robust. This enables ROWEKO to guarantee comprehensive protection of the contents against external influences. Besides the compact cover, however, a

correspondingly stable locking solution is also required to protect the equipment from unauthorised access. Since the plastics specialist does not manufacture these locking mechanisms, it had to look for an external supplier at an early stage. For many years, ROWEKO has therefore relied on locking solutions made by EMKA. The cooperation between the two family-owned companies has a long tradition. For over 30 years, and thus for a large part of the company's history, ROWEKO has sourced its closures from the world market leader from Velbert, Germany. Above all, both companies share a long history and a high-quality portfolio, focusing on meeting customer needs and delivering promptly.

### EMKA's competence is compelling

ROWEKO has been using EMKA products for several decades now. The first contact came about at an exhibition, recalls Alexander Selle, Managing Director at ROWEKO: "At an in-house presentation of one of our customers, we – at that time still under the management of my father – exhibited our storage boxes with the old locking system. A former EMKA representative recognised the optimisation potential". After several meetings, a cooperation was established that still exists today. The decisive factor was, above all, the existing know-how. Closure technology is traditionally EMKA's most important business field. Therefore, the world market leader from Velbert was able to convince us, above all, with the experience of its designers and developers. Another advantage is that EMKA offers complete locking systems, so handles, hinges, and quarter turns are exactly matched to each other. This speeds up coordination processes and ensures that all ROWEKO containers can be opened and closed with the same quality.

## TOPICS

- |   |                                  |   |                 |   |                                   |
|---|----------------------------------|---|-----------------|---|-----------------------------------|
| 1 | ROWEKO and EMKA                  | 6 | EMKA Sponsoring | 8 | Vibration-resistant quarter turns |
| 3 | Interview with Jan Rehnig        | 7 | Location-News   | 8 | Trade fair impressions            |
| 4 | International Sales Meeting 2023 | 7 | Staff-News      | 8 | Trade fair radar                  |

## EMKA solutions throughout the entire product portfolio

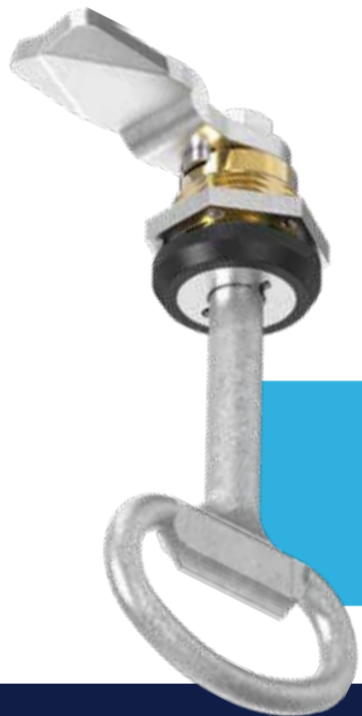
A wide range of EMKA products is used at ROWEKO: besides quarter turns, the scope of delivery also includes cylinder locks and wing knob quarter turns, as well as keys, roller bars, and latches. However, the most frequently used locking solution is a safety quarter turn from the very extensive EMKA standard product range. The design of the safety quarter turn prevents it from coming apart automatically and thus meets the highest requirements for vibration and shock resistance. This is a particularly important aspect for commercial vehicles that frequently drive over uneven ground on construction sites or fields. Because of its sealing feature, the safety quarter turn is also particularly suitable for installation inside the seal. The sealing system is mainly used for the storage boxes and the lids of the hose pipe containers. Apart from these containers, there are other products in the ROWEKO portfolio that need a locking solution to prevent theft

such as stowage containers on motor vehicles and flatbed boxes on lorries or document rolls which may contain delivery notes or safety instructions. Here, further solutions from EMKA are used, such as chest handles.

Like EMKA, ROWEKO also attaches particular importance to the ability of its suppliers to deliver. The company wants to access the required components from the agreed framework contract at any time without having to store them on-site. To meet this requirement, a customer warehouse for call-off orders or prefabricated parts is a component of EMKA's standard offering. This ensures the fastest possible delivery times by ROWEKO. In addition, EMKA is constantly developing its portfolio, which also gives ROWEKO the opportunity to optimise its own products.



The hose boxes are available in different designs, which can be closed either with one or two safety quarter turns from EMKA.



## The ability to deliver determines the annual turnover

After years of cooperation, EMKA has earned the distinction of being the most reliable partner. Christian Herzig, Group Sales Manager at EMKA, knows that this status has been achieved primarily through the quality of the company's portfolio as well as the reliability and punctuality of the contact persons. "At the beginning, we were able to convince ROWEKO with the technical maturity and quality of our

components", Herzig summarises. "But they have remained our customer for so long, mainly because of the high availability of our components and the reliable ability to deliver".

The EMKA safety quarter turn complies with ingress protection class IP65 and is, therefore, particularly suitable for installation inside the seal, as is the case with ROWEKO's hose box lids.

After more than 30 years of cooperation, the use of EMKA locking solutions in the ROWEKO portfolio has increased significantly. "We generate approximately 60 per cent of our annual turnover with products that contain an EMKA locking solution," Selle summarises. "Without EMKA's reliable delivery capability, production would come to a grinding halt at our company". ROWEKO also owes its current national and international position to EMKA's products. In the future, the family-owned company plans to further expand its technical lead and consolidate its market position by working with EMKA.

## EDITORIAL | EMKA shows what's possible

Dear readers,

An eventful year is drawing to a close, making this an excellent time to update you with the latest news from the EMKA world.

Two months ago, the EMKA Group had its annual "International Sales Meeting", which took place in Goražde, Bosnia Herzegovina. This experience was of high experiential value for all 44 participants because EMKA operates two large, state-of-the-art plants with approximately 650 employees in Goražde. We provide you with exclusive insights into both production facilities on pages 4 and 5 of the Autumn issue. I am particularly pleased to tell you about a 30-year partnership with our customer ROWEKO, who has been loyal to EMKA for precisely that long time. In the third issue of 2023, you will discover why the plastics expert has trusted "Quality Made by EMKA" and relied on consistent delivery for decades. In addition, we could convince our Sales Managing Director, Mr Jan Rehnig, for an

exciting interview. On page 3, he reports on the highlights of this year's Blechexpo trade fair in Stuttgart, Germany. He explains the top quality and high vertical integration as success factors of EMKA. Then, we take you on a journey to Henriville, France, where EMKA started construction work in late summer to expand the site and double its production area. In our obligatory EMKA Sponsoring section, we introduce you to the German Skydiving Championships and report on the expansion of the EMKA animal shelter in Bosnia. Finally, you can take a brief look at one of our latest developments, the vibration-resistant quarter turn. I hope you enjoy reading our Autumn issue – and I wish you a cheerful and relaxed turn of the year already.

*R. Kloth*

Yours, Dr Ralph Kloth, Head of Sales Strategy and Marketing





# We convince at trade fairs through “Quality Leadership”

Jan Rehnig has been Managing Director Sales of the EMKA Group since January 2023. We talk to him about the importance of trade fairs in times of digitalisation.



**Mr Rehnig, Blechexpo is one of the largest international trade fairs on the subject of sheet metal processing. What significance does it have for EMKA?**

The EuroBLECH and Blechexpo trade fairs are held alternately every year in Hanover and Stuttgart, Germany. For EMKA, these two fairs are the most important sales fairs of the year. With 300 square metres we indeed have the largest booth at the Hanover Fair, but we are also talking about the most important communication fair of our trade fair year.

**What is new at EMKA at this year's fair? What are the highlights?**

At Blechexpo, we are showcasing both new innovations and reliable standard products, recognising that fittings have a much longer product life cycle than vehicles. In the case of some control cabinets, this cycle can be over 20 years. A special highlight of our recent developments is our brand-new vibration-resistant

quarter turn, which we are producing at our new manufacturing site in India. We are particularly proud of this patented product and the manufacturing quality we have achieved. A highlight at the Hanover Fair in April this year was our complete multi-point locking system made of high-quality plastic. Of course, this is again part of our portfolio – as well as our new hinges without pins. The latter are available in four different basic materials.

**Why is the area of “in-house production” so much in focus at the trade fair?**

The high quality and delivery capability of EMKA products results from 92% in-house production of the components used. At eleven production sites, two of which are in Germany, a highly modern machine park is available for this purpose. This makes our procurement processes very flexible. Even disruptions in the supply chain are never an issue for us. Our customers who have their plastic and zinc die-cast parts manufactured by us can also benefit from these advantages. PVC and

rubber profiles as well as stainless steel investment castings and aluminium die-castings also come from our production facilities. Some customers don't even know this yet, which is why we show the entire range of EMKA's vertical integration at Blechexpo.

Most production processes require punching and bending tools or injection moulding and die-casting moulds. Thanks to our tool and mould design capabilities, EMKA is also self-sufficient in this area.

**How do you assess the future importance of trade fairs when it comes to sales?**

In the last few years, online meetings and digital exchange prevailed, but the personal contact is simply indispensable in sales. At more than 50 trade fairs a year at which EMKA exhibits worldwide, we find time and again that personal contact is crucial for exchanging ideas with customers, building trust and simply having a coffee or a beer together. I can't imagine the world of EMKA without trade fairs, now and in the future.

**How do you see EMKA's market position – today and in the future?**

EMKA looks back on 50 years of business development and is proud of it. Today, EMKA is the world market leader for fittings and seals in control cabinets and the design of housings. We have also been able to further expand our market position in the segments of mechanical engineering, caravan construction, rail, and commercial vehicles as well as ventilation and air-conditioning technology.

EMKA's strengths are top qualified and motivated employees worldwide, in-house production and worldwide distribution in 60 countries. We do not get bogged down in discussions about discount prices but are continuously expanding our role in “Quality Leadership”. I am thrilled to make my contribution to this as part of the team.

**Mr Rehnig, thank you very much for the interview.**



For EMKA, the Hanover Fair is the most important communication fair of the year, while EuroBLECH (Hanover 2022) and Blechexpo (Stuttgart 2023) are the most important sales fairs.



# EMKA's International Sales Meeting 2023 in Goražde, Bosnia

Every autumn, the sales management of the entire EMKA Group meets for the "International Sales Meeting". The venue changes annually between the various worldwide EMKA subsidiaries and production sites. After Italy in 2022, this year's meeting was held in Bosnia-Herzegovina from 6 to 10 September. First, the meeting took place in Sarajevo, then in Plants 1 and 2 in Goražde, which are approximately 1½ hours away by car. Around 50 EMKA executives participated in the Annual Meeting 2023, including the owner family, all managing directors of the EMKA sales subsidiaries worldwide as well as senior sales staff, field

representatives, and Chief Engineers from Germany. The meeting started on September 6 with a "get together" in the capital, Sarajevo. The next morning, a bus took them directly to Goražde to visit Plant 1. On the following day, a guided tour of Plant 2, including the mould-making department, was on the agenda. The "International Sales Meeting 2023" ended with a full-day sales conference on 9 September. A great closing party directly on the Drina River – with many colleagues from Plant 1 and Plant 2 – successfully rounded off the meeting.



The high quality and delivery capability of EMKA products result from 92 per cent in-house production. The Goražde production site (except for aluminium die-casting), with 650 employees, significantly contributes to our capability. The picture shows Plant 1 in Goražde – Bosnia Herzegovina.



A complete success: On the first day of the Sales Meeting, EMKA employees from three continents met in front of the administration building of Plant 1 in Goražde. The full-day guided tour went through all the halls in various groups speaking different languages.





32 plastic injection moulding machines with a clamping force of 25 to 500 tonnes supply themselves independently with the necessary plastic granulate using a vacuum suction system. On average, 75 million individual parts are moulded this way per year. The photo shows the plastic injection moulding hall in Plant 1.



Plant 2 in Goražde has been part of the EMKA Group since 2018. The EMKA mould-making department is also located there. Up to 900 moulds can be produced per year on 102 state-of-the-art CNC machines.



Liquid zinc is transported fully automatically by a cableway from a remelting plant to the crucibles of the 20 automatic zinc die-casting machines. With a clamping force of 20 to 200 tonnes, these machines produce about 45 million high-quality zinc die-cast parts per year.



After up to 30 operations, the individual parts of a mould are assembled into a functional injection mould or die-cast mould. Then, they are prepared for the first ZERO series on a factory-owned production machine. Each mould is delivered to the customer with a production certificate.



The tour of plant 1 led past the powder coating line. For corrosion protection and for a high-quality appearance, 8 million EMKA individual parts are coated here annually with powder coating. Subsequently, the parts are baked at 160°C to 180°C and thus receive an 0,08–0,12 mm thick protective coating.



In the assembly department, assemblies are pre-assembled at ergonomic designed workstations, and final products are assembled and packed for shipping. At present, 50 employees work here.



# „Pure athleticism“ sponsored by EMKA

This year, EMKA continues to support multiple clubs and charities, particularly those related to sports and social issues. Besides the German Skydiving Championship and Animal Rescue Bosnia, an animal shelter in Bosnia, EMKA continues to support regional football. So we are looking forward to a sporty successful season with the Wuppertaler Sportverein (WSV).

The WSV has set its sights high for this season: After a furious start to the season with five wins in a row, the team has once again established itself in the top group of the Regionalliga West and is now fighting for the long-awaited promotion to the 3rd football league. The basis for the recent successes is the strengthening of the squad before the season. The club from the Bergisch metropolis signed more than ten new players for its first team. The WSV is supported in its ambitious goals by the main shirt sponsor EMKA. Managing partner Friedhelm Runge has been closely associated with his home club for decades and actively supports it. EMKA wishes WSV continued success in the current season and keeps its fingers crossed for promotion to the 3rd football league.



Pure athleticism: WSV team captain Kevin Pytlik in a header duel at the home match against FC Wegberg Bieck at the beginning of September.



250 dogs are currently receiving medical care and are being cared for from Animal Rescue Bosnia. In the future, the animals will have even more room to roam by expanding the area from 6,000 to 9,000 m<sup>2</sup>.

## Animal Rescue Bosnia: EMKA expands animal shelter by 50 percent

During EMKA's International Sales Meeting 2023 in Goražde, the participants also took a look at Animal Rescue Bosnia, the shelter for street dogs, which patron and shareholder Marita Runge had built together with EMKA in 2019. Numerous volunteers as well as professional animal keepers and veterinarians take care of the capture, care and castration or sterilisation and marking of the dogs here. A total of 250 dogs are currently receiving medical care and are being cared for on the green outskirts of Goražde. By adding an adjacent plateau, the area of the animal shelter is expanded from 6,000 to 9,000 m<sup>2</sup>. This means that, in addition to comfortable accommodation and a veterinary clinic, the animals now have even more roaming space at their disposal. We have already helped 700 dogs to find a new home.

## FSC Remscheid wins the championship title in the canopy formation

This year, the RSC Remscheid had the honourable task of hosting the German Championships in parachute formation skydiving. From 18 to 20 August, the international showdown took place in the lofty heights above Remscheid-Hackenbach. One sporting highlight followed the next. In the end, the FSC Remscheid was able to claim the German Championship title in the canopy formation among the 82 participants. Tom Brand and Björn Schubnell emerged victorious from the competition. As a long-standing sponsor, EMKA congratulates the two winners and the club on this great success. In addition, the FSC also hosted the German Style and Finish Championship in Plate/Schwerin, Germany, in September 2023. From 6 to 10 September, sky divers from all over Germany were able to demonstrate their skills.



An intensive and successful year lies behind the Remscheid Parachute Club. And together with EMKA, it will continue.



# EMKA France on course for growth

Each EMKA location worldwide is characterised by a special feature – for EMKA France Fort, it is top-quality locking cylinders and keys. In order to further expand the production of these locking systems, EMKA has decided to double the facility's area at the Henriville site by summer 2024.



EMKA France Fort doubles the production area at its Henriville site with a new production hall.



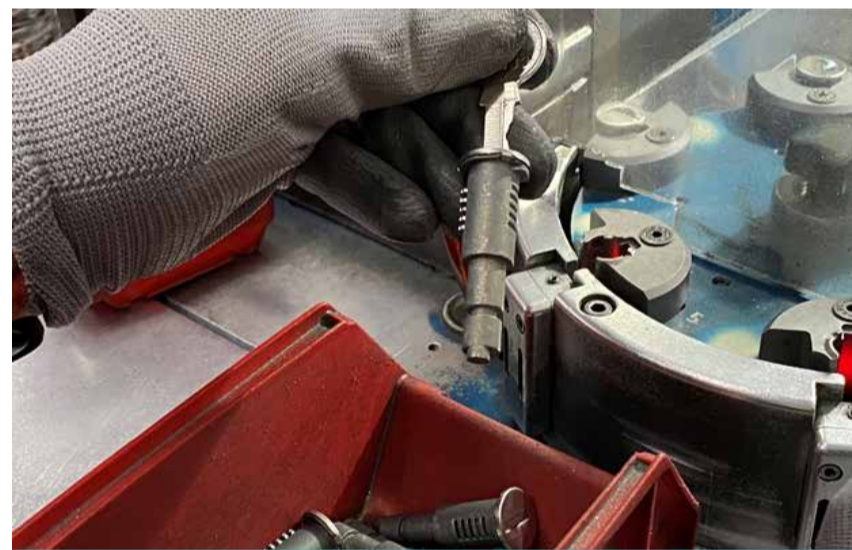
The groundbreaking ceremony for the new building project took place on 14 September 2023.

EMKA France Fort produces locking cylinders and keys in various complex designs. Its business field comprises a portfolio of almost 5,000 locks with over 30,000 different locking functions. In order to further expand production in the future, EMKA is doubling the production area at the Henriville site. The site was last expanded in 2001. The current building offers an area of 2,400 m<sup>2</sup>. Including a new building next to it, this area will now be increased to 4,800 m<sup>2</sup>. The groundbreaking ceremony for the new building project took place on 14 September 2023.

The production-only site in Henriville near the German-French border mainly manufactures locks and locking systems for control cabinets, lock boxes, lockers, and letterboxes. Specific locking projects include protective boxes for vehicle batteries, streetlamps, and food vending machines. In addition, Henriville products are also used in gambling machines, vehicles, petrol pumps, lifts, ski roof racks and much more. The monthly volume is over 500,000 locks of various types – up to ten million parts leave the factory every year. Around 90 percent of these products are exported to EMKA Germany. From there, EMKA ships the products to its customers in Germany and to 60 countries via its worldwide distribution network.

The team in Henriville comprises 38 employees. The site has a design office, a quality department, a logistics department, and its own purchasing department. Thus, the final locking cylinders and keys are refined on-site from the first draft and then manufactured. The parts are produced quickly and with high precision in two shifts. The many small individual parts require extraordinary skills. With zinc die-casting machines as well as automated insertion and assembly machines, EMKA in Henriville relies on a high degree of automation. Fast deliveries are ensured by keeping semi-finished parts in stock, ready to be assembled based on customer needs. In addition, EMKA's high level of development means that it can also go the extra mile when it comes to customising products. "Our daily challenge is to respond quickly to all requests and to deliver our products at the best conditions", says Xavier Olivero, General Manager at EMKA France.

The new building is expected to meet the latest standards and be completed in the summer of 2024. Besides the production area, the expansion will also include a showroom. „With the investment in the expansion, we want to expand our activities in the future and realise new projects,“ Andreas Prellwitz, member of the management at EMKA France and Managing Director at EMKA subsidiary Strenger, summarises the goals of the expansion.



Rotary table for the assembly of round plate cylinders

## Staff-News

Steffen Reimer



### EMKA Wuppertal

Steffen Reimer has been working at EMKA since August 2023. Since mid-September, he has also been the **Site Manager in Wuppertal, Germany**. He started his professional career as a foundry mechanic. Subsequently, he studied foundry technology. In 2008, Mr Reimer held his first management position as Production Manager. In 2014, the position of Sales Manager or Branch Manager at the Oskar Frech GmbH followed. Five years later, he took over the operations and sales management of HRM. In his new position at EMKA, he is responsible in particular for the production site in Wuppertal.

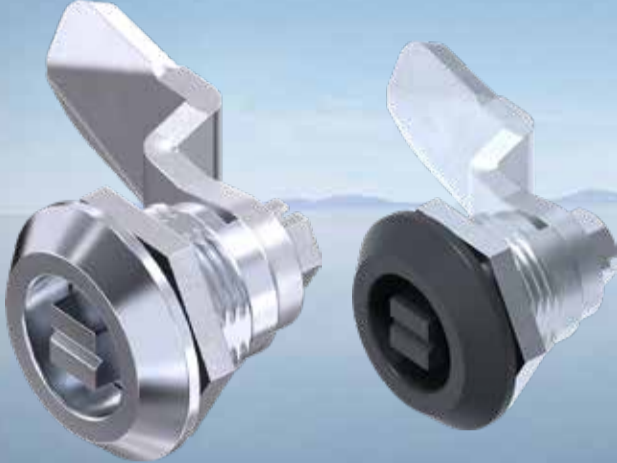
### EMKA Wuppertal

Amir Beharic has been working for the EMKA Group since 2006. In November 2023, he became **Director of Sales** and has been responsible for the regions of Northern, Eastern and South-Eastern Europe **at the Wuppertal site**. He studied at the Faculty of Mechanical Engineering at the University of Banja Luka, Bosnia, and graduated from the Community College in Salt Lake, USA. Amir Beharic already brings experience from his previous jobs in the areas of customer service and sales. His technical knowledge and language skills have made him invaluable to the Sales department.

Amir Beharic



# Safety despite vibration: the new vibration-resistant quarter turns from EMKA



With the vibration-resistant quarter turn, EMKA is introducing a robust lock onto the market that is suitable for a wide range of applications. Whether in rail transport applications, machine building & plant engineering or in the design of industrial cabinets – the cost-effective, patented locking solution meets the most demanding specifications required by the ingress protection class IP69K and is characterised by a long service life. Users benefit from the lock’s simple operation.

With the vibration-resistant quarter turn EMKA is introducing a robust lock onto the market that meets particularly high requirements for vibration and shock resistance as well as tightness.

Electronic equipment needs protection based on where it is used and installed. Therefore, the housing, and thus the locking mechanism in particular, are of special importance. Almost all machines, systems, and vehicles are subject to perpetual vibrations and oscillations. This puts high demands on housing and locking mechanisms. EMKA’s vibration-resistant quarter turn provides maximum protection for these demanding applications, securing doors and flaps throughout its service life at the same time.

## Cost-effective and easy to operate

The unique design of the quarter turn’s housing and additional elements provide maximum protection and prevent the housing from coming apart. Because of the permanent internal spring-loaded interlocking mechanism – in combination with two positive end positions – the lock noticeably engages in the final locking positions. This “engagement” can also be heard acoustically. At the same time, the operation is extremely simple. A 90° turn causes the latch inside the cabinet to engage behind the door frame, thus locking the door or flap. The vibration-

resistant quarter turn provides similar protection as the classic safety quarter turn but is easier to use. Because the locking mechanism is less complex, the new locking solution is also the more cost-effective variant. EMKA has patented the vibration-resistant quarter turn and subjected it to a broad range of tests. Users benefit from an unremitting locking performance over the lock’s entire service life. All requirements for vibration and shock resistance according to DIN EN 61373 are reliably fulfilled. In addition, the new locking solution meets the requirements of the highest ingress protection class IP69K, making it ideal for use in robust and mobile outdoor applications, for example in the railway sector, as well as in road vehicles or agricultural machinery. Internal electronic components are safely protected from dust and water during high-pressure and steam jet cleaning. The vibration-resistant quarter turn lock is manufactured using the zinc die-casting process and is available in two surface finishes and several actuation variants.

## Trade Fair Impressions



# Worldwide Trade Fairs 2023/24

	Blechexpo, Stuttgart, Germany (07.11.–10.11.2023)
	Climatizacion, Madrid, Spain (14.11.–17.11.2023)
	MetalMadrid, Madrid, Spain (15.11.–16.11.2023)
	Data Centre World, Paris, France (15.11.–16.11.2023)
	China Int. Data Center Expo, Shanghai, China (15.11.–17.11.2023)

	Vidhyut, Gujarat, India (28.11.–30.11.2023)
	Elecrama, Greater Noida, India (18.01.–22.01.2024)
	Expo Manufactura, Monterrey, México (30.01.–01.02.2024)
	Expo Electrica & Solar Caribe, Cancún, México (13.02.–15.02.2024)
	DCW London, London, UK (06.03.–07.03.2024)

## IMPRINT

EMKA Beschlagteile GmbH & Co. KG  
Langenberger Str. 32  
42551 Velbert/Germany  
Tel.: +49 2051 273-0  
Fax: +49 2051 273-128  
www.emka.com  
presse@emka.de

**Responsible for Contents:**  
Dr. Ralph Kloth, EMKA

**Editorial Staff, Design & Layout:**  
additiv pr GmbH & Co. KG  
www.additiv.de