

**LOWA**  
simply more...

# LOWA TRAINING MANUAL

**Dear LOWA Partner,**

As customers' questions become increasingly complex, the demands placed on you grow. We have therefore put together the most important information and facts regarding LOWA in order to prepare you for sales talks.

We always recommend the following procedure when dealing with customers:

When speaking to a customer, the first thing you should do is determine their needs. Before the customer tries on boots or shoes, you should discuss the following points:

- What are the boots or shoes needed for? What is the customer planning?
- What weather conditions will the boots or shoes be used in?
- What are the conditions like where they will be used?
- For mountaineering boots: does the customer have any previous experience? Will the customer be going on a tour lasting just a single day or a number of days?
- Has the customer already had outdoor boots or shoes?

When you start talking to a customer, you have the opportunity to measure their feet. Please also take into consideration the customer's height and weight.

When measuring the customer's feet, note any possible injuries, deformities and differences in length and width. Once you have this information, you can select suitable boots or shoes for the customer from the various LOWA categories.

- When the customer tries on footwear, we recommend that they wear the walking/hiking socks that they would wear for the relevant outdoor activity.
- To check that the boots or shoes are the right size, ask the customer to step on the insole. With hiking boots, there should be around 1 - 1.5 cm space at the front on the insole after it is removed.
- Explaining the lacing system, the various boots and shoe technologies is important when selecting the right footwear.
- Recommending useful accessories such as care products or socks is a professional way to round off the sales talk.

Naturally, this handbook provides lots of other useful information. Happy selling!

**Your LOWA team**



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# HISTORY

1923



COMPANY FOUNDED BY  
LORENZ WAGNER

Lorenz WAgner founds LOWA in the Bavarian village of Jetzendorf near Munich, Germany. The success story begins with the production of traditional Bavarian Haferl shoes. The high quality of the handwork in the Norwegian welt-stitched shoes – a manufacturing process that stemmed from the mountains – already necessitated an expansion of the facility in the late 1920s.

1930 / 31

The first manufacturing facility is built. The groundwork is laid for further success with Alpine boots for mountain infantry and lace-up ski boots. Sepp Lederer begins in the company as an apprentice.

1953

Lorenz Wagner passes away.



1970

NEW TECHNOLOGIES

The rapid introduction of man-made materials sends clear messages of innovation. One of the first polyurethane injection moulding systems goes into operation. On the product side, the first vulcanised rubber soles are a ground-breaking innovation. They offer 100-percent protection against moisture, insulation against the cold and maintain their shape despite bending and flexing.

1972

LOWA continues to introduce innovations with its "Air" system for ski boots, which provides for optimum fit thanks to its air-cushioning.



1949 / 50

During the Korean conflict the cost of materials leaps by up to 50 percent and leather becomes an object of speculation. Just to be able to continue production, LOWA has to purchase highly priced materials. As prices fall and outstanding bills come due, the operation becomes insolvent overnight.

1955

THE SECOND GENERATION

The second generation steps forward: Wagner's daughter Berti and her husband, Josef ("Sepp") Lederer, take over the company and expand the product range, taking the company in the same direction as its founder, step by step.



1977

Success means the need for another expansion of the facility. Two new factories are built.



**1982**

The "TREKKER" model is introduced, marking the "dawn" of the trekking boot.

**1992**

Werner Riethmann steps in to head up management.



**1995**

Introduction of "Light" hiking boots, the forerunner of today's multifunctional ATC line.

**1996**

The offices and warehouses are expanded.



**2003**

LOWA celebrates its 80th anniversary. The traditional shoemaker is by far the largest employer in rural Jetzendorf. The company remains fully committed to the production site in Germany as well as to its original headquarters where the company was founded 80 years earlier.

**2013**

LOWA celebrates its 90th anniversary with a big mountain party.

**1988**

**CONTINUITY AND CHANGE**

Sepp Lederer hands over management of the company to his son, Stefan Lederer, who develops the LOWA STREET TREKKER, among other products.

**1993**

The Italian Tecnica group, which also owns the companies Nordica, Rollerblade and Blizzard, acquires LOWA. The manufacture of LOWA ski boots is transferred to the parent company in Italy.

**GERMANY**

Jetzendorf remains the home of manufacturing in Germany, the management headquarters, as well as the location of research and development. The manufacturing of Alpine boots and trekking boots continues in Jetzendorf.

**2000**

A huge goal is accomplished. Thanks to innovative products and the highest made-in-Europe quality, LOWA produces and sells more than 1 million pairs of boots and shoes in a year for the first time. LOWA is now an established name in European footwear and sports retail.

**2010**

**AN HISTORIC EVENT**

Yet another long sought-after milestone is reached: LOWA sells more than two million pairs of boots and shoes in a year. With that, the company has written a new chapter in its impressive history of success and secures its position as an important partner to speciality retailers throughout the world.

**2019**

Alexander Nicolai, who had been Head of Design and Development since 2014, joins Werner Riethmann as co-CEO of LOWA Sportschuhe GmbH. LOWA reaffirms its commitment to European manufacturing when it acquires Riko Sport S.r. l., an Italian shoe production company. Riko Sport is now a wholly owned subsidiary of LOWA Sportschuhe GmbH. LOWA is now one of the leading brands for hiking and outdoor footwear in Germany, Austria and Switzerland.

Besides regional institutions and projects, the company supports social and cultural projects on both national and international level. In Nepal for example, LOWA is helping Nepalhilfe Beilngries e.V. to build a school and distributes its LOWA athletic footwear through the organisation KENIAL e.V. In Germany, LOWA is among other things an ambassador and supporter of the Outdoor against Cancer partner network.



**SOCIAL WORK**



**COMPANY AND EMPLOYEES**

Footwear maker, warehouse specialist or procurement manager – the professions at LOWA are as varied as the people who work in them. Their skills, their craftsmanship and their commitment are what makes LOWA a successful brand. For this reason, LOWA strives to offer its 2,250 employees the best possible working environment. In addition to interesting areas of work, this also means a whole host of opportunities for further training and professional development. A company pension plan is one obvious aspect of LOWA's commitment to its staff, as is the creation of a work environment in which employees treat one another with openness, fairness, and tolerance.



**PRODUCTIONS SITES AND CONDITIONS**



What does LOWA expect from its employees and business partners? This is clearly defined in the company's Code of Conduct. Every supplier and producer has to sign this document which sets out working hours, wages, leave, occupational health and safety and more. Additionally, internal audits ensure that the Code of Conduct is being followed.



**MISSION STATEMENT**



**ENVIRONMENTAL PROTECTION AND CONSERVATION**

Outdoor companies live with and off nature. The company has thus been helping with the reforestation of Bavarian mountain forests for many years and with the LOWINGO cuddly toy supports WWF conservation projects.



**PRODUCTS**



At LOWA, every single pair of boots and shoes matters – after almost 100 years of being in business, we know how much work, effort and skill go into every single step. For this reason, we make no compromises when it comes to the quality and fit of LOWA footwear. We are always on the lookout for innovative technologies and ways of making improvements.

# FAIR PRODUCTION, FAIR PRODUCTS.



All LOWA footwear products are completely “Made in Europe”. The traditional Jetzendorf-based company believes that it is responsible for its production sites and shares a philosophy that the ILO (International Labour Organisation) once expressed in the following way: “A market governed by a fair alliance of rules and institutions is more efficient and operates for the benefit of everyone.” The aim is to ensure that production partners understand the need to apply ethical standards at the European production sites, standards that include the guarantee of adequate wages for employees, compliance with important aspects of occupational health and safety law and observance of social standards. This shows that at LOWA “Made in Europe” is seen as a holistic concept.



# A PASSION FOR MOUNTAINEERING

## LOWA DEVELOPMENT TEAM MEETS

## LOWA PRO TEAM

RALF DUJMOVITS

SIMON GIETL

STEFAN GLOWACZ

RUDI HAUSER

ROBERT JASPER

GERLINDE KALTENBRUNNER

HANS KAMMERLANDER

LUKA LINDIC

CHRIGEL MAURER

ALIX VON MELLE

INES PAPERT

LUIS STITZINGER

SUNNY STROEER

# PERFECT FIT

TECHNOLOGY

When it comes to developing mountaineering boots, LOWA relies on those who are in the know: its top athletes. During this process, the company's headquarters in Jetzendorf is regularly turned into a very special venue: it serves as the place where exceptional, world-renowned athletes from the LOWA PRO Team meet with our development staff. But the real stars of these meetings are something else: LOWA's Performance collection.

The athletes who make up the LOWA PRO Team are brand ambassadors, fascinating personalities and extreme testers at the same time. The LOWA PRO Team now consists of 13 athletes from Germany, Austria, Italy, Switzerland and the United States. During joint development work, LOWA hones their products in order to come up with the perfect footwear for athletes and alpinists.

# TESTING



# ATHLETES AND PARTNERS

Go out and enjoy nature! This motto applies to more or less all of LOWA's athletes and brand ambassadors. The outdoor company works with athletes, bloggers and partners throughout the world. Many of them devote almost all of their free time to their time-consuming hobby and some of them even try to turn their favourite pastime into a career. LOWA regards its athletes and partners as "friends of the brand", and supports them and their activities. In addition to the LOWA PRO Team, LOWA also supports the LOWA ACTIVE Team and selected influencers and partners.

## LOWA ACTIVE TEAM

ROBERT MADS ANDERSON

LISA BALLARD

LANNY BARNES

CARLOS BUHLER

JIM DAVIDSON

ALEXANDRA GARCIA

MARCUS GARCIA

BETH GORALSKI

FREDDY GROSSNIKLAUS

ANDY HETTINGER

MIKE & STEVE MAROLT

DAN NASH

ALLI ROSKELLY

MAX SEIGAL

JEFF SHAPIRO

TRISTAN "TRIPPY" SIELEMAN

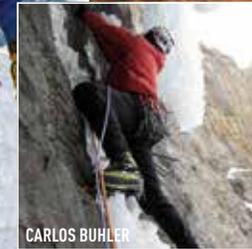
KURT WEDBERG

BETH WHITMAN

CYNDI WYATT



KURT WEDBERG



CARLOS BUHLER



JIM DAVIDSON



LISA BALLARD



MAX SEIGAL



SUNNY STROEER



CYNDI WYATT



JEFF SHAPIRO



MARCUS GARCIA



### MOUNTAINEERING\_INDEX 1

Boots for the world's highest mountains: High-end mountaineering boots and approach boots for optimum performance when climbing.



### TREKKING/BACKPACKING\_INDEX 2

Trekking/Backpacking models are designed for demanding hikes and tours lasting several days on routes off the beaten track. They offer maximum stability and comfort even on long tours and some are even suitable for crampon systems.



### ALL TERRAIN CLASSIC\_INDEX 3

Multifunctional boots are ideal for easier hikes and day-long excursions. They are designed for a wide range of outdoor activities. This makes them the perfect all-rounder for use on various types of terrain.



## ALL TERRAIN SPORT\_INDEX 4

Lightweight and sporty: the multifunctional footwear in the ALL TERRAIN SPORT collection is designed for numerous outdoor activities. It guarantees optimum dynamics and stability for anything from a cycling tour to a speed hiking tour.



## EVERYDAY OUTDOOR\_INDEX 5

The EVERYDAY OUTDOOR segment is ideal for those who want the comfort of outdoor footwear in their day-to-day lives. It offers the perfect combination of style and practicality.



## COLD WEATHER BOOTS

Good insulation and maximum grip are particularly important in wet weather and icy cold. The COLD WEATHER BOOTS are thus specially designed for wintry conditions – whether it be during day-to-day wear in the city or on a snowy hike in the mountains.



## KIDS

Playing, running around and discovering the world: adventurous kids need footwear that can cope with all eventualities. Specially designed for children, the boots and shoes are highly practical and offer optimum protection, making them ideal for everyday use and all outdoor activities.

# FROM THE MOUNTAINS TO THE SEA

STABILITY

EVERYDAY  
OUTDOOR

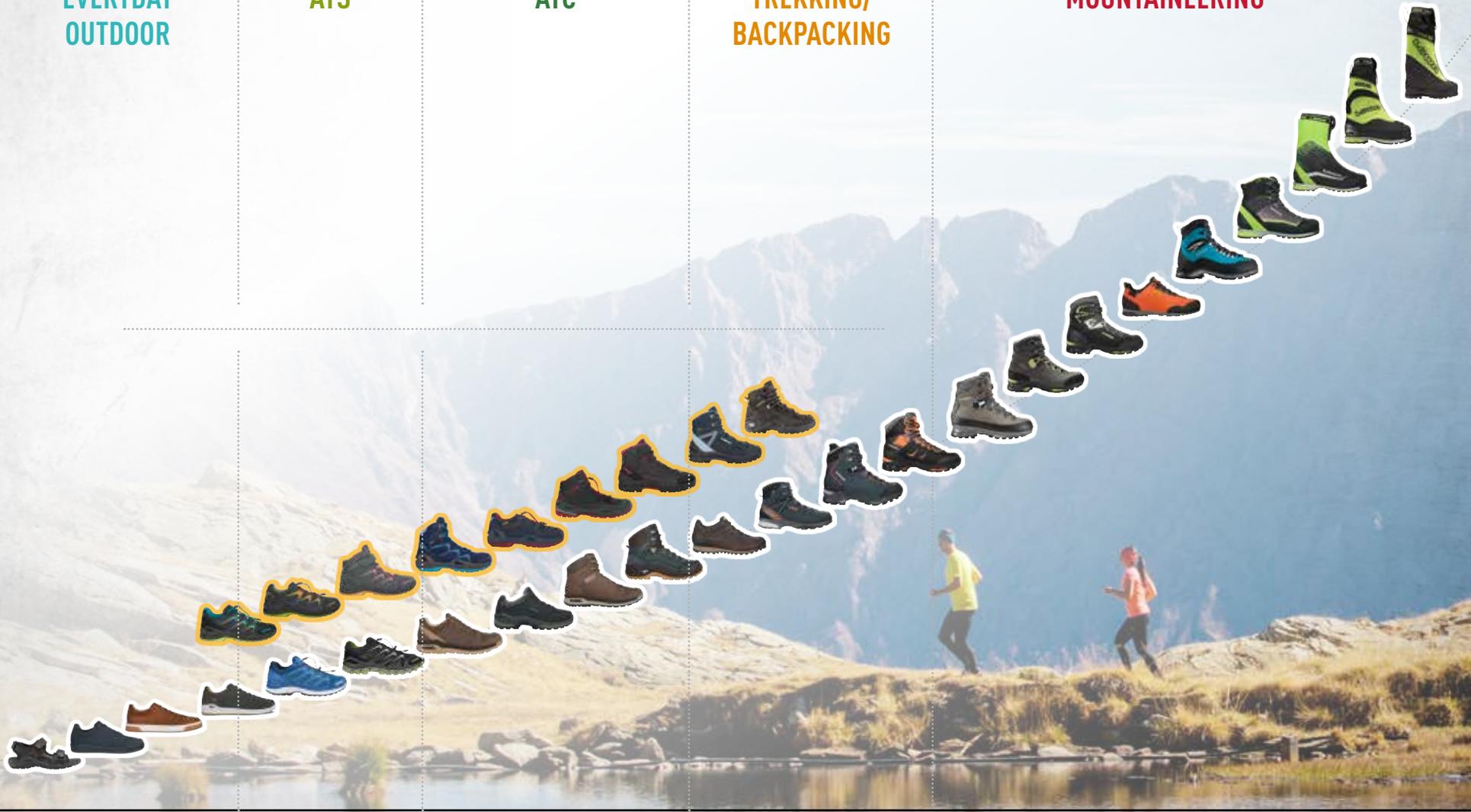
ATS

ATC

TREKKING/  
BACKPACKING

MOUNTAINEERING

PROTECTION





# CHOICE OF MATERIALS

## LEATHER AT LOWA

The leather used by LOWA is mainly from European cattle. LOWA obtains around 70 percent of its leather from its main supplier Heinen with headquarters in Wegberg, Germany. Other tanneries from which the company buys leather include VIVIANI in Zagreb (Croatia), DANI in Arzignano and Perwanger in Ora (both in Italy). All of the tanneries were carefully selected, in part because their company philosophies of ecological and socially responsible production align perfectly with LOWA's own philosophy.

## ELIMINATION OF HARMFUL SUBSTANCES

- LOWA is one of the founding members of cads e.V., an association of manufacturers and suppliers under the umbrella of the German Shoe Institute that seeks to prevent the use of harmful substances in footwear.
- LOWA meets all the requirements regarding harmful substances imposed by Regulation (EC) No. 1907/2006 (REACH).
- Furthermore, LOWA has drawn up its own "Restricted Substances List" for all products (list of prohibited substances and/or those that can only be used in limited quantities).
- LOWA spot-checks its materials for harmful substances, with tests carried out by the company itself and by recognised external laboratories.

# LEATHER UPPER MATERIAL

Full grain leather e.g. CAMINO GTX FG



- Upper layers of the hide
- Very robust and durable
- Scarred, smooth and shiny surface



Nubuck leather e.g. CAMINO EVO GTX



- Upper layers of the hide
- Very robust and durable
- Smoothed leather
- Rustic and slightly rough surface



Split leather e.g. EXPLORER II GTX MID Ws



- Middle layers of the hide
- Fibrous surface
- Robust, resilient and scratch resistant



# OTHER UPPER MATERIALS

**Microfiber** e.g. GORGON GTXWs



- Soft fibrous fabric
- Lightweight
- Tear and abrasion resistant
- Easy-care and breathable



**Textile blend fabric** e.g. TAURUS PRO GTX MID



- Textile blend fabric
- Tear resistant and durable
- Breathable
- Used usually in combination with leather



**Mesh** e.g. MADDOX LO



- Open fabric with mesh structure
- Excellent breathability
- Lightweight
- Ideal for the summer



# GORE-TEX® MEMBRANE

## GORE-TEX Footwear

- Waterproof
- Breathable
- Fast drying
- Recommended for tours lasting several days

## Other properties

- For pleasantly dry feet
- Optimum climate comfort
- Ideal for outdoor activities in any weather

## GORE-TEX Insulated Comfort (warm lining)

- For pleasantly dry and warm feet
- Ideal for outdoor activities in winter
- For cold temperatures
- Used in LOWA COLD WEATHER BOOTS

- Permanently waterproof
- Highly breathable



# LEATHER LINING



- **EXCELLENT WEAR COMFORT**  
Supple and dimensionally stable
- **DRY FEET**  
High moisture absorption and release of water vapour
- **CONSTANT TEMPERATURE**  
Thermal behaviour adapted to the external climate
- **LASTING DURABILITY**  
Hard-wearing, flexible, tear and abrasion resistant

# SOLES



## LOWA outsoles

The outsoles provide support and grip on all sorts of terrains. LOWA uses rubber as a material here. This rubber is produced in different forms and degrees of rigidity. Tread depth and arrangement play a key role here. LOWA also uses TPU and PU outsoles in the EVERYDAY OUTDOOR and KIDS segment.

Either LOWA or VIBRAM® soles are used for LOWA footwear. The top-quality branded soles have the following properties:

- Slip-resistant
- Abrasion-resistant
- Stabilising



### MOUNTAINEERING

e.g. VIBRAM® Alp Trac® Ice on the ALPINE EXPERT GTX model



### TREKKING/BACKPACKING

e.g. VIBRAM® Trac® Lite II on the LADY LIGHT GTX model



### ALL TERRAIN CLASSIC

e.g. VIBRAM® Evo on the RENEGADE GTX MID model



### ALL TERRAIN SPORT

e.g. LOWA® Multi Trac® on the INNOX PRO GTX LO model



### EVERYDAY OUTDOOR

e.g. LOWA® Camara on the MALTA GTX MID model



### COLD WEATHER BOOTS

e.g. VIBRAM® Arctic Grip Trac® on the RENEGADE EVO ICE GTX model

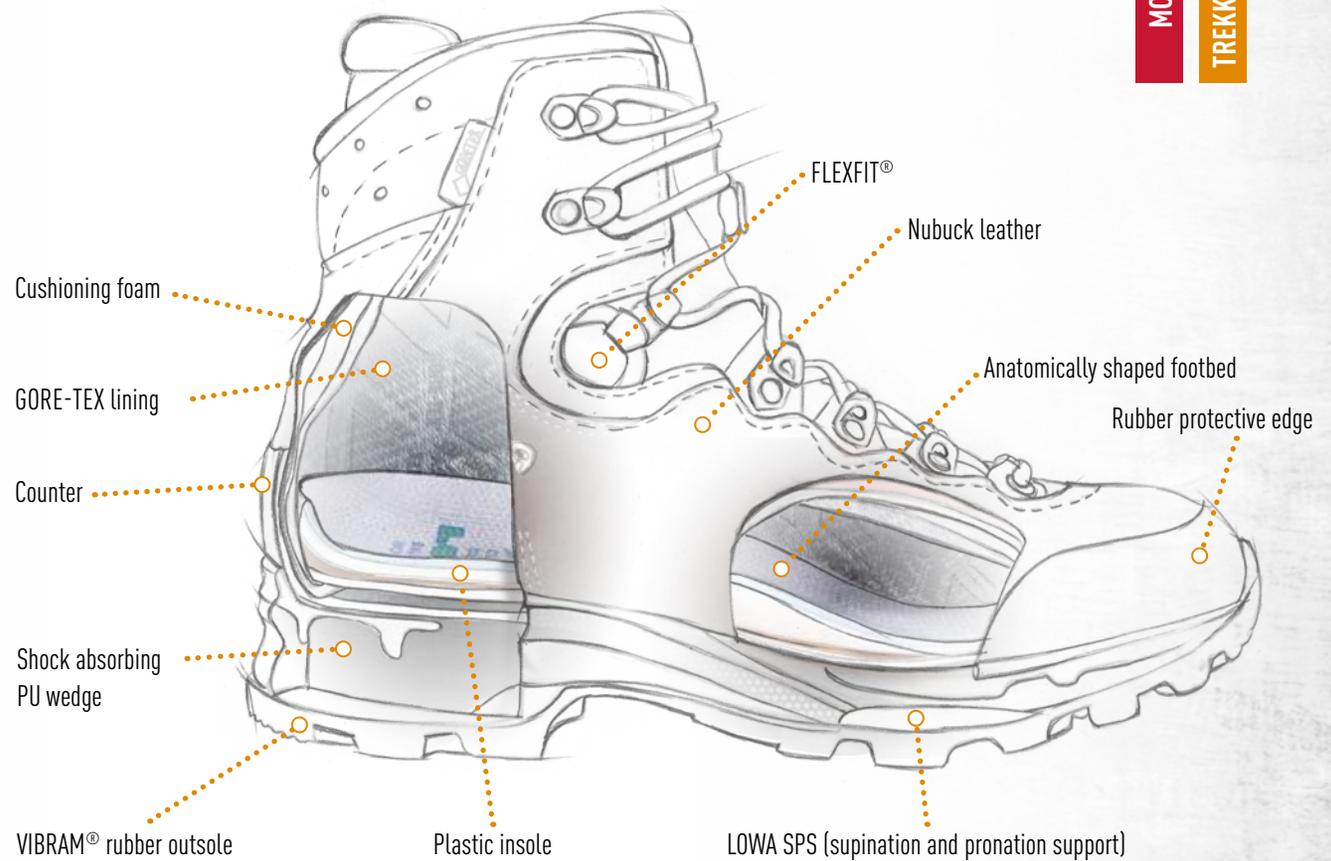
# CONSTRUCTION

## CEMENTED CONSTRUCTION

All of LOWA's **MOUNTAINEERING** and **TREKKING/BACKPACKING** boots are constructed using cement. This means that the protruding leather is "pinched" around the last using strong tension and glued to the underside of the insole.

Models in the **MOUNTAINEERING** category have the most stable insole. Some of them also have an insulating lining (PrimaLoft® and/or GORE-TEX DURATHERM®). They are designed to accept rigid mountaineering crampons with modern bindings. The **TREKKING/BACKPACKING** category includes boots with stable insoles for people on tours lasting a number of days who usually carry heavy bags as well as boots for classic one-day tours. These have a slightly more flexible insole and are therefore ideal for extended tours off the beaten track.

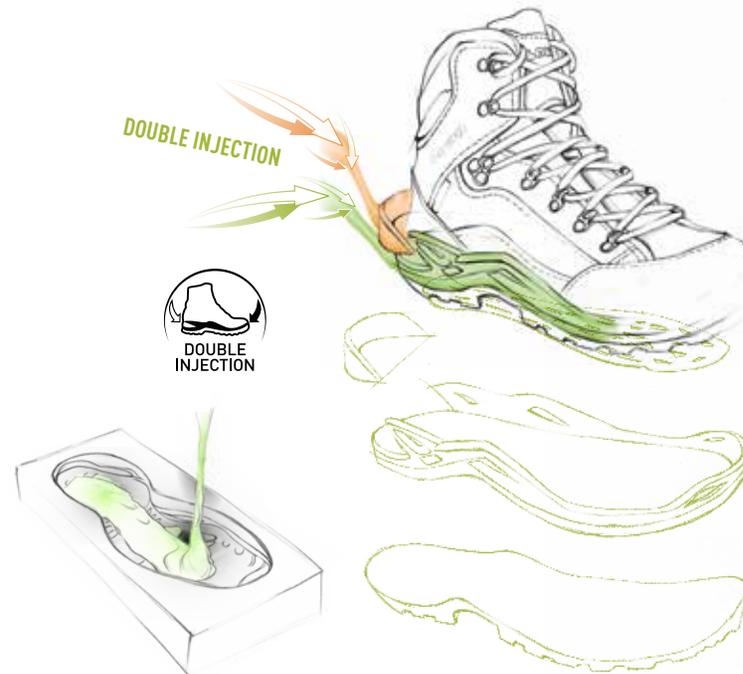
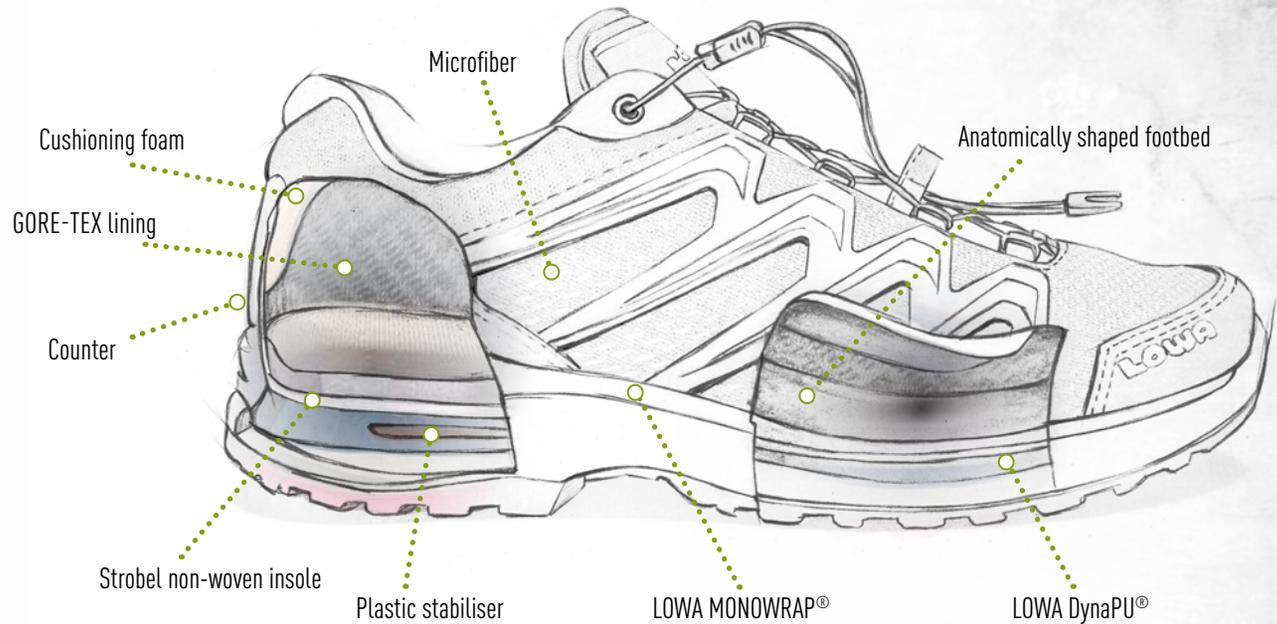
**MOUNTAINEERING**  
**TREKKING/BACKPACKING**



## INJECTED/STROBEL STITCHED

The boots in the **ALL TERRAIN CLASSIC (ATC)**, **ALL TERRAIN SPORT (ATS)**, **EVERYDAY OUTDOOR** and **KIDS** categories along with a number of **COLD WEATHER BOOTS** models are manufactured in Slovakia where they are injection moulded/strobel stitched. In this process, a non-woven insole is attached to the upper using a stitch named after its inventor, Johannes Strobel. This stitch is made by a special strobel insole applying machine. In the process, the upper and the non-woven insole become a single element, and the sole can be injection moulded.

To attach the sole, liquid polyurethane (PU) is injected directly onto the upper. The upper boot is placed in a specially-designed mould. This is then filled with several layers of a PU/DynaPU® foam material. The stability of the sole construction is ensured by a plastic element (stabiliser). The upper and sole become a fixed unit.



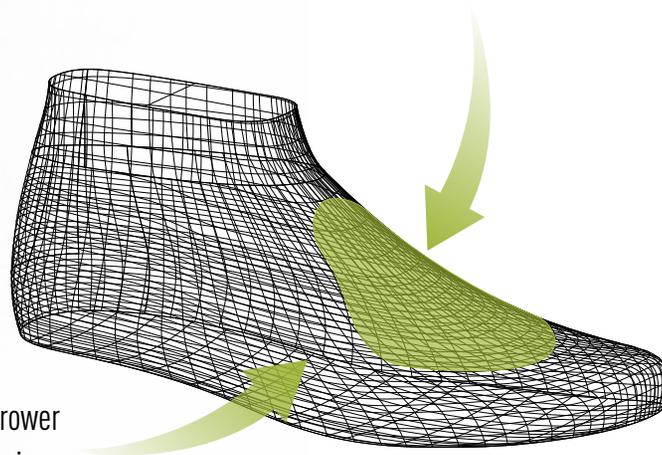
## Each LOWA last ensures an uncompromising fit

- Determines the subsequent boot shape (fit)
- Developed according to anatomical and orthopaedic aspects
- Different lasts for different areas of application
- Special lasts for women's and children's models



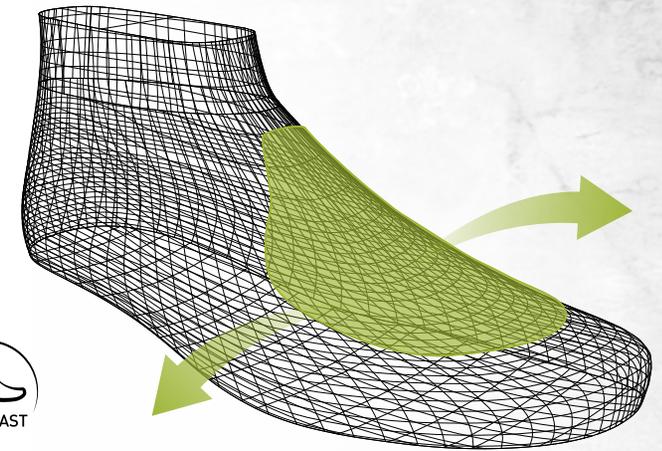
### S LAST (NARROW)

In an S last, the forefoot area is narrower than in a normal last. The ball area is reduced for this purpose.



### W LAST (WIDE)

In a W last, the forefoot area is wider than in a normal last. The ball area is enlarged for this purpose.

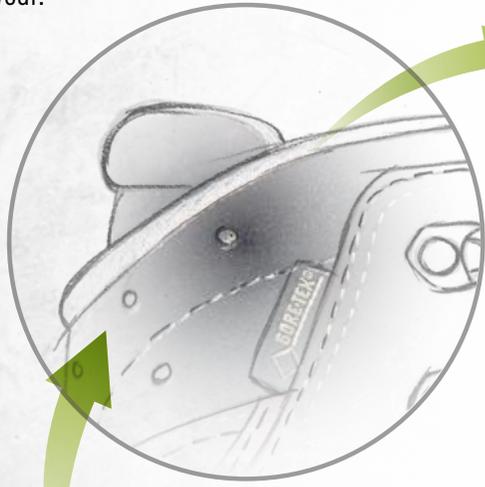


# LASTS FORM



## A FOCUS ON WOMEN

No one doubts that women and men have different types of feet. For this reason, LOWA has been producing outdoor footwear designed particularly with the anatomy of women's feet in mind from the very beginning. At first glance, you will not notice much of a difference between boots designed for men and women. But it all changes once you slip on a pair. You immediately feel the many functional details and the sophisticated technology that goes into female footwear.



## SOFT PADDED EDGING

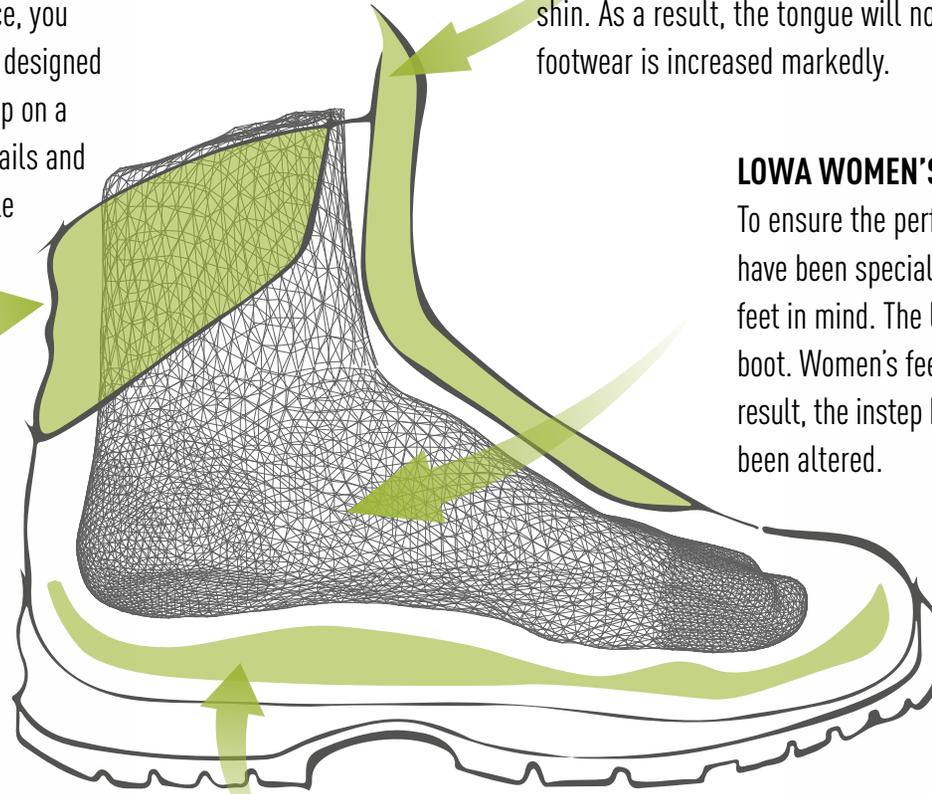
Women's calves begin lower than men's do. For this reason, the outdoor footwear that LOWA makes for women is equipped with a specially-padded edging. This is both softer and more flexible.

## SPECIALLY PADDED TONGUE

To prevent pressure points, the tongue of women's boots includes a layer of viscoelastic padding. Under the influences of the body's natural temperature, the padding then adapts itself to the anatomic structure of the instep and shin. As a result, the tongue will not shift to the side, and the comfort of the footwear is increased markedly.

## LOWA WOMEN'S LASTS

To ensure the perfect fit, the lasts used for female footwear have been specially designed with the anatomy of women's feet in mind. The last plays a key role in the ultimate fit of a boot. Women's feet have less volume than men's feet. As a result, the instep height and the ball area of these lasts have been altered.



## MID-SOLE AND INSOLES ESPECIALLY FOR WOMEN

When women walk, their joints and ligaments absorb much of the ground reaction forces produced in the process. For this reason, LOWA uses a more flexible mid-sole to provide good cushioning. The insole creates a pleasant-to-wear sensation in the footwear. It is made of soft, viscoelastic foam and a supple upper material. The result? A snug home for the foot.



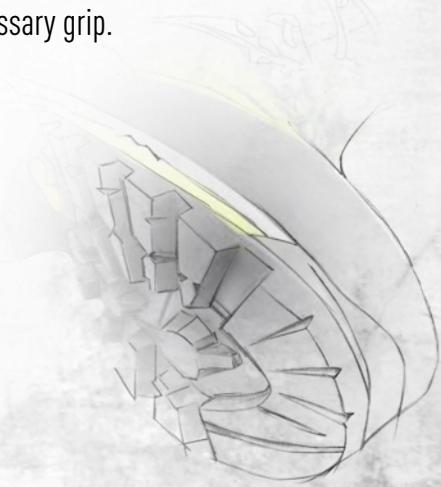
### CLOSE TO THE GROUND & CLOSE TO THE ROCK

Secure footing, sensibility and grip are created in particular by the space between the foot and the ground. For this reason, the technologies known as CLOSE TO THE GROUND and CLOSE TO THE ROCK reduce the space between the ground or the rock to the greatest extent possible. At the same time, careful attention is also paid to such factors as grip and rolling properties. The overall height of the boot is minimised in order to increase control and produce a natural wearing experience.



### CLIMBING ZONE

The flat design of the front sole and low profile depth improve traction on the rock. This makes climbing easier by providing the necessary grip.





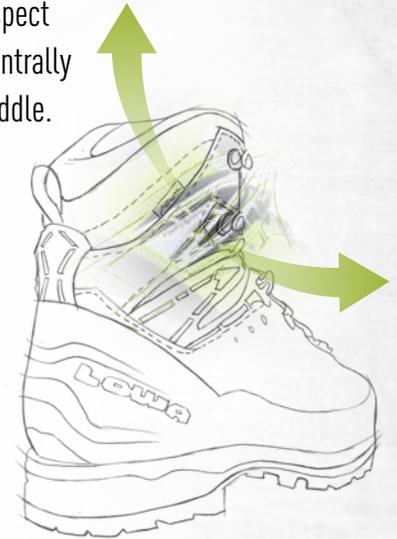
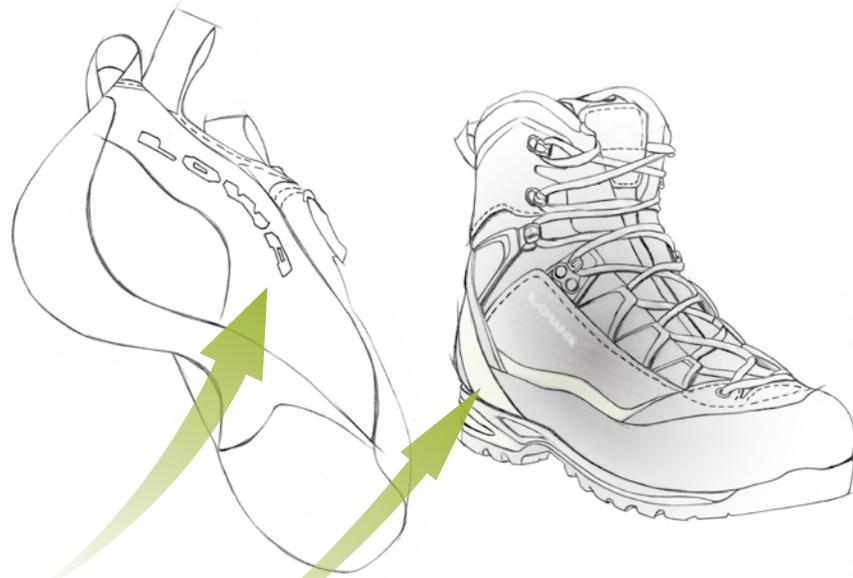
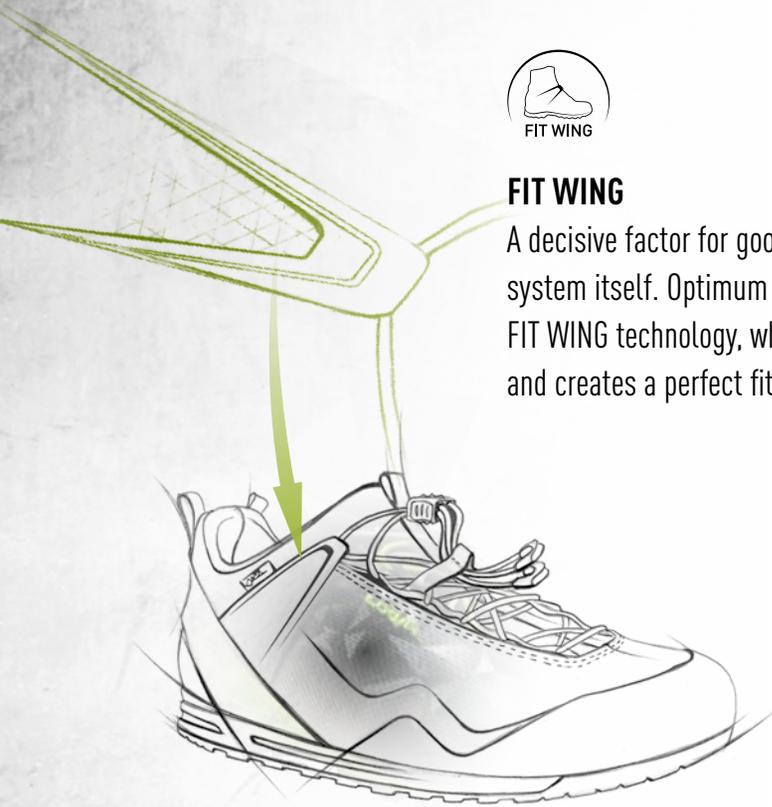
### FIT WING

A decisive factor for good heel fit is the lacing system itself. Optimum tension is created using FIT WING technology, which positions the heel and creates a perfect fit.



### FLEXFIT SYNCRO®

FLEXFIT SYNCRO® technology involves an asymmetrical upper design. It enables the boot's upper to move "in sync" with the wearer's upper leg. This feature significantly improves walking comfort – particularly on paths, trails or rough terrain. The technology focuses on a key aspect of walking: a person plants their foot not centrally under the hip, but slightly further in the middle.



### SLINGSHOT

To provide optimum stability for the heel and to maintain a strong link between the front and rear foot, a special form of heel rubber is attached using tension. This SLINGSHOT effect generates a powerful restoring force for optimum grip and excellent adaptability.

# TECHNOLOGIES

## MOUNTAINEERING TREKKING/BACKPACKING



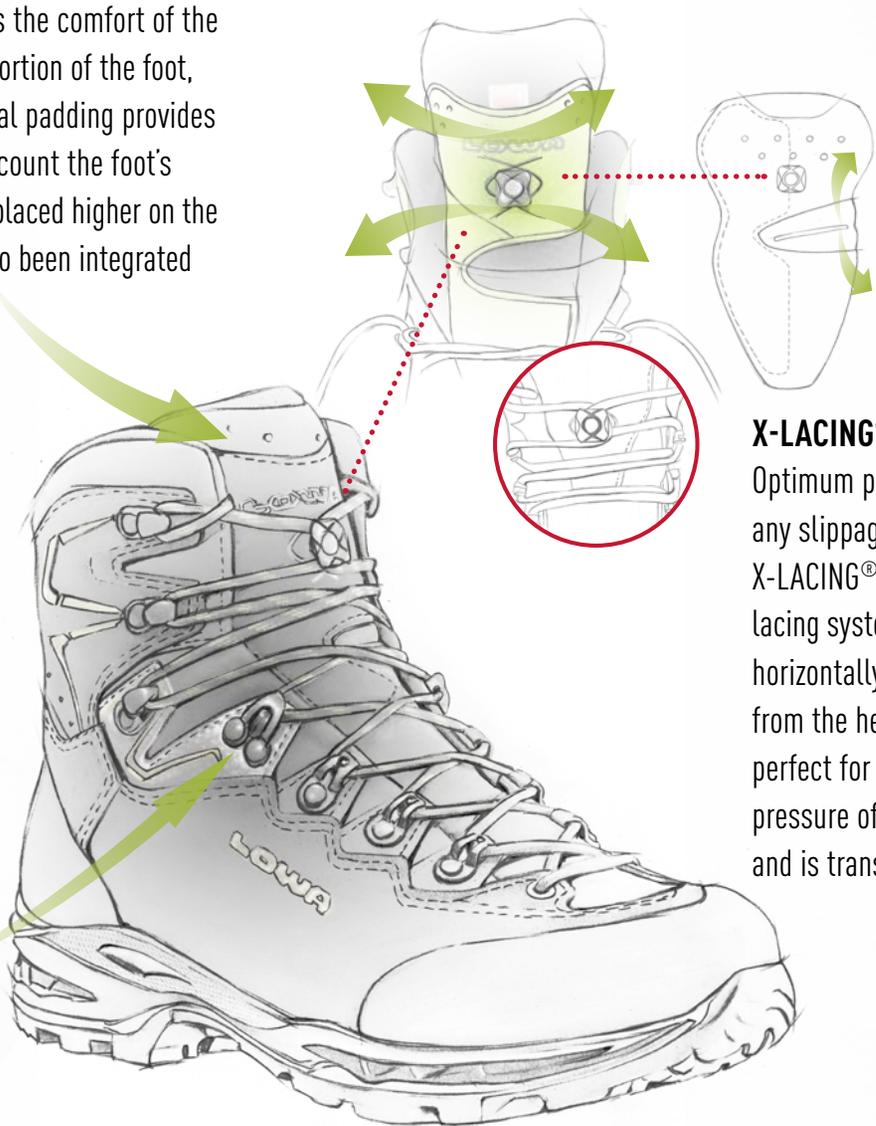
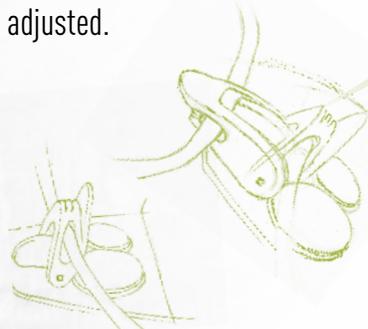
### C4-TONGUE

The specially designed boot tongue substantially enhances the comfort of the footwear. The tongue includes extra padding for the outer portion of the foot, and the upper end of it is especially soft. This asymmetrical padding provides optimum support to many areas of the foot. Taking into account the foot's natural anatomy, the notches for the ankle area have been placed higher on the inside than on the outside. A flexible bending insert has also been integrated into the inner part.



### I-LOCK

Just pull tight and position in place: To simplify the job of tying boots, LOWA has developed a special type of locking cam hooks. The special feature: The system holds the laces in place in two different areas. Once the laces have been pulled tight on the lower level, they can be locked in place with the help of the cam hooks. The lock releases by snapping the hook brackets open. The instep laces can be adjusted.



### X-LACING®

Optimum positioning of the tongue, without any slippage or pressure points: This is what X-LACING® technology is all about. This special lacing system fixes the tongue both vertically and horizontally. The lacing system gains independence from the height of the instep as a result, making it perfect for any type of foot. In this technology, the pressure of the laces is borne not just by the hooks and is transferred to the tongue as well.



### FLEXFIT®

The feet can roll more easily if a hiking boot is easy to bend. Such a feature saves energy when the wearer climbs hills and provides real comfort in the process. For this reason, LOWA has integrated a flexible zone and a so-called "Lace Loop" into this area. This involves the re-positioning of the boot's eyelets and the use of a flexible lace hook that improves heel comfort and facilitates bending.



### LOWA FLEX®

To add flexibility to each eyelet, the lacing systems through which laces are threaded are installed separately. These are made of soft leather trim or textile materials in order to avoid pressure points. Thanks to the flexible arrangement of the eyelets, the laces can easily be pulled all the way to the toe area without producing any excessive pressure on individual areas. But the tongue always maintains its optimum positioning.



### ROLLER EYELETS

Laces need to run flexibly and smoothly through the eyelets. Small balls installed in the metal eyelets keep the friction created by the laces to a minimum.



# TECHNOLOGIES

ATC  
ATS

## LOWA MONOWRAP®

To create optimum stability and provide perfect support to the foot, LOWA came up with a new, three-dimensional midsole design. This frame is called LOWA MONOWRAP® and perfectly envelopes the foot, providing support where it is needed the most. The frame is made from polyurethane.



## SUPPORT FRAME



In the form of the LOWA MONOWRAP® frame, the midsole supports the foot in the places that are subject to great stress. The sole design is only slightly raised.

## LOWA DURAPU® DURA **PU**®

This denser PU material absorbs shock and rebounds well, and is extremely durable

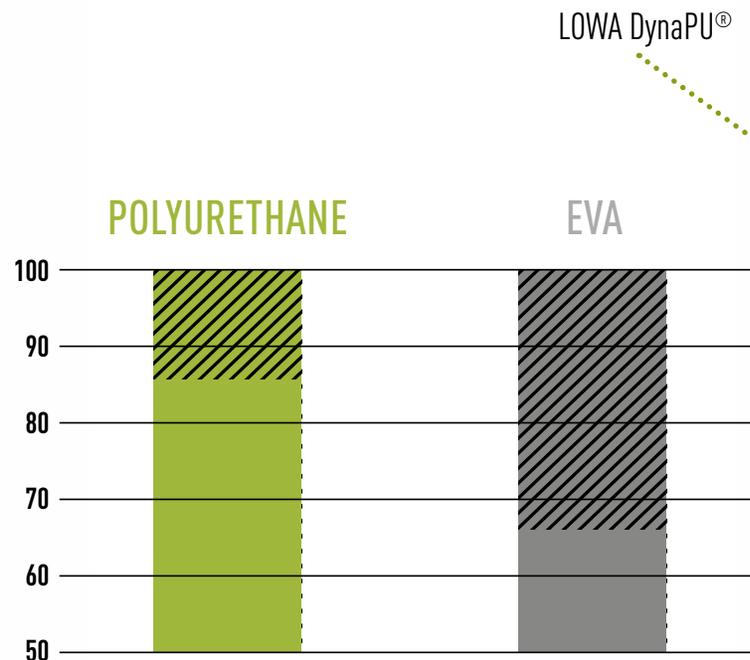
## DYNA<sup>PU</sup><sup>®</sup>

The midsole is the heart of comfort, rolling properties and boot cushioning. It is usually made from a foamed plastic. LOWA uses polyurethane (PU). The midsole consists of thousands of foam bubbles. The result is a material that is light, flexible and extremely durable. After every step, the material reverts back to its original shape. LOWA has exclusively developed a special PU foam material that meets all cushioning, comfort and durability criteria: LOWA DynaPU<sup>®</sup>. The special feature: the material is extremely stable. It retains its stability and substance even when it is pressed together thousands of times. As a result, the finished boots will maintain their optimum cushioning ability even after you have walked many kilometres in them.

### COMPARISON OF CUSHIONING MATERIALS IN A LONG-TERM COMPRESSION TEST

Mechanical ageing following 240,000 compressions  
Relative form consistency at maximum deformation

- Form consistency following 240,000 compressions (%)
- Deformation and mechanical ageing following 240,000 compressions (%)



### THE EFFECTS

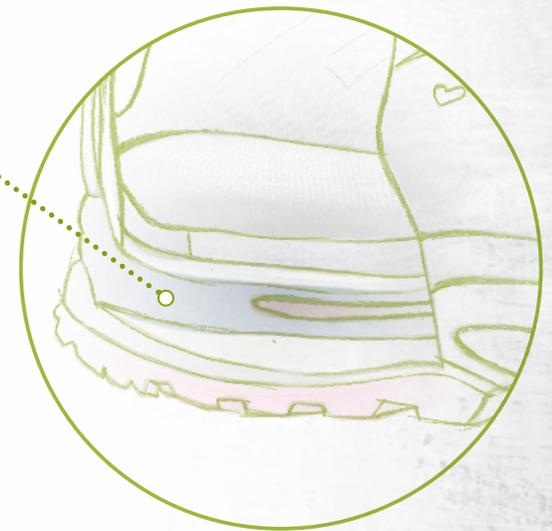
The effects are felt directly by athletes, outdoor fans and travel lovers. The boot feels light and soft, and adds a spring to your step. When you move quickly, you will sense the restoring force as the material returns to its original shape, a change that pleasantly cushions the foot.

ATC

ATS

EVERYDAY  
OUTDOOR

COLD WEATHER  
BOOTS



# TECHNOLOGIES

## EVERYDAY OUTDOOR

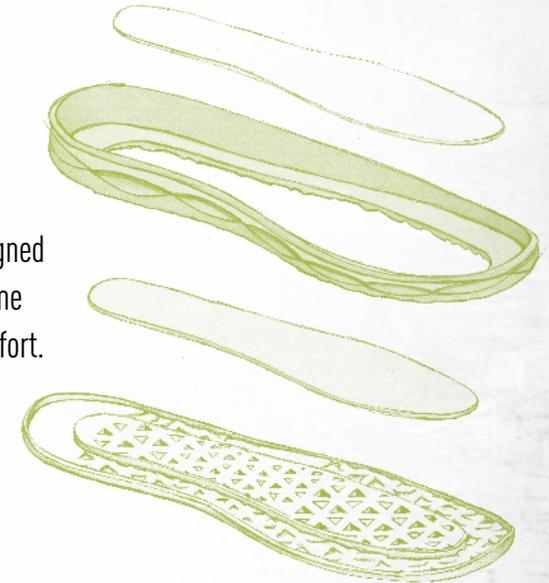
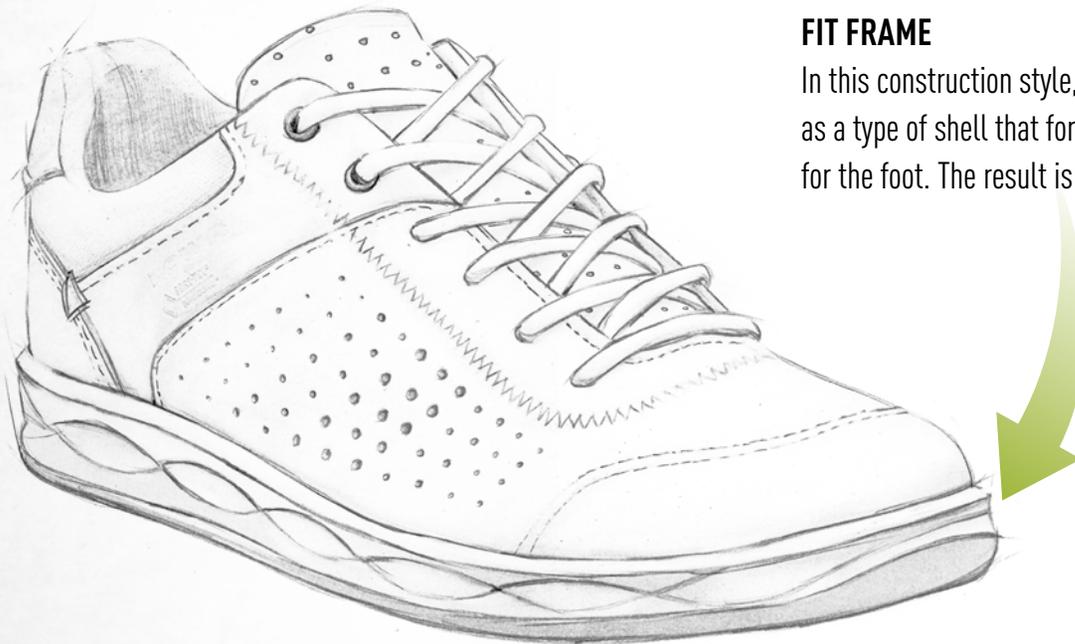
### THE PERFECT COMBINATION OF FUNCTION AND LOOK

Anybody who travels the world will tell you that comfortable footwear is the be all and end all of each trip. With the EVERYDAY OUTDOOR collection, LOWA offers trendy all-rounders with a modern design and numerous functions. As a result, outdoor fans can enjoy the benefits of sports footwear even during day-to-day wear. Innovative sole designs and materials ensure optimum cushioning, durability and a springy feel.



### FIT FRAME

In this construction style, the sole is designed as a type of shell that forms a perfect home for the foot. The result is guaranteed comfort.

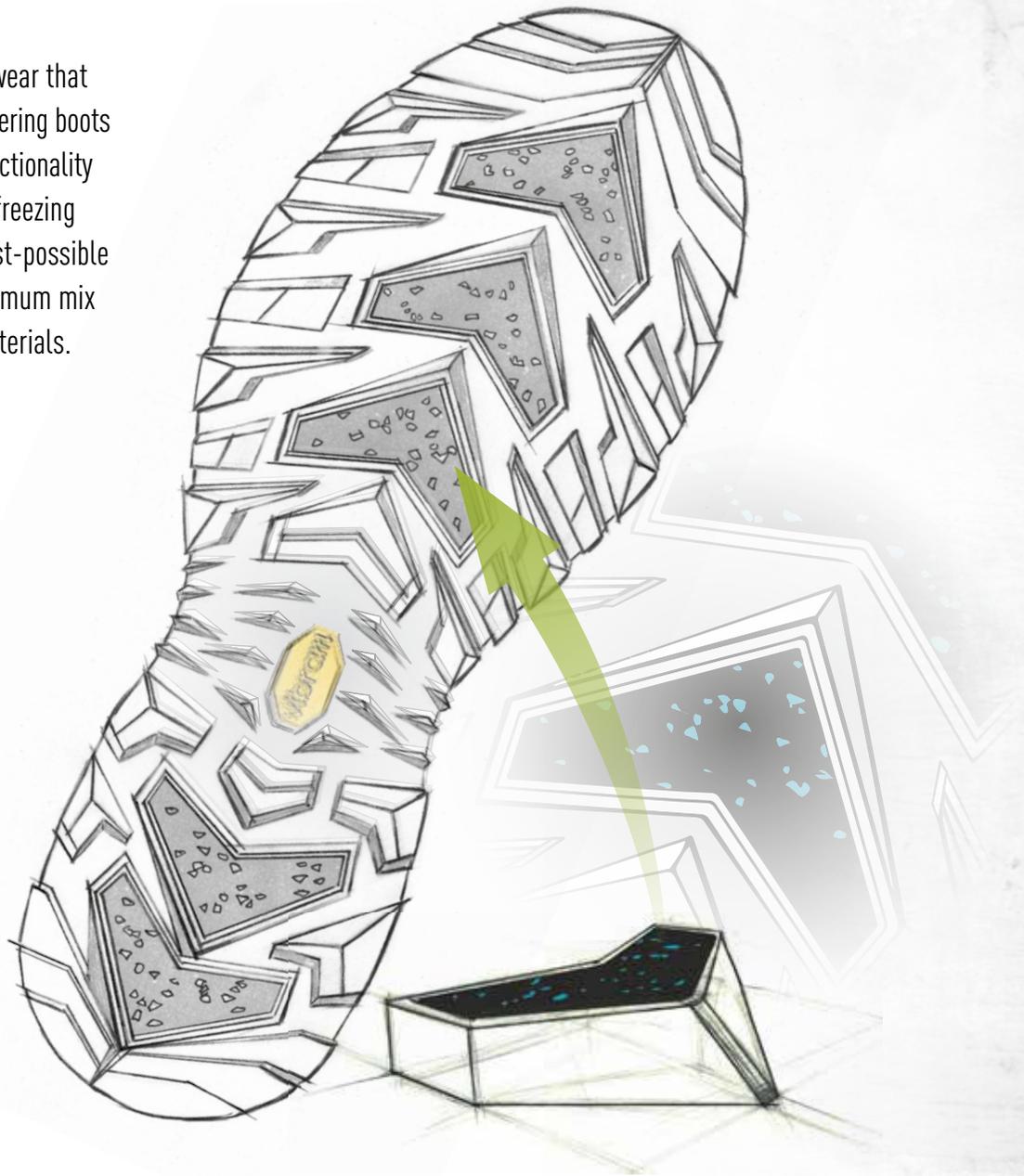


## PERFECT WEATHER PROTECTION

With its collection of COLD WEATHER BOOTS, LOWA has added footwear that is just right for the teeth-chattering time of the year. From mountaineering boots to boots for urban winter – LOWA always combines a high level of functionality with modern details. In addition to a balanced mix of materials for freezing winter days, the footwear's special sole construction creates the best-possible grip. To keep the wearer's feet warm at all times, LOWA uses an optimum mix of insulation that consists of a number of membranes and lining materials.

### VIBRAM® Arctic Grip

VIBRAM® Arctic Grip is a state-of-the-art sole technology. The cold-weather grip system is the most advanced technology for winter footwear that VIBRAM® has ever developed. The technology combines a VIBRAM® mixture that has been optimised for durability and all-round performance with an advanced rubber-mixture filling that delivers unrivalled grip on wet ice.



# INSULATION LEVELS



Lined COLD WEATHER BOOTS for winter days with extremely cold weather conditions.

Materials used in the product:

- GORE-TEX DURATHERM®: In extremely cold conditions, the feet are given extra protection with a membrane featuring an insulating layer of lining.
- PrimaLoft® 400: High-quality synthetic insulation (400 g/m<sup>2</sup>) is just right for people venturing out into extreme winter conditions.



e.g. TIBET SUPERWARM GTX



Lined COLD WEATHER BOOTS for winter days with very cold weather conditions.

Materials used in the product:

- GORE-TEX Partelana: When the temperature drops below freezing, the membrane featuring an additional warm lining (80% polyester/20% wool) provides optimum comfort.
- PrimaLoft® 200: With the help of high-quality synthetic insulation (200 g/m<sup>2</sup>), the wearer's feet will always be kept warm in winter weather.



e.g. YUKON ICE II GTX HI



Lined COLD WEATHER BOOTS for winter days with cold weather conditions.

Materials used in the product:

- GORE-TEX Partelana or DURATHERM® warm lining keeps your feet warm and dry.
- Warm insulated insole provides heat insulation from below.



e.g. CALCETA II GTX Ws



Lined COLD WEATHER BOOTS for days with normal winter conditions.

Materials used in the product:

- GORE-TEX Panda: With an additional layer of lining (100% polyester), this membrane keeps feet warm and dry under normal winter conditions.



e.g. DUBLIN III GTX QC

The innovative LOWA Kids models are specially designed for the anatomy of children's growing feet. They are ideal for numerous outdoor activities and are tough enough to cope with children running around and playing.

LOWA  
Kids



KODY EVO GTX MID JUNIOR



CADIN GTX MID JUNIOR



INNOX PRO GTX MID JUNIOR



MILO GTX HIGH JUNIOR



# TECHNOLOGIES

## CHILD FRIENDLY DOWN TO THE LAST DETAIL

It is a well-known fact that life's real adventures are waiting just outside the front door. To ensure that young adventurers are well equipped for them, LOWA produces high-quality boots and shoes that are designed especially with the anatomy of children's feet in mind. When designing certain models, for example the LEDRO GTX MID JUNIOR, the company's development department works closely with the paediatrician Dr Micha Bahr from the medical centre in Ingolstadt, Germany. The department's aim is to create both high levels of stability and adequate flexibility.

Using LEDRO GTX MID JUNIOR as an example:

## SLINGSHOT AND TENSION BAND

The use of a heel tensioner and a tension band stabilises the ankle and the heel is held optimally in the boot.

## SOFT PADDING

To promote foot development and to avoid influencing the development of the fat pad on children's heels, the boot is equipped with a layer of soft PU foam padding.

## SUPINATION SUPPORT IN THE SOLE

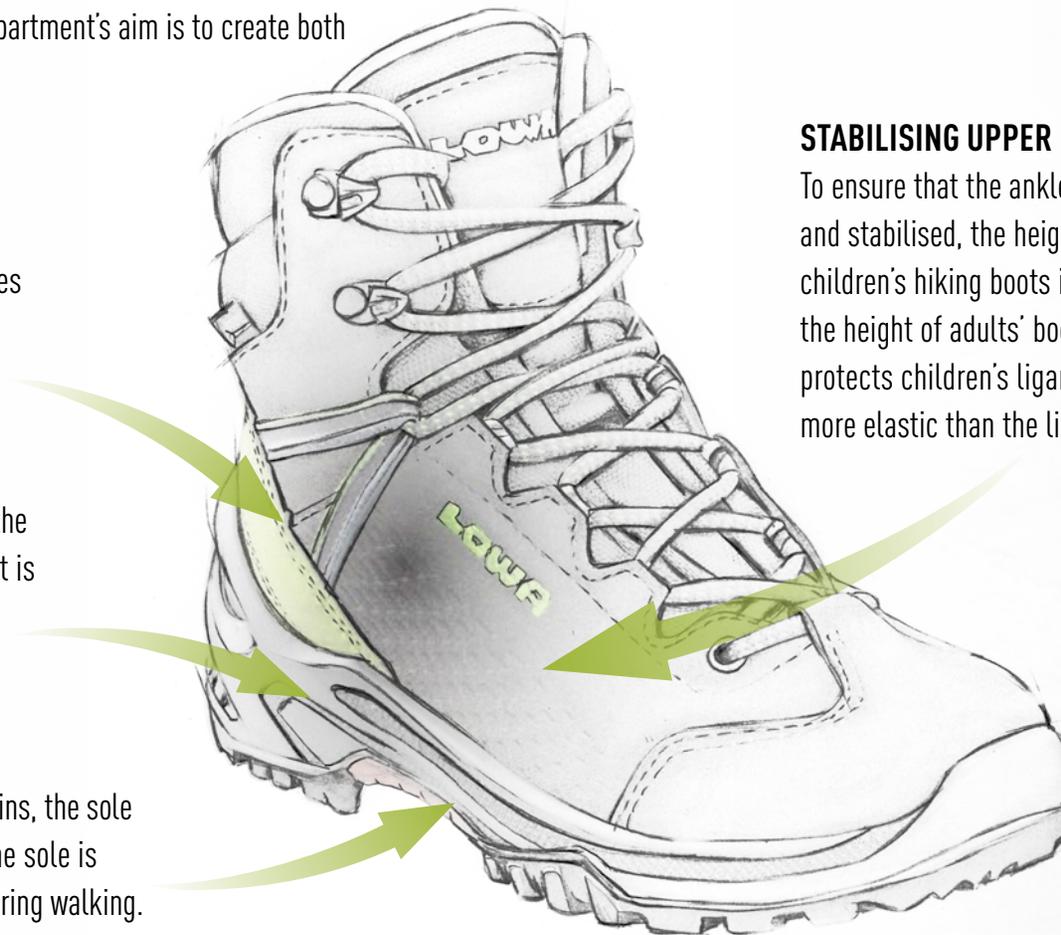
In order to prevent ankle injuries, e.g. as a result of sprains, the sole is reinforced in the mid-foot area. At the same time, the sole is flexible enough to support the natural rolling motion during walking.

## SPECIAL LASTS FOR CHILDREN

The lasts used for LOWA's children's footwear are not simply mini-versions of the lasts used for adults' feet. They have been specially modified to reflect the anatomy of children's feet and reduced in size. In addition, the height and width of the heel, toe and instep areas have been modified.

## STABILISING UPPER

To ensure that the ankle is completely enclosed and stabilised, the height of the upper used in children's hiking boots is somewhat higher than the height of adults' boots. This feature also protects children's ligaments, which are much more elastic than the ligaments of adults.



# CARE PRODUCTS

## 1. Choosing the right care product

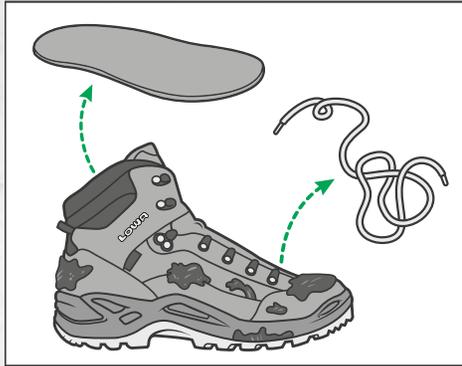
- Wax cream (LOWA Active Cream)
- Water Stop Pro
- Shoe Clean
- High gloss brush
- Triangular brush



NO USE OF OILS AND GREASES TO KEEP THE HIGH BREATHABILITY.



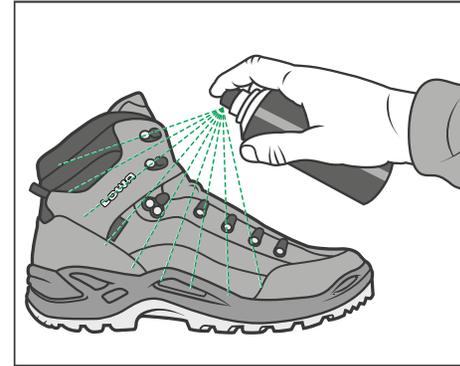
## 2. The right care routine



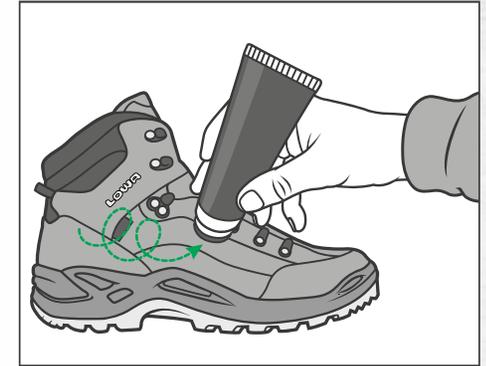
❶ Remove the insoles and laces



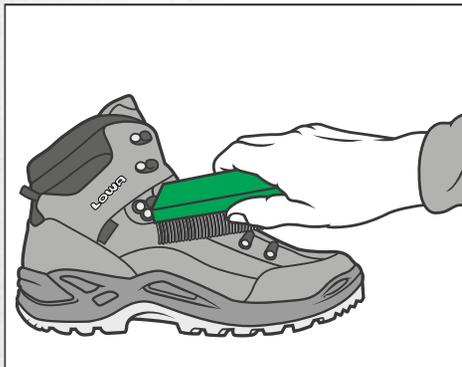
❷ Clean with lukewarm water (soft brush)



❸ Pre-impregnate



❹ Wax



❺ Work it into the surface with a brush



❻ For suede leather models:  
Roughen slightly – restore suede look



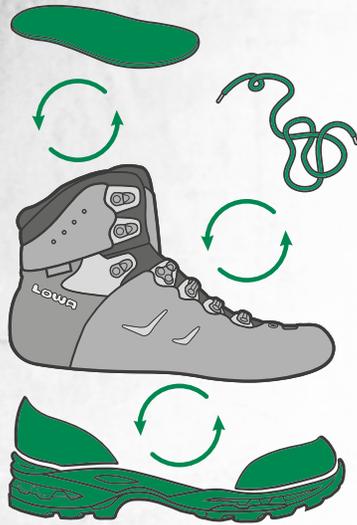
❼ Water test – water should be repelled



❽ Preserve boot shape

You will find detailed care instructions at [www.lowaboosts.com](http://www.lowaboosts.com)

# REPAIR OPTIONS



## RESOLING

The soles of frequently used mountaineering boots may become very worn but the upper could remain in good shape if it is well looked-after. In such cases, it makes sense to resole the boots.

In the first step of this process, a knife is used to cut the worn-out sole from the boot. The boot is then subjected to intense heat from below. The wrap-around rubber edge is removed, and the rest of the cut-off sole is detached. To create an even surface, the underside of the upper is sanded and then coated with an adhesive. The new protective edge strip and the new sole are then accurately placed onto the boot and attached to the upper.

**MOUNTAINEERING**

**TREKKING/BACKPACKING**

(cemented construction)

## OTHER REPAIR OPTIONS

- Stitch repairs for leather-lined and GORE-TEX footwear that will not damage the membrane
- Heel lining repairs for leather and GORE-TEX linings
- Trim repairs
- Hook, loop and eyelet repairs
- Widening boots
- Spares such as insoles and laces
- Please contact us regarding any other special cases

FOR MORE INFO ABOUT THE LOWA **RESOLING & REPAIR PROGRAM**, PLEASE VISIT [WWW.LOWABOOTS.COM/BOOT-REPAIR-RESOLE](http://WWW.LOWABOOTS.COM/BOOT-REPAIR-RESOLE) OR CONTACT CUSTOMER SUPPORT, [CS@LOWA.NET](mailto:CS@LOWA.NET)

# LOWA SOCKS

High-quality boots in terms of function and quality should always be worn with well-fitting functional socks. To prevent overheating, blistering or perspiring feet, you should use the right socks depending on the conditions.

To see the full line of LOWA Socks, visit <https://www.lowaboost.com/accessories/socks>

LOWA RECOMMENDS LOWA SOCKS TO ENSURE OPTIMUM FIT AND FUNCTION.



**MOUNTAINEERING**



**TREKKING/BACKPACKING**



**ALL TERRAIN CLASSIC**



**ALL TERRAIN SPORT**

# LOWA SIZES AND RECOMMENDATIONS

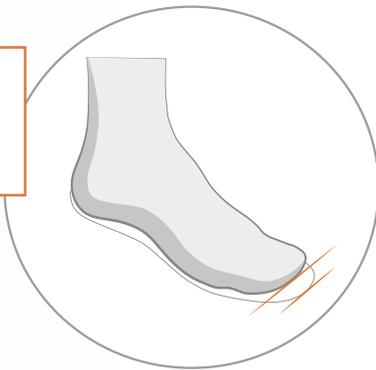
Foot lengths (mm)	LOWA RECOMMENDATION INCL. ADDED AMOUNT					
	UK sizes	EU sizes	JP	US men + kids	US women (normal)	US woman (injected soles)
128	4.5K	21	128	5.5K		
135	5K	22	135	6K		
141	6K	23	141	7K		
148	7K	24	148	8K		
155	8K	25	155	9K		
161	8.5K	26	161	9.5K		
168	9K	27	168	10K		
175	10K	28	175	11K		
182	11K	29	182	12K		
188	12K	30	188	13K		
195	12.5K	31	195	0.5		
202	13K	32	202	1		
208	1	33	208	2		
215	2	34	215	3		
...						

KIDS + 12 mm

Foot lengths (mm)	LOWA RECOMMENDATION INCL. ADDED AMOUNT					
	UK sizes	EU sizes	JP	US men + kids	US woman (normal)	US woman (injected soles)
218	2.5	35.0	218	3.5	4	4.5
222	3	36.0	222	4	4.5	5
226	3.5	36.5	226	4.5	5	5.5
230	4	37.0	230	5	5.5	6
235	4.5	37.5	235	5.5	6	6.5
239	5	38.0	239	6	6.5	7
243	5.5	39.0	243	6.5	7	7.5
247	6	39.5	247	7	7.5	8
252	6.5	40.0	252	7.5	8	8.5
256	7	41.0	256	8	8.5	9
260	7.5	41.5	260	8.5	9	9.5
265	8	42.0	265	9	9.5	10
269	8.5	42.5	269	9.5	10	10.5
273	9	43.5	273	10	10.5	11
277	9.5	44.0	277	10.5	11	11.5
281	10	44.5	281	11	11.5	12
285	10.5	45.0	285	11.5		
290	11	46.0	290	12		
294	11.5	46.5	294	12.5		
298	12	47.0	298	13		
302	12.5	48.0	302	13.5		
307	13	48.5	307	14		
311	13.5	49.0	311	14.5		
315	14	49.5	315	15		
319	14.5	50.5	319	15.5		
324	15	51.0	324	16		
328	15.5	51.5	328	16.5		
332	16	52.0	332	17		

ADULTS + 15 mm

**LOWA TOE EXTRA**  
 Kids 12 mm  
 Adults 15 mm



On the basis of the foot length (mm), LOWA recommends adding 15 mm for adults (12 mm for children). Owing to individual foot shapes or fit preferences, this recommendation may vary.

The figures for foot length (mm) are recommended by LOWA on the basis of scientific findings.

03 / 2019

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simply more...



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Product specifications are correct at the time of printing, but LOWA Sportschuhe GmbH reserves the right to change specifications without prior notice.

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