

COMPANY MAGAZINE

VAHLE KONKRET



23

VAHLE KONKRET

Dear readers,

Over this past year, 2023, VAHLE has had several reasons to celebrate:

We turned 111 this year. On April 9, 1912, Paul Vahle put the first conductor rail into operation and applied for a patent for his invention. The rest is a corporate story second to none. Today, VAHLE products are installed wherever mobility counts:

In intralogistics (Powercube, page 9), passenger transport, the food and automotive industries (Changan, page 7) to the port technology sector. The broad range of our product portfolio is particularly evident here. For some customers, VAHLE has been reliably supplying cable trolleys for terminal cranes (Port of Hamburg, Page 10) for decades, while with others, we are jointly developing innovative solutions for the fully automated, climate-neutral port operations of tomorrow (Abu Dhabi, page 11).

We certainly had reason to celebrate in May of this year when the Smart Collector from Paul Vahle GmbH & Co. KG was voted "Product of the Year 2023" by the readers of the trade magazine Materialfluss in Berlin (Page 4). The world's first smart current collector claimed first place in the Conveyor Technology and Ident Technology category. This represents a fantastic success and recognition for the developers in our VAHLE Innovation department. And it's a revolutionary invention for our customers worldwide: a current collector that detects faults in the plant system before they cause breakdowns or even stoppages, saving a great deal of time, money and stress.

A huge amount of energy and material could be saved if industrial production worked with direct rather than alternating current. Modern devices such as computers, cell phones, electric cars and LEDs require direct current – and, accordingly, a power supply unit to convert the alternating current delivered by the power socket. Working hand-in-hand with the Ostwestfalen-Lippe University of Technology, VAHLE is researching the efficiency of DC conductor systems (Page 8).

Owing to our particular history, VAHLE has always felt a special affinity for company founders who strive to develop and advance their own ideas, who have the courage to take risks and who, particularly in the early days of the new venture, need reliable partners. The southern German startup KranPlus is one such example. The company founder turned to VAHLE as a conductor system supplier right from the outset.



He was not only impressed with the excellent quality of our products, but also by our empathetic and respectful communication (Page 6).

VAHLE Automation, our all-round, trouble-free package for mobile industrial applications, is celebrating its tenth anniversary this year. Launched as a joint venture in 2013, VAHLE Automation is today our development hub for data transmission and automation systems in Tyrol and forms an innovation axis with our development team at headquarters, including major projects from Dubai to Singapore (page 14).

But back to our 111th anniversary: It's not a "round" one in the traditional sense – but neither are conductor systems in most cases. Incidentally, in Germany, 111 is a lucky repdigit or "Schnapszahl" and therefore the perfect occasion for a lavish company party, which our VAHLE employees, guests and the partner family will certainly remember fondly for a long time (Page 12).

But how does the saying go? Work hard, play hard. And after the play, it's time to get back to work again. We still have lots of ideas that are just waiting to be realized. We've summarized some of these for you in this issue.

I hope you enjoy reading this edition of VAHLE konkret.

Sincerely,
Achim Dries



CLEAN AND SAFE FOR SENSITIVE PLANT AREAS

VAHLE is powering the new plant opened by food giant Westvlees

Belgian meat company Westvlees produces 140,000 tons of pork products annually, making it one of Europe's top 10 meat processors.

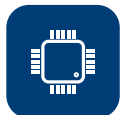
At its main plant in Flanders, the meat is processed from start to finish at one location, from slaughtering, cutting, freezing, packaging through labeling and the preparation of ready-to-eat pork dishes. Absolute hygienic cleanliness is therefore essential in these sensitive plant areas.

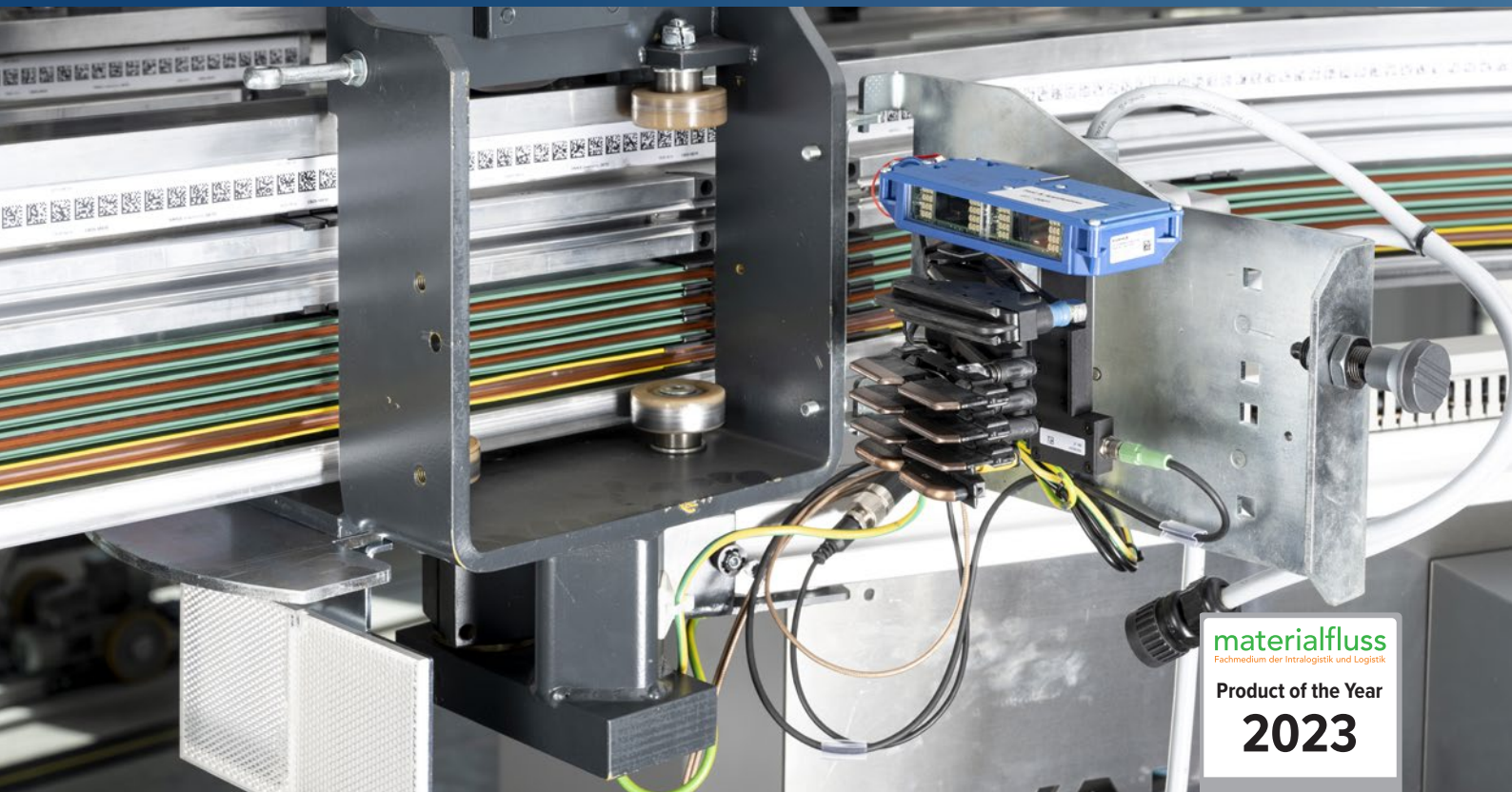
VAHLE is responsible for electrification and data transmission in a completely new plant system at Westvlees, which is scheduled to go into operation in early 2024. To minimize abrasion, a possible source of contamination in the food plant, the EMS is not equipped with a conductor system, but with an inductive energy transmission system from VAHLE in the shape of the CPS 140kHz.

The VCS-Safe control from VAHLE with STO (safe torque off) ensures safety in this sensitive plant area. This means that the relevant vehicle is safely brought to a standstill in the event of a system malfunction. An emergency stop takes place and human intervention is needed for it to start moving again.

Our VAHLE SMGM system is responsible for data transmission and positioning of the reliable vehicle control. It is fast and fully immune to interference from other wireless and WLAN systems. The time factor is absolutely crucial in this industry because the faster the product is processed and available to customers in-store, the less food is wasted because it is past its use-by date.

The general contractor for this project is UP Universelle Fördertechnik GmbH from Rheinfelden in Baden-Württemberg and automation is provided by Himmel GmbH from Gescher near Coesfeld. VAHLE has already built a number of systems with both of these partners, and Westvlees has come on board as a new customer. At the plant in Belgium, 11 vehicles will initially be implemented on a 270-meter EMS with additional expansion stages already planned. The aim is for customers in more than 50 countries worldwide to enjoy the freshest possible salami, schnitzel and meatballs.





materialfluss
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Product of the Year

2023

Winner

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SMART COLLECTOR FROM VAHLE IS PRODUCT OF THE YEAR

The readers of Materialfluss trade journal have spoken

A smart current collector detects faults in the plant system before they cause breakdowns or even standstills, saving a great deal of time, money and stress – the Smart Collector is a globally groundbreaking innovation from VAHLE and is now officially Product of the Year 2023.

The readers of Materialfluss trade magazine voted, choosing the Smart Collector from Paul Vahle GmbH & Co. KG as the clear winner in the Conveyor Technology and Ident Technology category.

The aim of this prestigious award is to help the most exciting and innovative products gain greater attention. During the pre-selection process, a panel of experts assess products for innovation, marketability and benefit to the users. Then, it's up to the readers to decide on the winners. Thirty-eight companies competed in a total of five categories.

"We were taken totally by surprise when the invitation to the award ceremony arrived. After all, a number of well-known competitors were nominated along with us, which can make voting even more difficult for readers," says VAHLE Product Manager Jessica Genz. Moreover, she and Philip Tembaak, the lead developer of the Smart Collector, had to wait until the last moment to find out which of the top three places they would take. "The award ceremony in Berlin in May was a really beautiful and celebratory event. We were very excited, and when we were actually invited onto the stage as the winners, we were of course really delighted. We'd like to thank everyone who voted for us."

This award is proof of VAHLE's innovative strength. The development team has continued to strive for new solutions. New features are now already available for the Smart Collector.

After a comprehensive release of version 1.2, it is now also IDAA-capable. The acronym stands for Intelligent Dynamic Anomaly Analysis, a method through which the entire system is continuously measured in real time and its condition analyzed simultaneously with system operation. The Smart Collector update can detect the slightest anomalies more precisely and even automatically recognize signs of wear. The basis for this is a new algorithm that VAHLE is using in the Smart Collector for the first time. This new algorithm enables machine learning methods that can very accurately predict the probabilities for certain scenarios by detecting patterns and trends in the learning data.

Another new feature introduced in the release is the expansion of motion capture. In addition to lifting movements, the system now also displays deflection data. In addition, the Smart Collector now offers the option of assigning continuously collected data to the conductor system with millimeter precision using the ZOOM feature. "This means that even the slightest defects can be examined without having to commission a maintenance team to carry out an on-site inspection," says Genz. "This function makes both fault analysis and the targeted planning of maintenance measures significantly more efficient."

A variety of sensors can be connected to the system, enabling the display of all relevant information in a dashboard. A thermal sensor is also integrated, with which temperature peaks can be detected and eliminated. The VAHLE engineers are also working on an acceleration sensor that can even locate anomalies in facilities without a positioning system.

The Smart Collector Release 1.2 has been available worldwide for some weeks and has garnered significant interest. Established German automakers and major customers from the field of intralogistics have already installed VAHLE's Smart Collector in pilot systems. And lo and behold: In some cases, the Smart Collector discovered anomalies during the test run that would otherwise have caused the relevant system to shut down in the near future.

Word of this kind of precision naturally spreads quickly within the industry, and product manager Genz had numerous promising discussions with interested customers at the LogiMAT intralogistics trade show in Stuttgart. VAHLE will also be presenting the Smart Collector at its SPS trade show stand in Nuremberg, and the development team is already working on further sensors for this award-winning product. "Special sensors and other machine learning updates are continuously being



developed and adapted to the individual needs of the various industries," explains Genz. "The Smart Collector enables our customers to already know today what will be happening tomorrow. Servicing and maintenance, as well as the associated resources, become plannable. This is genuinely revolutionary in the field of conductor systems and invaluable for customers. The Smart Collector, the world's first and unique predictive maintenance tool for conductor systems and the corresponding system components, enables us to generate incalculable added value for our customers."





“AT VAHLE, THE QUALITY AND EMPATHY ARE RIGHT”

South German start-up KranPlus chooses the conductor systems from Kamen – and experiences continuous growth

In terms of age, KranPlus GmbH is still in its infancy; it only just celebrated its second anniversary this summer. Its employees, however, embody many decades of experience and expertise. That's what makes the start-up so special.

Founded in the middle of the pandemic, the company, which specializes in the testing, maintenance and repair of crane systems in the industrial sector, was officially launched on the market in July 2021. “Admittedly, it was the most difficult time to start up a new business. Direct customer contact was almost impossible and customers and employees were mainly acquired by word of mouth,” says KranPlus Managing Director Jan Lauer. “On the other hand, we thought if we can do it now, we can do it anytime.” And so far, the company's history is proving its young founders right. Today, they have 13 permanent employees who support major customers from the automotive, textile, machine engineering and paper industries.

To ensure a reliable power supply for the crane systems, Lauer looked around the market comparing competitor products. “Our service technicians were open to various systems. But after the first contact with Thomas Zeug, we were convinced: VAHLE is our conductor system supplier. This is a form of partnership that lives up our expectations and that we foster in our company: respectful and on equal footing.”

Thomas Zeug, VAHLE sales technician for the Stuttgart area, remembers the first meeting with the new founders fondly, “We were sitting at the breakfast table in their home dining room somewhere in Walldürn, in the Odenwald. There was no telling how big the company's potential would be and what kind of sales KranPlus would be able to achieve. But for me, every customer is the same. In my 20 years of working at VAHLE, I've seen often enough that even the smallest customer can develop into a big player.”

“Spontaneous, mutual sympathy and the quality of the VAHLE products were ultimately the deciding factors for the successful collaboration,” says Lauer. “The conductor rails are always delivered in perfect condition and are easy to install. The system is clearly structured and the instructions are straightforward,



Thomas Zeug

meaning that our technicians rarely have any questions. VAHLE's customer hub is also a big advantage because it allows us to configure the required modules ourselves online based on the article numbers. And when we do have a question, we get a response incredibly quickly, which is definitely not the case everywhere,” he says.

KranPlus's order books have been full for months and a new company building has just been purchased in the neighboring municipality. Over 200 square meters, there is finally space for several offices, a lounge and meeting room. A great relief for authorized representative Lisa Fischer, who has been with the company since its foundation and works with Lauer in a team of two handling all of the company's administrative tasks.

The past two years have been busy with work and few vacations for the two of them, but they have never regretted the step into self-employment for a second. “With the right partners at your side, you can do it,” says Lisa Fischer. Lauer certainly sees parallels between her start-up and its cooperation partner VAHLE: “We're not middle of the road, we're the cream of the crop. But with empathy and a fair price-performance ratio.”





ELECTRIC TECHNOLOGY FOR ELECTRIC CARS

VAHLE powers car production in China

Changan Automobile is very little known in this country – at the moment, anyway. Changan is in fact one of the three largest automotive groups in China, producing both under its own name and in cooperation with Ford and Mazda.

In late March 2022, Changan opened a state-of-the-art assembly plant, the group's second-largest ever, in the city of Nanjing in eastern China. Around 100,000 electric or hybrid cars are currently being built a year on a site area of almost 90 hectares (more than twice the size of Munich's Oktoberfest meadow) – with the option of more...

The VAHLE Group delivered a complete solution for this project, including power supply, control, positioning and communication system. The system was equipped with EMS rails over a length of 516 meters. Heavy loads have to be transported along this way and lifted to ensure flexible assembly. This requires a continuous data connection, which is ensured by the complete system supplied by VAHLE.

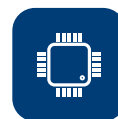
The scalable vDRIVE system provides the drive control, vCOM SMGM ensures trouble-free data transmission, while vPOS makes possible ab-

solutely precise position determination, even immediately after switching on or following power interruptions.

What makes this system so special is that the energy is transmitted inductively by means of the VAHLE CPS® 140kHz. This system eliminates any mechanical contact and is therefore wear-free, reducing both maintenance times and operating costs. Especially in the automotive industry, every minute of production downtime means huge losses.

Moreover, the CPS® 140kHz is compact, quick to install and the travel speed is almost unlimited.

This reliable and fast power supply is extremely important because the market for electric vehicles is booming, especially within China itself. More than half of the electric cars recorded worldwide are registered here, with one in four Chinese people now driving an electric vehicle.





INDUSTRY 4.0 WITH DIRECT CURRENT?

VAHLE participates in research project

The end of AC/DC is nigh – at least in industrial production. Alternating current (AC) has been delivered from the socket in private households for more than 100 years. The main reason for this is that it can be produced in large quantities using conventional power plants and the voltage can be modified relatively easily using transformers.

Today, however, the number of everyday devices requiring direct current (DC) is growing steadily. Computers, cell phones, smart TVs, but also electric cars and LEDs operate using direct current and require a power supply unit for conversion. The situation has also changed when it comes to electricity generation. While coal and nuclear power plants generate alternating current, modern photovoltaic systems, for example, produce direct current, which then has to be converted into alternating current – along with the corresponding losses.

And this is precisely where the research project in which VAHLE is participating comes in. Jointly with the Institute for Energy Research at the Ostwestfalen-Lippe University of Technology, so-called DC conductor systems are being investigated in terms of their efficiency. For VAHLE Project Manager Stefan Bürmann, the advantages of direct current for industrial production are obvious, "Switching to a direct current network reduces conversion losses, avoids surges and cuts energy consumption. DC networks also enable the integration of batteries or other storage devices. These storage devices always release energy exactly when it is needed. This saves electricity costs and significantly reduces CO2 emissions."

As part of another research project, VAHLE commissioned an 80-meter-long DC test system alongside an existing AC system and succeeded in proving that switching from AC to DC results in an increase in energy efficiency of more than ten percent.

A further advantage is that the production of DC-based conductor systems requires significantly less material than conventional systems.



The need for copper alone, which requires large amounts of energy in production, is reduced by up to 50 percent.

The current DC rail research project is scheduled to last three years and is funded by the German Federal Ministry for Economic Affairs and Climate Action. Networks with high current levels as well as short and long conductor systems for the energy supply of mobile industrial applications such as cranes and all types of travel and lifting equipment are under investigation. Work is also ongoing to determine how batteries might be integrated and whether they can contribute toward compensating voltage drops and surges.

During this process, a completely new DC protection and switching technology is being employed for conductor systems. AI is being used to help design the associated sensors for condition monitoring and predictive maintenance.

Although it will be a few years before the results of the research become available, Bürmann is already expressing confidence: "The switch from the old AC to the new DC technology represents a paradigm shift – and is undoubtedly one of the industry's most important options for significantly reducing energy consumption."

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RACKING UP SUCCESS WITH A MAGIC CUBE

VAHLE supplies energy for the PowerCube from Jungheinrich

It was a major attraction at the LogiMAT 2022 trade show in Stuttgart. Here, intralogistics giant Jungheinrich unveiled its PowerCube, an automated compact warehouse for containers used for picking small parts and piece goods.

This ultra-compact and scalable PowerCube rack system is in fact constructed as a cube, with vertical channels in which the containers can be stacked up to 12 meters high.

Specially developed shuttles travel beneath the rack system to store and retrieve the containers. Each shuttle can hold and transport two containers at the same time. They move at speeds of up to four meters per second and are powered by energy-efficient lithium-ion batteries.

The shuttles are ready for use around the clock because Jungheinrich's PowerCube employs VAHLE's unique SLS shuttle charging system in conjunction with high-performance lithium-ion batteries.

The batteries are recharged during ongoing operation at the work stations, with current collectors located on the shuttle and the charging contacts. The SLS charging contacts are barely larger than a matchbox and can be integrated. This innovative VAHLE system is therefore the

ideal energy supplier for the PowerCube.

In addition to its compactness, a further advantage of the cube-shaped storage system is its flexibility in terms of height.

Since the shuttles move beneath the containers, the rack system can be expanded upward to suit a variety of roof and building shapes. The number of shuttles can also be increased, so that throughput can be flexibly increased as demand increases or the product range is expanded. With a maximum container load of up to 50 kg, the PowerCube is unique in the field of compact container storage systems.

As with various previous joint projects, the collaboration between VAHLE and Jungheinrich is bearing fruit, and the first PowerCube projects are already underway.





“IT’S ALWAYS BEST WHEN THE CUSTOMER BARELY NOTICES THE SYSTEM”

VAHLE has been reliably supplying Hamburger Hafen und Logistik AG for decades

Tollerort (which literally means “fantastic place” in German!) is the name of one of four container terminals in the Port of Hamburg. It has a 1,200 meter long quay with four berths; ships are loaded and unloaded using fourteen container cranes.

“After almost 20 years of use, we’ve now replaced the cable trolley systems on the cranes in the Hamburg container terminal,” says VAHLE Product Manager Stefan Leinhos. “Our customer has trusted in expertise from Kamen for many years. Of course, we’re happy to reward this trust with reliability and first-class service. The many years of reliable cooperation are highly valued by HHLA as a port operator.”

The festoon systems carry the cables, which travel along the boom with the crane trolley to unload the containers from the ships. Depending on the crane type, the boom can be over 100 m long, meaning that, without the festoon system, 100 m of cable would be left hanging free-



ly. This would be much too dangerous and the tension would be far too great. The cables are therefore routed onto the traveling festoon systems, ensuring strain relief and maintaining the minimum bending radius in all operating situations.

Quality “Made in Kamen” also makes the difference when it comes to the cables themselves, explains Leinhos. “The cables have to be very robust in order to withstand the influence of salty air, direct sunlight and permanent alternate bending loads. Installation is not always all that easy either. In rough weather conditions and depending on the wind strength, the crane can sometimes sway severely,” he says.

Every day that a crane is out of action is very costly for the operating company. The VAHLE project team therefore minimized the conversion time by pre-assembling the entire festoon system in Kamen. On site in the Port of Hamburg, the beam was then lifted out of the transport frame and bolted high up onto the beam end of the crane in order to transfer the festoons. This was a real balancing act because the center of gravity of the approximately eight-ton systems changes every time a trolley starts to move. But the experienced VAHLE fitters worked with the crane driver to solve this problem perfectly, ensuring that the system is now available again for years of continuous use.

“It’s best for the operator if he barely notices the system,” says Leinhos with a grin. The experienced VAHLE product manager knows that the availability of the crane system is the most important asset in port logistics. VAHLE is therefore a silent guarantee of success for the global transport of goods, in the past, present and future.



A “BIG FISH” IN THE PORT SECTOR

VAHLE cooperation with a new terminal operator

Based in Marseille, the CMA CGM Group is an international logistics operation and, with more than 620 owned and chartered container ships, is the third largest container shipping company in the world.

Jaroslav Warzecha, director of system sales at VAHLE, is therefore appropriately proud that, together with our French colleagues, he succeeded in landing this “big fish” as a major customer in the port sector. “We received an order for the electrification and automation of the container blocks at the newly developed port in Abu Dhabi called Khalifa Port from the CMA CGM Group, which will operate the port as a joint venture together with the Abu Dhabi Ports Group. The project is expected to start in March 2024,” he says.

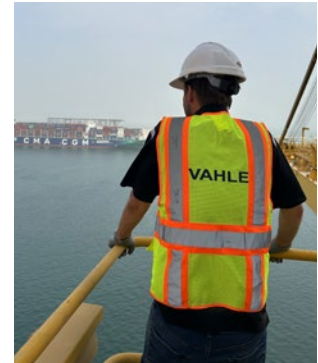
In the first phase, 16 container blocks will be equipped with U35/600 AE conductor system. This involves a total of around 22 km of rail. And that’s not all: The plan is for VAHLE’s SMGX data communication to provide partial automation at a later date. The conductor systems and telescopic arms for the 20 eRTG cranes are supplied from Kamen, while the cranes themselves come from the Finnish company Konecranes.

After the two US ports, Port of Wilmington and Port of Baltimore, Abu Dhabi is the third project on which VAHLE is working jointly with Konecranes. “Due to the tight schedule, the eRTGs will be delivered to Abu Dhabi in separate parts and installed on site,” says Warzecha. “This will be a huge challenge given the temperatures in August, which we already experienced during the AIN Dubai project.” In 2019, VAHLE

provided power to the largest observation wheel in the world and continues to do so to this day.

Alongside Hutchison Ports and Adani, the CMA CGM Group is another global player in the port sector that VAHLE has been able to convince with its innovative products. This represents a further milestone in the history of the Port Technology business unit, which was originally founded in 2014. “We’re delighted to be starting the project in Abu Dhabi on our 10th anniversary in 2024. The more broadly we position ourselves worldwide, the more independently we can operate,” explains Warzecha. The need for port electrification worldwide is huge, as terminal operators want to reduce their CO₂ emissions to zero by 2040.

VAHLE sees a responsibility for itself here and regards itself as an enabler that plays a vital role in terms of sustainability and climate neutrality. One example of this are our latest product innovations such as the charging of electric terminal vehicles while driving. And our customers appreciate this. Two further projects in the port sector are already being planned in India and Egypt.





111 YEARS OF VAHLE – THAT JUST HAS TO BE CELEBRATED!

Mega event at the Erlebnisreich Campus in Lünen

What do stainless steel, the echo sounder and VAHLE have in common? They all date from 1912.

And just as one of them revolutionized architecture and the other marine navigation, Paul Vahle transformed the industrial production and mobility of entire societies with his conductor rail.

For its 111th anniversary, the VAHLE company invited people to a very special event location that, like the company, combines history and modernity. The Erlebnisreich Campus is located on the site of the former Westfalia ironworks in Lünen. Its impressive mix of historical buildings and modern architecture skilfully bridges the gap between industrialization and digitalization.

The perfect setting for celebrating in a relaxed style on a warm late summer evening with some 650 guests, including current and former employees, their loved ones and the shareholder family.

Kamen's mayor, Elke Kappen, spoke a few warm words of greeting, as did the District Administrator of Unna Mario Löhr. Both emphasized VAHLE's extraordinary company history and its importance as an employer and innovation driver for the entire region. The grandson of the company founder, Werner Vahle, also took the opportunity to extend his thanks to the employees and emphasize that his grandfather could never have dreamed of what has today grown from his invention.

VAHLE CEO Achim Dries agreed, "We are proud of the pioneering work that our predecessors achieved. We don't, however, just want to look back, but much rather actively shape the future with innovative developments."

After the speeches, guests enjoyed the fare served from various food trucks. From tarte flambée to pasta in a parmesan loaf and vegan dishes, there was something for every taste, including the traditional German currywurst: the perfect midnight snack for this party in the famous industrial Ruhr valley.

The absolute highlight of the evening was the impressive show program. Artists in brightly colored LED suits danced and drummed to the beats on the darkened stage. The Mapping Show, in which an artist performed interactively to a video featuring VAHLE elements, was equally spectacular. A live band and a DJ ensured an amazing atmosphere and a full dance floor until the early hours. And to ensure that all guests were able to get home safely, VAHLE specially organized a shuttle service to the company premises in Kamen or to Kamen's main train station.

The 111th anniversary celebration was an extremely successful event that the 650 guests will remember fondly for a long time. This was not least because of its international flair; representatives from the VAHLE subsidiaries in Brazil, China, Dubai, USA, Italy, France and other countries celebrated jointly with their colleagues from Kamen and Dortmund. The theme of the evening, "From Pioneers to Innovators," was thus truly brought to life.



KAMEN-KUFSTEIN INNOVATION AXIS

10 years of VAHLE Automation

The VAHLE Group's "Automation" innovation hub is celebrating a milestone anniversary. VAHLE Automation was founded as a joint venture in November 2013 and has enjoyed unprecedented success ever since. In 2017, the VAHLE Innovation Center was established in Schwoich near Kufstein. Here, high-quality control and communication systems are developed in an area of around 1,700 square meters and tested on-site in a demo factory, where they can be tailored and individualized to customer-specific requirements. Customers from the world's most important markets such as the USA and China have already come here to see the product solutions in action for themselves. Moreover, the Innovation Center also serves as a training location for VAHLE employees.

"VAHLE delivers integrated system solutions for mobile industrial applications. The automation division completes our product portfolio. We therefore offer our customers an all-round package comprising energy transmission, positioning, data transmission and control technology," explains Achim Dries, CEO of the VAHLE Group.

Since May 1, 2021, VAHLE Automation GmbH has been a fully owned subsidiary of the VAHLE Group and the development site for the group's entire automation portfolio.

"Together with our research and development department at company headquarters in Kamen, VAHLE Automation forms a technology axis," says Dries. "The focus at the Kufstein location is on hardware and software development, as well as project management. We also hope to gain valuable impetus through cooperation with universities and technical colleges in the region."



An international research alliance has already been founded. Since last year, the innovation center in Schwoich has been working closely with the Swedish KTH Royal Institute of Technology in Stockholm. Through the exchanges with the teachers and students there, business and science, practice and theory have become more closely linked. All those involved can only benefit from this in the long term.



VAHLE GOES INDIA

Subsidiary opens in the home of the Indian automotive industry

VAHLE continues to expand its network of subsidiaries. A separate subsidiary has been founded in Pune, western India, to further strengthen the company's presence on the Indian subcontinent and expand international growth. For many years now, India has been the world's booming economic nation.

The vast metropolis of Pune in the west of the country (located around 150 km southeast of Mumbai) is one of three centers of the Indian automobile industry and many German investors such as Volkswagen, Daimler and MAN have a presence locally. Important representatives of the IT industry, agribusiness and renewable energies are also based here.

Pune was therefore deliberately chosen as the location for VAHLE India Pvt. Ltd., says CEO Achim Dries, "The industrial center offers the ideal conditions to further establish VAHLE as a system supplier for mobile industrial applications on the Indian subcontinent. The aim is that our key customers, such as the Adani Group in the northwest or Tata Steel in particular, should receive the best possible service."

VAHLE has for many years been working closely with Tata Steel, one of the world's major steel companies with production facilities on five

continents. VAHLE conductor systems are installed in Tata factories to ensure a reliable power supply.

In 2019, VAHLE converted and automated the port of Kattupalli in India, for the Adani Group, the largest private port operator in India. Here, the eRTG cranes in the container aisles are controlled remotely with the aid of our vCOM SMGX data rail and the Trimotion system. Kattupalli is the first fully automated container terminal of its kind in India.



Jayant Paanchaal,
Sales Manager India

"We have been serving the Indian market through our local representatives for more than 30 years. Founding our own subsidiary was the logical choice in order to promote proximity to the customer and to respond to the latest trends," says Dries.



Ramesh Kumar,
Key Account Manager India

INVITING THE WORLD TO KAMEN

VAHLE International Sales Meeting in Kaiserau

From May 31 to June 2, around 70 employees from the international subsidiaries and the VAHLE headquarters met at the SportCentrum Kaiserau in Kamen. The sales experts undertook long journeys in order to attend: They came from Brazil, China, and the USA. But the VAHLE locations in Europe were also represented. Colleagues from Spain, France and many other countries took the opportunity to share information on market and sales trends as well as the latest VAHLE products.

In addition to the exciting workshops and inputs, one highlight of the sales meeting was the dinner in the "Speisekammer" restaurant in Dortmund, a rustic extension built onto a deconsecrated church.

But for many of the participants, the journey, not the destination, was the real highlight. To everyone's surprise, the original Borussia Dortmund soccer team bus was parked there ready to board. And while some were still wondering whether the BVB squad was about to file out of the sports hotel, the driver beckoned to the VAHLE team to climb aboard.

The entire sales team was driven from Kaiserau to the restaurant in the style of professional soccer players – luxury seats and admiring looks from the other road users included. What an amazing surprise!





YOUR VISION – OUR SOLUTION

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