





With 125 years of corporate history, we have a commitment to making a clear contribution to the long term continuity of the company.

- Kai Kalthoff, Managing Director since 2014 -

### How tradition gives rise to innovation

n 24. August 2022, WALTHER-WERKE will celebrate its 125th anniversary. The company with its current head office in Eisenberg in the Palatinate looks back on a very long and eventful history.

Today, the company has successfully established itself in national and international markets for electrotechnical low-voltage distribution systems. This is the result of a family business run with heart and passion, successfully taken forward through the turmoil and opportunities of 125 years by two families. From its foundation by Ferdinand Walther and Hans Kalthoff Sen, the company continues to be run by the third generation of the Kalthoff family.

The company's history impressively demonstrates how visionary goals and innovative strength have given rise to forward-looking technologies and solutions that have decisively shaped the market and the entire industry from the very beginning.

Come with us on a quick trip through the history of WALTHER-WERKE.

### WALTHER-WERKE through the ages







1897 - 1909

1910 - 1929

1930 - 1958











### THE COMPANY IS FOUNDED

- Ferdinand Walther founds his own fitter's workshop in Grimma
- Manufacture of locks, grilles, first electrical installations and wrought-iron work

### **BEGINNING INDUSTRIALISATION**

- Transition to industrial mechanical engineering with own factory
- Establishment of a new production branch for electrical appliances
- Development of the first DIN plug-in device
- Construction of large new buildings (foundry, administration buildings, factory housing estates)

### **NEW BEGINNING**

- Use of new industrial presses
- Increasing exports to Europe and America
- 1937: 1,300 employees
- 1945: Relocation to Bad Reichenhall
- 1948: Hans Kalthoff Sen. becomes a sales representative at Walther.
- 1949: Ferdinand Walther dies
- Takeover of the business by trustees







1959 - 1997

1998 - 2013

2014 – today













### HANS KALTHOFF TAKES OVER WALTHER-WERKE (01.05.1959)

- Submission of standardisation proposal for round connector CEE 17
- 1970: Relocation to Eisenberg and take over of Müller Connectors
- 1982: Foundation of subsidiary in England
- 1990: ISO certification & establishment of sales offices in FR & USA

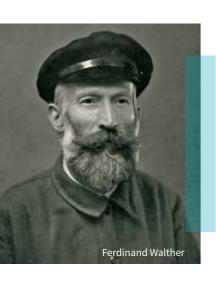
### MANAGEMENT UNDER HANS AND JÜRGEN KALTHOFF

- 2001: Takeover of Alfred Bosecker GmbH & Co. KG
- Extension of the range of building current and low-voltage distribution boards
- 2008: "E-mobility" business unit
- 2012: Foundation of "WALTHER-SYSTEMS" in Leipzig

### KAI KALTHOFF TAKES OVER MANAGEMENT

- NEO, the new generation of CEE plugs and sockets
- IPD (Intelligent Power Distribution) as a solution for energy management
- Expansion of the "E-mobility" business area
- Progressing digitisation

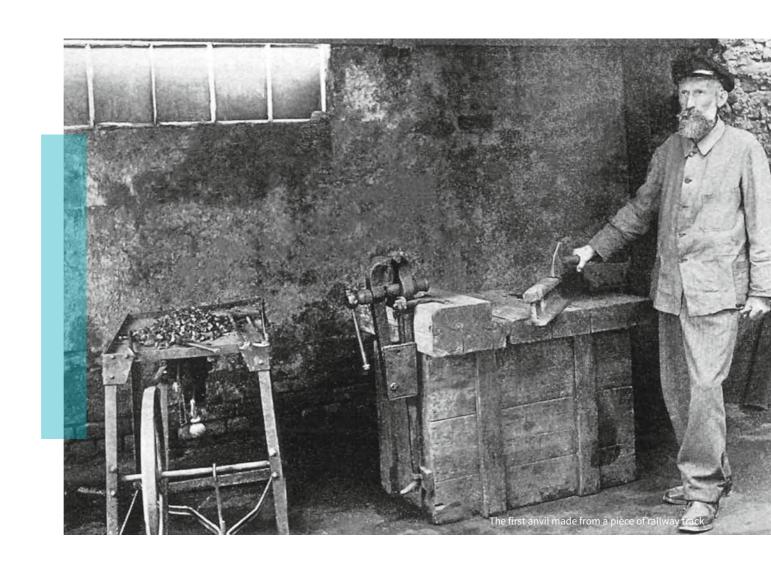
### Foundation Craftsmanship



erdinand Walther began his apprenticeship classically as a locksmith, lathe operator, artisan blacksmith and electrician and spent many years on the road – a time that shaped him greatly. He worked in St. Petersburg, Stockholm, Hamburg, Mainz, Zurich and Naples. He himself came from a family of shoemakers and grew up with seven siblings. From his childhood, he was used to working hard with his hands, as he always actively supported his father in his craft.

In 1897, Ferdinand Walther became self-employed and founded his own fitter's workshop in Grimma on 24 August. Ferdi-

nand was very practical and functional, which is why the first anvil in his workshop consisted only of a piece of railway track. Together with his wife Pauline, who came from Switzerland, he devotedly produced the first locks, grilles, electrical systems and all kinds of wrought-iron work. At that time, Germany was undergoing a period of change and was developing from a predominantly agricultural country into an industrial and metropolitan country.



### Fitter's shop

ithin the next few years, the Walther workshop evolved from a pure arts and crafts business to a company with industrial mechanical engineering. A first lathe and a variety of processing machines were purchased and several apprentices and journeymen were employed. The business grew so that Ferdinand Walther was able to build his first spacious factory in Grimma in 1910 and already employ 50 people.

This was decisive for his progressive success: He recognised at an early stage the enormous potential that the beginning use of electricity in industrial and private households brought with it. Full of innovative spirit and drive, he and his employees built up a new production branch for electrical devices and independently developed the first DIN plugs and sockets. The first milestone for the further success story of WALTHER-WERKE was thus set.

# Growth Mechanical Engineering





### Electrical devices

# Flat plug device 25th anniversary

espite many difficulties brought about by the First World War and the inflation that followed, on its 25th anniversary the company was still on a very strong growth course. 300 people were already employed by the company.

At that time, the company specialised in the construction of electrical low-voltage installations and later electrical high-voltage installations. The development of the world's first mobile flat plug-in device did its bit to ensure that the success story of WALTHER-WERKE continued unabated in the years to come.



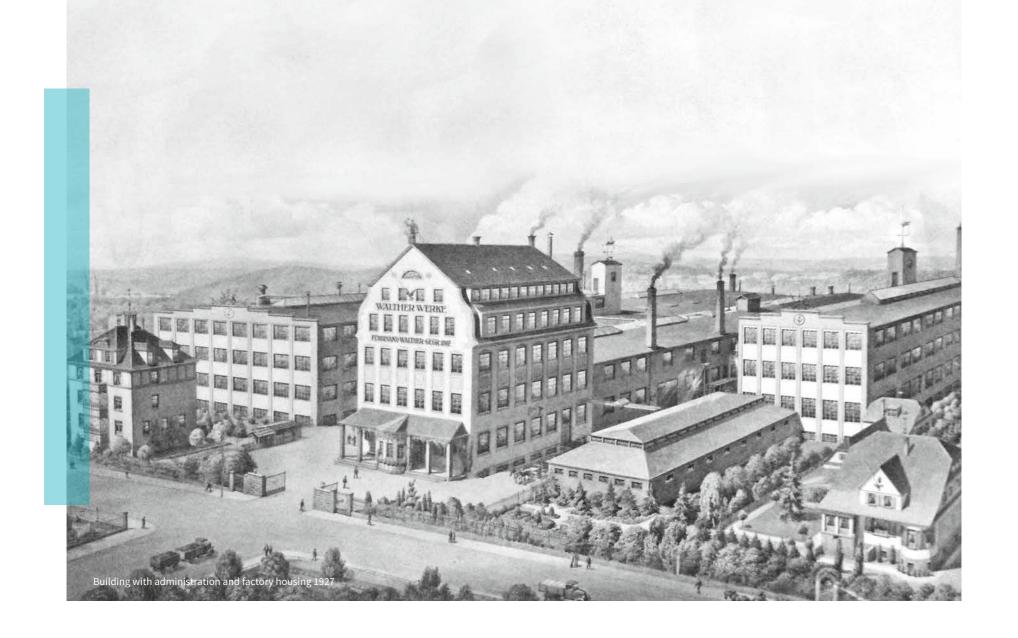
### 300 employees

## Expansion Social commitment



he first employment peak in the company's history was in 1927, when almost 600 people were employed at the plant. The large following, as the growing number of employees was called at the time, is a testament to the reliable commitment, exemplary leadership and continuity of a tight-knit team.

The construction of further large new buildings clearly showed the company's enormous growth course. A foundry, which was very modern for the time, a modern apprentice workshop, a six-storey administration building and the first factory housing were built on the company premises. At that time, it was a clear sign of Ferdinand Walther's outstanding social commitment.



### Factory housing



n the years of the world economic crisis, WALTHER-WERKE also experienced its first crisis, but fortunately only for a short time. Production stagnated and the number of employees fell to 300. However, with the use of new industrial presses, the 1930s saw a renewed upswing within a short period of time and the company resumed its growth course. By 1934, the number of employees had risen to 600, and just two years later to almost 1,200.

The export business also continued to develop splendidly: Cast iron encapsulated distribution systems and switchgear found worldwide sales. These were presented at exhibitions and fairs throughout Europe, such as in Riga, Wroclaw, Leipzig, Munich, Paris and Milan. The standard product portfolio was expanded to include some special designs, especially at the request of international customers and in accordance with the various regulations of the electricity associations. With approx. 6,000 catalogue items, WALTHER-WERKE was already exporting briskly to all of Europe and America at that time.

## Foundry Increasing exports



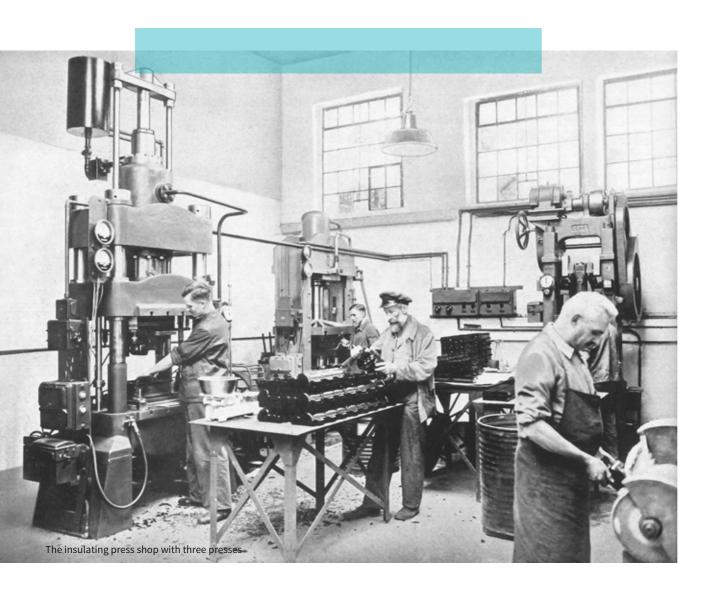
### Special constructions

n 1937, the economic peak was reached, with a workforce of 1,300 employees. The company's 40th anniversary was duly celebrated that year at the Grimma site with a factory band and the presentation of a magnificent Glockenspiel.

In order to open up further sales markets and to avoid high customs payments, a new branch factory was built in Strasbourg in Alsace.

A customer quote in the company chronicle of those days testified to the high quality and popularity of WALTHER products even after several years in use: "Concerning the testing of the switchboard distribution delivered in July 1927 ... I am pleased to express my appreciation. I am completely satisfied with the distribution. The system is working perfectly from an operational point of view".

# French branch 40th anniversary





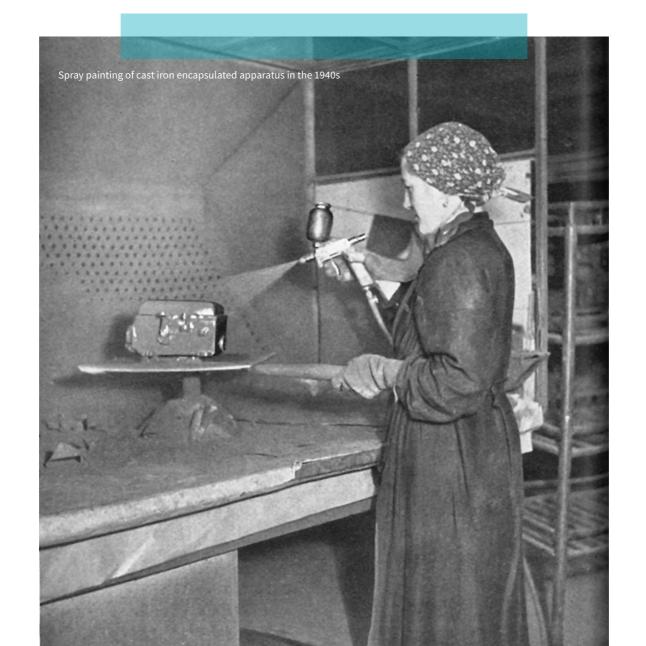
Switch cabinet distribution after 7 years of operation

## War years Additional production facilities

hen came the Second World War. During this time, additional production facilities were set up in Alsace and in Oppenau in the Black Forest, as well as several alternative plants in Golzern, Wermsdorf, Zschadraß and Salzburg. Production output, as it was called at the time, reached record levels. Nevertheless, the adjustments to the war economy were not easy, and, from today's perspective, not particularly tolerable for the remaining workforce. With entrepreneurial commitment – and certainly also concessions to the political conditions of the time – Ferdinand Walther managed to get the company through these difficult years.

It was only with the collapse and the Allied invasion of Saxony in May 1945 that Ferdinand Walther left Grimma for the

West. In June, the Soviet armed forces took power and the emerging communist system of the new GDR took over the management of the local production facilities in Grimma. On 30 June 1946, the expropriation of the Walther family by the government of the Soviet occupation zone officially took place by means of a referendum. WALTHER-WERKE was transferred "into the hands of the people" and renamed VEB IKA (Installation Kabel Apparate) Grimma and later VEB ESG (Elektroschaltgeräte). Ferdinand Walther therefore looked for a new location for his company outside eastern Germany. He considered the old branches in Oppenau and in Neuhofen in Alsace. But in France, too, his "evacuated" company was to be nationalised, so he ultimately chose Bad Reichenhall as the new company headquarters.



o for the new beginning, it was off to Bad Reichenhall. Ferdinand Walther had already become acquainted with this place a long time ago, as his wife, who suffered from asthma, was treated there. In 1947, he started to build new premises in the old saltworks. The new beginning with all its hurdles and adversities was certainly very energy-sapping for the tireless entrepreneur. He then died two years later, in 1949 at the age of 78, in Bad Reichenhall.

Ferdinand Walther left the company to his young adopted son and entrusted its administration in trust to his tax consultant from Offenburg. For a few years, the business was continued by the asset manager until WALTHER-WERKE was finally taken over by the Kalthoff family at the end of the 1950s.

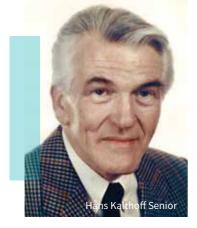
## A new beginning Bad Reichenhall



### Kalthoff family

We look back with pride on the history of what is – quite literally – a family business, successfully guided by two owning families through the turmoil and opportunities of 125 years.

- Hans Kalthoff, managing director in the 2nd generation 1998-2010 -



t all began with Hans Kalthoff, born in Münster in 1922. In 1944 he married his long-time girlfriend Cilly, with whom he had four children: Hans (1945), Jürgen (1949), Rolf (1960) and Sigrid (1962). He had met and fallen in love with Cilly during his apprenticeship in one of the largest electrical wholesale companies in Münster. However, they were separated from each other for a long time during the war, because Hans Sen. was drafted into the German Armed Forces in 1941 at the age of

18. After the end of the war, he spent 6 months as an English prisoner of war before he was allowed back to his family. Fortunately, he was then able to continue working at his old company.

As early as May 1948, Hans Kalthoff was an independent sales representative for manufacturers of electrotechnical products at WALTHER-WERKE and elsewhere. He concluded the contract with the company founder Ferdinand Walther. In May 1959, Hans Kalthoff successfully took over the company.

## Breakthrough Takeover

n 01. May 1959 Hans Kalthoff Senior took over WALTHER-WERKE. At that time, the company was quite small, as a branch had been closed down earlier. But thanks to the very good staff and a market-driven product portfolio with 3- and 4-pole metal plugs and sockets, metal cam switches and switchable sockets made of aluminium and cast iron, the company was very solidly positioned.

A significant and groundbreaking milestone for the further success story occurred in 1960/61. Hans Kalthoff Senior, with the help of his engineer and an employee of the VDE, successfully submitted an international standardisation proposal for the successor to the DIN plugs and sockets. At that time, the

old devices could become very dangerous through simple manipulation and therefore had to be replaced accordingly. This is how the European standard CEE 17 came into being - which is still valid today worldwide as IEC 60309. WALTHER-WERKE was the world's first company which started selling the first certified plugs and sockets according to the new European standard CEE 17. That was the beginning of the breakthrough. But it also entailed a complete change in production processes and, due to a lack of space, an outsourcing of the foundry and injection moulding machines. The attempt to obtain a permit for a new building in Bad Reichenhall failed because the town, as a health resort, relied 100 % on spa tourism.



### Draft standard CEE 17

# New beginning Fire at the old saltworks



o the search for a new location began. A comprehensive analysis revealed a suitable solution in Eisenberg in the Palatinate. There were many potential, well-trained employees there. The place was also centrally located, with good access and infrastructure.

On 15. September 1969, construction of the new factory in Eisenberg began and the first employees were recruited. Almost at the same time, however, there was a fire in the old saltworks in Bad Reichenhall. This catastrophe presented the company with unexpected challenges, as much fell victim to the fire. All still usable materials and machines, tools as well as documents and records, in fact the entire Walther history, were "scraped out" of the rubble. The future seemed bleak, but the solidarity was unbroken. Everyone lent a hand and helped move into the new building. Even some of the staff moved to Eisenberg. Nevertheless, the new beginning was more difficult than expected. Many machines and tools had to be replaced, the business started with a mostly new team and it was a matter of joining forces to win back national and international clientèle.

# 1969 Construction of the Walther-Werke head office in Eisenberg (Palatinate)

### Eisenberg



## Active standardisation work

rom 1975 onwards, the first complete revision of the CEE plugs and sockets took place. The units were given a new, modern and uniform design, consisting of a two-part unit construction with front and rear sections for easier line connection. The old CEE range was completely replaced by 1980. The new plugs and sockets generated such a sharp increase in sales that from 1976 onwards, work began on the third to sixth construction phase at the Eisenberg plant. And in 1989, the CEE plugs and sockets received the if Design Award as a distinction at the Hanover Fair.

Hans Kalthoff's son, Hans Kalthoff Junior laid the foundation for the WALTHER-WERKE portfolio from 1977 onwards through his involvement in various German, European and international committees for the standardisation of plugs and sockets and later for other product standards. His work only ended in 2012 after the successful standardisation of the Type-2 charging plug-in device for electric vehicles.

Since the takeover by the Kalthoff family, WALTHER-WERKE has been and still is an active member of the German Electrical and Electronic Manufacturers' Association (ZVEI).





### CEE plugs and sockets

# Subsidiaries in England & Austria



n November 1977, the already existing relations with the representative in Salzburg were to be put on a new basis by founding the company Hans Kalthoff Vertriebsgesell-schaft AU in Liefering near Salzburg. Above all, this was also intended to improve the ability to deliver. Europe currently still faced many difficult trade barriers, so some flexibility was needed to organise international trade. In the meantime, the company functioned as a foreign branch plant until it finally became an independent subsidiary of WALTHER in 2009.

In laboratory technology, the demand arose for "lab-appropriate" plug-in devices that would look better as well as more

space-saving and practical. Thus, in 1980, the new Mondo product series, which was presented for the first time at the Hanover Fair, came onto the market. The range of CEE plugs and sockets, switchable wall sockets and socket outlet combinations was further expanded to over 2,500 catalogue items.

In October 1982, various restructuring measures at the long-standing representative in England resulted in a reorientation of activities and thus also the possibility of founding another subsidiary. Due to the necessary conversions to CEE in other European countries, WALTHER-WERKE recorded boom-like leaps in turnover in 1983.





### Product range expansions

### ISO certification Internationalisation

he production in Eisenberg was successfully certified according to ISO 9001, which facilitated access to many countries. Over 600 VDE test marks and more than 1,000 international certificates currently attest to the consistently high quality standard at WALTHER-WERKE.

In April 1992, another subsidiary was founded in the USA. However, the start in the market proved to be tough and progress was slow. To date, there has been a lack of direct market experience, especially with regard to the huge, spatial expansion of the market with its special characteristics, organisational forms, technical features, sales policy and specific profit orientation. A successful market establishment was only achieved many years later.

Three years later, in 1995, the subsidiary in France was founded as a trading and assembly company.





### Subsidiaries in the USA & France

## Growth course Takeover of Bosecker

ans Kalthoff Sen. died on 24. August 1998 – as chance would have it – exactly on the anniversary of the company. His children Hans, Jürgen and Sigrid took over the shares of the company group, and, Hans and Jürgen Kalthoff additionally took over the management. Jürgen was responsible for sales and Hans for administration, standardisation and miscellaneous.

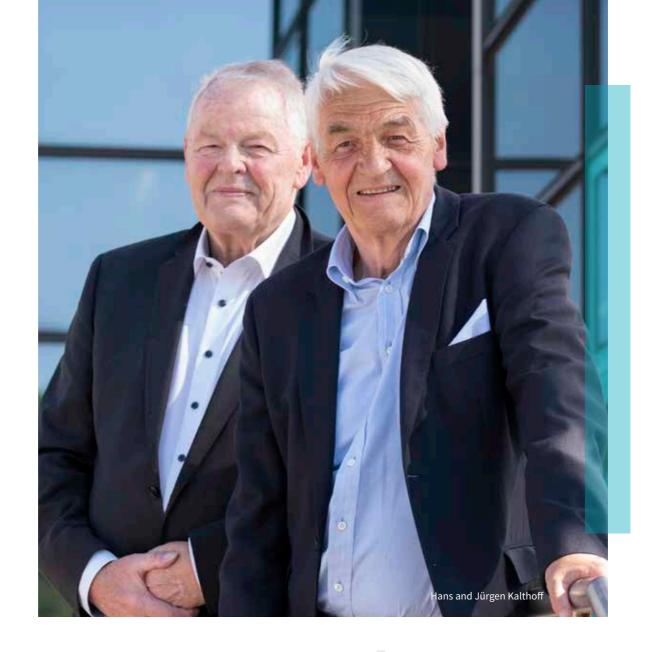
After the previous almost three decades of intensive building activity, it was already necessary to add a warehouse again in 1998.

A short time later, the opportunity arose to take over the company Bosecker in Gütersloh and BVS in Zittau. The Alfred Bosecker company was founded in 1933. In 1949, the first cons-

truction power distributors came onto the market. The sales negotiations with WALTHER began in mid-2000 and were completed on 20. February 2001 with the takeover. This was followed by a reorganisation of the company, which was struggling with economic problems at the time. Therefore, only the location in Zittau could be maintained, but not the one in Gütersloh. It took a while to get a complete handle on the problems. After three years, profits were made again and after just under seven years, turnover had increased six-fold. By 2007, and due to the very good growth in sales, another annex had to be built.

In 2006, a further redesign of the CEE plug-in device took place with the introduction of a new insulation displacement technology as the fastest form of contact on the market.



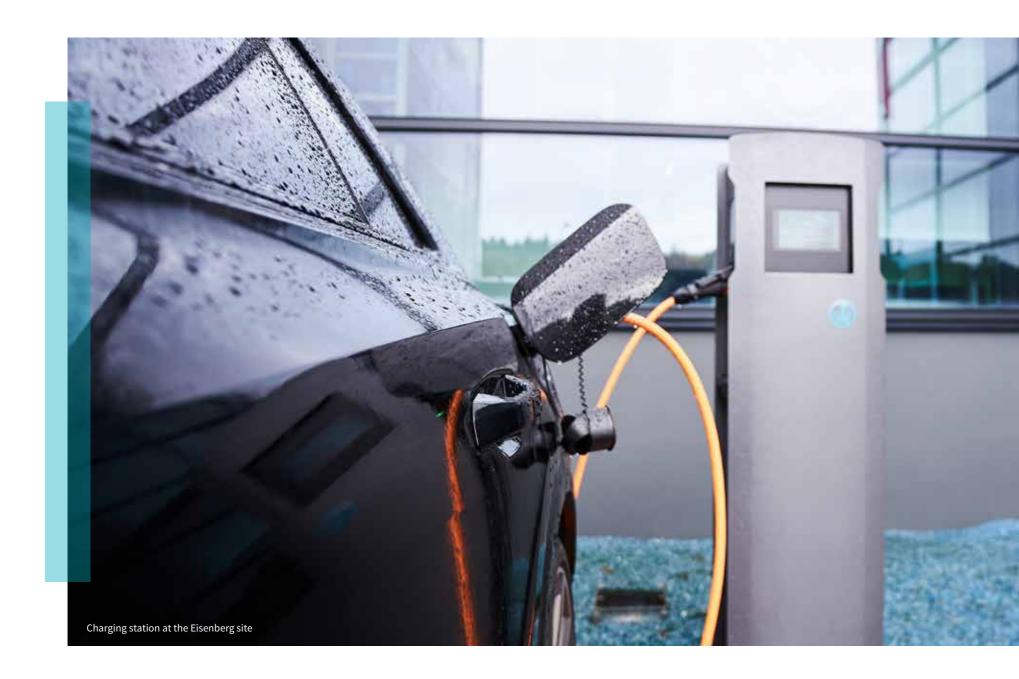


# Generation change

2008

# Standardisation work Electromobility

ew opportunities arose from another business field in the automotive industry with the charging infrastructure for electric vehicles division, which was added in 2008. It is a central business area and important growth market to this day. In the years that followed, a comprehensive range of charging solutions was developed and adapted to specific market and customer requirements. From the earliest times, already under Ferdinand Walther, the company has been actively involved with and in standardisation. In the 1990s, for example, the company took part in the first standardisation efforts and helped drive product developments. In the field of electromobility, for example, WALTHER played a leading role, together with other market participants, in the successfully implemented draft standardisation of the Type 2 plug, which became a uniform European standard in 2013.



he global economic crisis in 2009 brought new challenges for WALTHER. Fortunately, however, this was only for a short time, as the resulting losses were made up for just one year later. In the same year, Kai and Thomas Kalthoff, the sons of Hans and Jürgen, joined the company. At the same time, another new building was built and occupied on the factory premises. As a result, the site now comprises 19,000m² of manufacturing, administration and storage space with around 280 employees.

In the PROCON series B6 to B24, the grommet, coupling and base housings were given a new, contemporary design. The plug and socket inserts of the PROCON series B6 to B48 have also been available with screwless push-in connections since 2010.

Hans Kalthoff left the company in 2010, now at the age of 65, in accordance with his contract. His son Kai joined the management team the following year. In 2010, the production department for electromobility started with series tools and the introduction of Lean Management. In 2012, the 63A plugs and couplings were launched in a new design – with external strain relief and a two-component seal.

# Series tools New building



# 3rd generation Kalthoff QM-System



he focus was on the further development of the production system and quality management at automotive level due to changing customer requirements. In 2014, the company was certified according to the international automotive standard ISO/TS 16949, which meant that from then on WALTHER also met the highest requirements and quality standards. In the same year, Jürgen Kalthoff, now at the age of 65, left the company as per his contract, and Kai Kalthoff thus became the sole managing director. The increase in the area of development laid a good foundation for strengthening further innovative power. Michael Spielvogel was appointed as the new divisional director and since then

has complemented the management team around Kai Kalthoff and the commercial director Fred Schneider.

In 2015, under the new management, the business areas were restructured with a clear, focused service orientation on the construction, industry, electromobility, leisure (camping, marina, event). At the same time, the new product division of cable assemblies was created. The in-house test laboratory was expanded and brought up to the latest technical standards for the further development of quality standards for tests during production and development. The ISO 50001 energy management system was introduced to improve energy efficiency.



# Test laboratory

# Digital transformation Corporate design

he topics of corporate communication and brand positioning moved into the strategic focus of management. The first step in 2016 was to redefine the corporate design, including a logo revise and a new website, in order to increase and strengthen WALTHER's visual identity and market positioning. With the transfer of the sales and marketing departments to the management's area of responsibility, production was handed over to Maurice Metz as the new division manager. Since then, he has complemented the management team.

The next step was to restructure the sales organisation in the following year. This was then rolled out in 2017 with a

sales campaign in electrical wholesale. At the same time, another opportunity to expand the product portfolio arose with the purchase of Rubber Box Ltd. in England. As a globally established supplier of power distribution systems in the event sector, Rubber Box proved to be a good addition to position itself as a manufacturer in the event energy sector.

Another core strategic topic that was actively addressed in 2017: digital transformation. In order to drive this forward internally, a staff unit was formed to bundle the activities and report directly to management.







ca. 1900 ca. 1960 1994



2016

## Market launch of Neo



urrent market developments and sales activities required a significant expansion of production capacities. Additional production capacities for the building site power sector were created at the production site in Eisenberg. And WALTHER also received further reinforcement in the Electromobility division in 2018: Philip Blatz was appointed as the new sales manager for the division.

Then, at the beginning of 2019, there was another key milestone for the company: The new generation of CEE plugs and sockets, NEO, was introduced to the market in their first versions. The CEE units were completely redesigned with optimised functionalities for maximum user benefit. The new and patented One-Touch closure system is particularly

outstanding. A dedicated, fully automated and highly flexible production line was put into operation for the production of the new NEO range. The production line enables the manufacture of any design variants of the NEO product line such as plugs, couplings and attachments in different coding variants. Changeover of the system and job changes take place almost without downtime within the same cycle time. This way, different jobs can seamlessly merge into one another. In the following years, the new NEO range was gradually expanded: Plug and coupling in  $3 \times 16$  as well as wall and surface-mount boxes. In 2022, the range will be completed with the units in  $4 \times 16$  and in the 32 ampère variant.



## Automated manufacturing

2020

# NEO Innovation Award Intelligent Power Distribution



n March 2020, Philip Blatz took over the position of Sales Manager Germany with the aim of successfully continuing the strategic development of the company and its growth targets. Since then, he has complemented the current management team with his skills.

The NEO product series is becoming increasingly established in the market and received the "Rhineland-Palatinate Innovation Award" as an award just one year after its market launch. WALTHER-WERKE are correspondingly proud of their new product line.

For several years the topic of software development has been built up with own resources. In 2020, IPD officially entered the market as a separate product division. It is a business area that is absolutely forward-looking for the company and

serves as the basis for intelligent distribution systems and energy management. At the same time, the first in-house software development IPD (Intelligent Power Distribution) was launched with a first functional module for planning and validating temporary power distribution systems. In the medium term, IPD will be expanded to become the central IoT platform for all WALTHER products.

In the distribution sector, the topic of energy management moved into the focus of the product developers. From now on, the individual product areas grow together to form system solutions. The "Digital Transformation" staff department, founded in 2017, moved into a new office in 2020 on the Innovation Mile in Kaiserslautern, which is located in the catchment area of the technical university.



2021

# Strong growth Process orientation

he year 2021 was extremely successful for WALTHER-WERKE. There was only one direction for the company: growth. Over the entire financial year, WALTHER recorded very strong sales growth, especially in the areas of building site power and e-mobility. Almost all areas have been strengthened in terms of personnel: almost 50 new employees have joined the team.

The Human Resources department launched new programmes for staff development and training. Additional necessary expansions of production capacities were created at both the Eisenberg and Zittau locations. In addition, the expansion of international sales was on the management's

agenda. The first step was to increase the number of staff, and the next step was to intensify business and sales activities. The area of marketing and communication was also further expanded. With a strengthened team, they have been preparing intensively for the year 2022, which will be marked by the 125th anniversary.

Due to the progressive growth of the company, the increasing variety of products and an ever more pronounced customer orientation, the current organisational form is reaching its limits. With a reorientation towards process organisation, the company is focusing on strengthening its operational performance.







## The company today

oday, WALTHER-WERKE employs over 500 people worldwide. The company currently has 60 international sales partners as well as 4 locations in Germany and 5 further subsidiaries abroad. Turnover has more than doubled in the last 5 years alone.

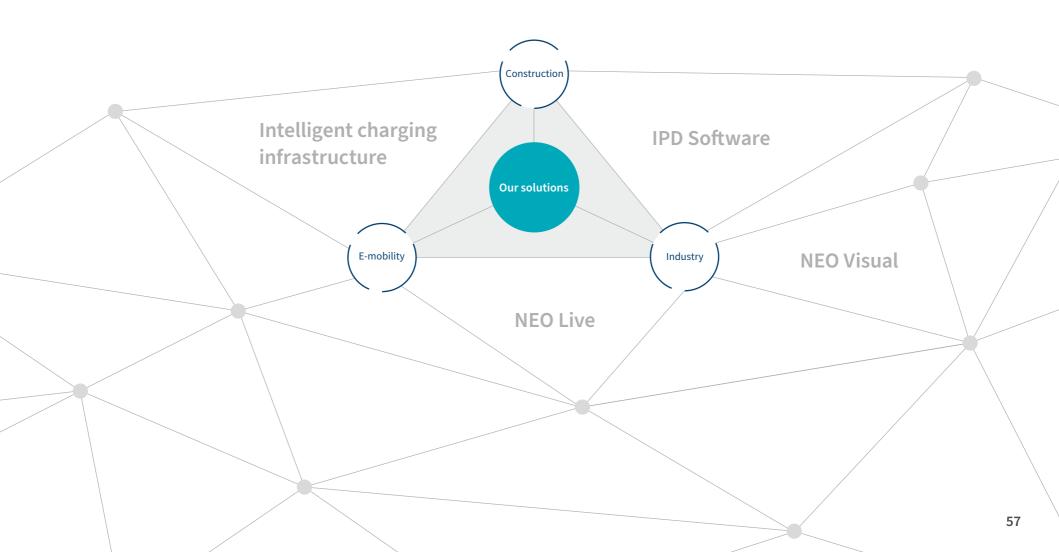
As the company history clearly shows: there is no standing still at WALTHER. The company's gaze is always directed forward. Today, many courses have already been set to address the current challenges and opportunities of the energy transition and advancing digitisation of the market. Processes and procedures are being digitalised, while intelligent distribution systems and energy management are coming into focus.

For its employees, the company offers various benefits, such as e-bike and e-car leasing, free charging in its own charging park, comprehensive further training and development opportunities, as well as various apprenticeships with good chances of being taken on. An integral part of the corporate culture is an open, family-like approach with plenty of creative freedom for employees who want to contribute and implement their own ideas.

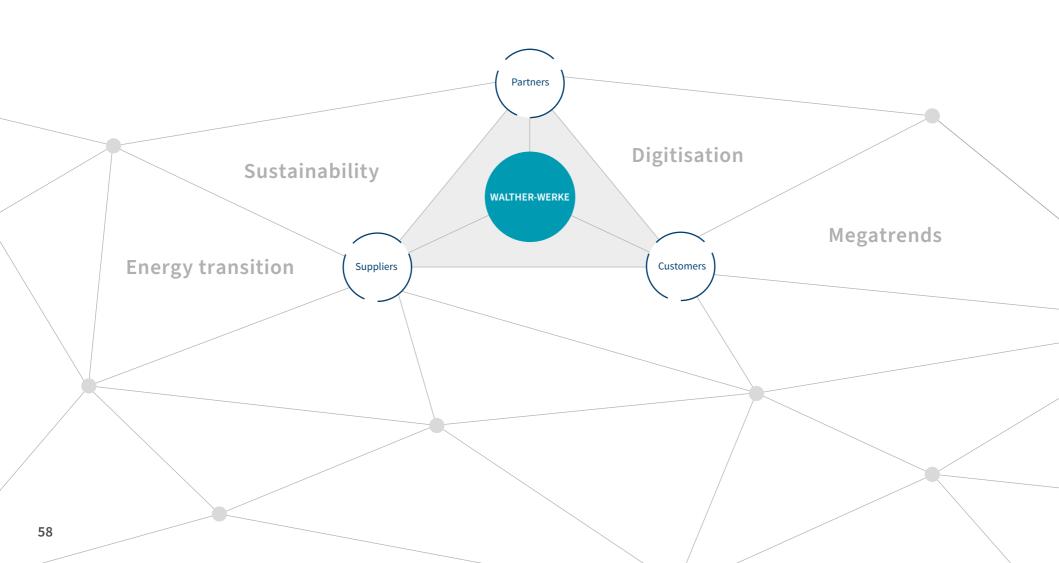
## Our mission statement

We are actively contributing to the energy transition. Through experience and innovation, we ensure efficient energy distribution systems and digitisation in the construction, industry and electromobility sectors.

## **Mission**



## **Vision**



We offer the space and culture for innovative networks to work together with our employees, partners and customers in creative, dynamic teams to shape changes and innovative solution, and to make our active contribution to greater sustainability, climate-neutral progress and digitalisation.

## An eye to the future

he world is changing.

A high dynamic of change is evident in all areas of society, which is becoming increasingly complex and diverse. This is described and indicated above all by the megatrends. And these in turn will influence WALTHER-WERKE in future, both in terms of its orientation and in its actions and range of services. First and foremost are the topics of energy transition and digitalisation. This results in fundamentally new requirements and challenges, such as decarbonisation, climate neutrality, sustainability and process digitalisation. But also completely new opportunities and possibilities, which WALTHER wants to actively exploit by forming innovative networks with its partners and customers.

In future, the company will therefore focus on even closer cooperation with its partners and customers. The closer and more trusting the cooperation, the stronger the resulting synergies from which innovative and unique product ideas can emerge. The long-term goal of WALTHER-WERKE is to increasingly enter into dialogue with its customers and partners via innovative networks. In this way, the concentrated expertise and competences of all participants can be used in a targeted manner to jointly develop new ideas and sustainable solutions. After all, innovations are only created when experiences are combined with new technological possibilities of digitisation to form new approaches and ideas in an open dialogue that takes the user perspective into account.



Special thanks go to our employees, customers, suppliers and business partners who have accompanied us on our way. Thank you for your commitment and support, your loyalty and the trust you have placed in us for many years. We look forward to working together with you over the next years and shaping the future together.

- Kalthoff Family -

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