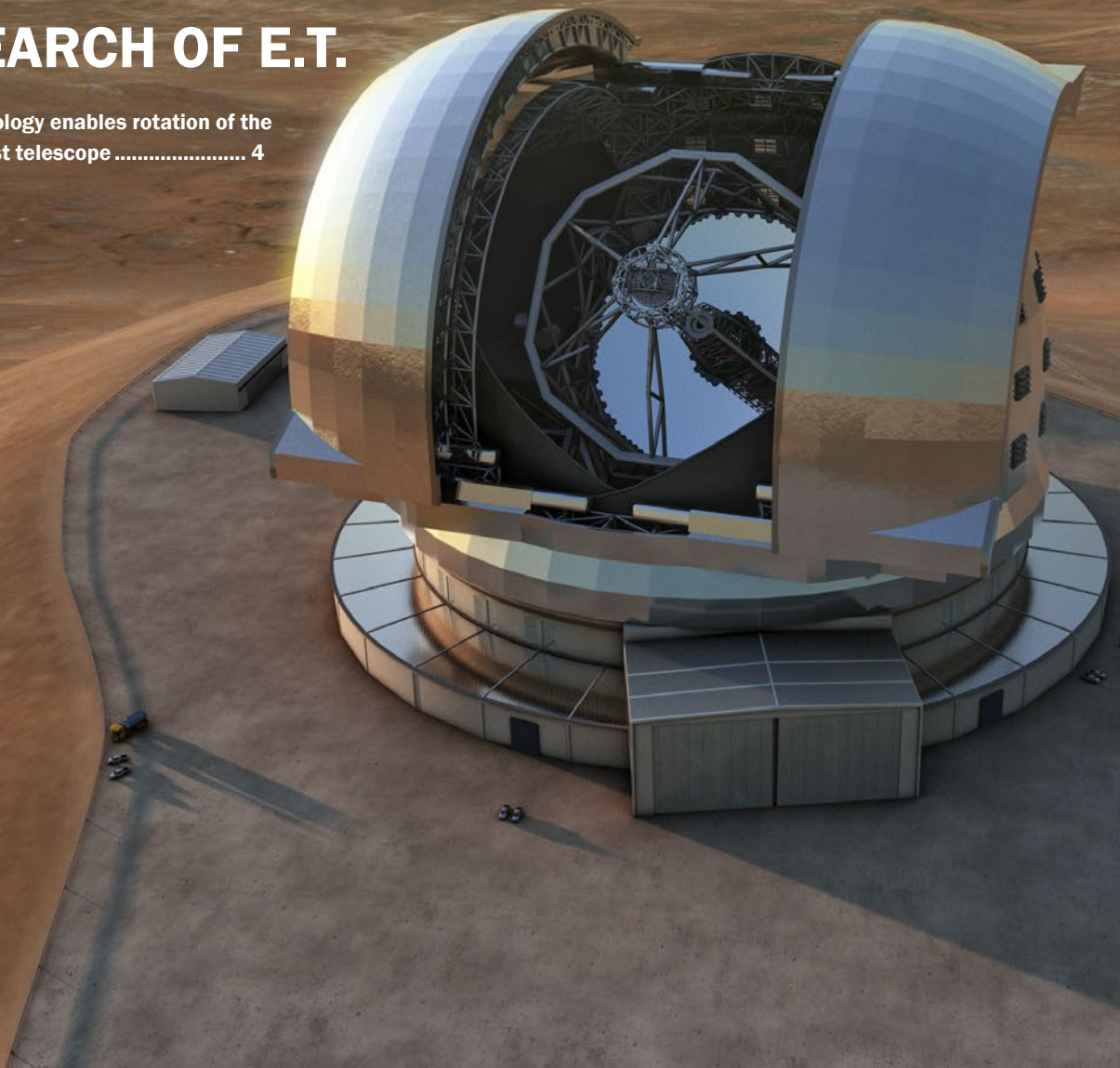


# KONKRET

THE VAHLE COMPANY MAGAZINE | 2024

## IN SEARCH OF E.T.

VAHLE technology enables rotation of the world's largest telescope ..... 4



### HIGHLIGHTS

- Major order in the United Arab Emirates ..... 6
- Direct current in industry ..... 8
- Construction project in Kamen ..... 12



## EDITORIAL

# DEAR READERS,

While the global economy is weakening in many places at the moment, we at VAHLE have done our homework. Last year was one of the most successful in our company's 100-year history, and our order books are still currently full. As a leading global provider of energy and data transmission solutions, we have a broad product range and are in demand internationally in many sectors.

For this reason, we are confident that the company's success story will continue. The VAHLE Campus, a new building for our administration and production facilities in Kamen, will be a highly visible demonstration of this. It is scheduled to open in 2027 and will then both increase our production capacity as well as meet the requirements of a modern, ecologically sustainable and attractive location for our employees. You can find more information about the VAHLE Campus and our clear commitment to the region on p. 12.

In this issue of VAHLE konkret you will find some examples of the cross-industry popularity of our products on the international market mentioned above.

VAHLE technology is used in the world's largest telescope in the Chilean Andes (p. 4) as well as in the stage construction of the famous Salzburg Festival (p. 11). Together with an innovative start-up from Munich, we are making parking more convenient with less blocked-off space in city centers and at the same time supplying electricity for electric vehicles in our parking towers (p. 10).

But VAHLE is just as committed to public rail transport: In the recently expanded ICE maintenance facility in Rummelsburg near Berlin, the VAHLE VCL 2 compact conductor system ensures the occupational safety of hundreds of employees every day (p. 3).

Just how durable, robust and reliable our conductor systems are can be seen at the A.T.U logistics center in Werl, just around the corner from Kamen. Over 550 A.T.U branches in Germany and Austria are supplied with car accessories from here. In the huge warehouse, 2.6 kilometers of our VKS10 conductor system have now been replaced – after an impressive 23 years! (p. 7)

Port logistics is undisputedly one of our fastest growing sales markets. By 2030, total annual greenhouse gas emissions from international maritime transport must be reduced by at least 20% to 30%, and by 2050 at the latest, all ports worldwide must be climate-neutral. The automation of the Khalifa Port in Abu Dhabi is one of the “big fish” that the VAHLE Business Unit Port has landed. We are providing a comprehensive VAHLE solution, from the conductor system to interference-free data communication (p. 6).

Last but not least, this issue features interesting new aspects and information on the subject of direct current in the industrial sector. VAHLE has been working with the technical universities in OWL and Dortmund for five years to research how conductor systems can be supplied with direct current instead of alternating current in production. Now one of the leading researchers in the field of DC grids has agreed to give an in-depth interview (p. 8).

As you can see from just these few examples, if you want to transmit energy (and data) safely, VAHLE is the right choice. And we are still nowhere close to running out of ideas. I hope you enjoy reading this edition of “VAHLE v”.

Sincerely,

**ACHIM DRIES**

Managing Director of VAHLE Group



## OCCUPATIONAL SAFETY IN THE RAIL WORKSHOP

**BUSY TIMES ON THE RAILWAY SIDING**

**The figures are staggering: 75 trains are cleaned and serviced every day at Deutsche Bahn's ICE facility in Berlin-Rummelsburg, including 24 ICEs alone. Around 900 employees handle the interior and exterior cleaning, on-board catering logistics, reservation uploads and individual train section inspections.**

The facility has been continuously expanded in recent years due to new and increasing train models, and the maintenance hall has more than doubled in length from 200 meters to over 400 meters. With the help of supports and extendable working platforms, the mechanics can also inspect the trains from below and from above on the roof.

Flat crane systems have been installed under the hall ceiling to move the parts, which weigh several tons. These cranes have been reliably supplied with power and data via the **enclosed conductor system MKH** and the

**data communication system Powercom** from VAHLE for several years. The barrier-free new train series initially posed a problem for occupational safety, however:

The modern trains have a lower boarding step, but the working platforms are still at the original height, leaving a gap between the "platform" and the train. To prevent employees from injuring themselves there, retractable steps were installed – and thanks to years of excellent cooperation, Deutsche Bahn also places its trust in expertise from VAHLE here, more specifically in the **compact conductor system VCL 2**.

Each door of the train requires a step for safe passage. The train is moved into the hall and a total of 72 movable steps are then placed where a train door is located. Two vertically projecting operating arms allow employees to lock and extend the step at the touch of a button, bridging the gap and

enabling safe access to the carriage. Almost 3 kilometers of compact conductor system VCL 2 are installed in the Berlin-Rummelsburg maintenance facility to supply each individual step with power and data. All steps are illuminated – also for the safety of employees – and each individual step has its own small control cabinet with SPS control. Each movement reports to the central monitoring system whether the step is currently retracted or extended.

"This application is unusual for the VCL 2, but its compact shape with small current collectors makes it very easy to integrate into the tight installation space," says Gunnar Schindler, VAHLE Sales for Eastern Germany. "In February/March 2024, we installed a test track and carried out data transmission tests, and everything worked smoothly. The entire facility is due to be completed in the summer. To stay in the picture: The course has been set," said Schindler.



# IN SEARCH OF E.T. WITH THE ELT

**The largest telescope ever built – the Extremely Large Telescope (ELT) – is being constructed in the Atacama Desert located in the middle of the Chilean Andes.**

The conditions on the 3,000-meter high Cerro Amajones mountain are extremely hostile – it hardly ever rains, there are temperature differences from 30 degrees during the day to -15 degrees at night and

the UV radiation is intense – yet, they are ideal for astronomical research. There are up to 350 cloud-free nights a year, and the dry, clean mountain air provides an unobstructed view of the sky, while also reducing corrosion. For these reasons, the European Southern Observatory (ESO) operates several large observatories in this inhospitable “lunar landscape”.



However, the ELT transcends all previous boundaries: It is a gigantic, rotating steel structure equipped with sliding openings, almost 90 meters wide and 80 meters high. The huge dome alone weighs over 6,000 tons.

The main mirror has a diameter of around 40 meters and comprises almost 800 individual hexagonal mirrors, which are mounted on movable bearings so that they can continuously readjust to the optimum shape. This means that it can capture 15 times as much

light as the previous record holder, the Very Large Telescope (VLT), which is also located just 20 kilometers away in the Atacama Desert. The ELT can also detect details up to 16 times smaller than the Hubble Space Telescope.

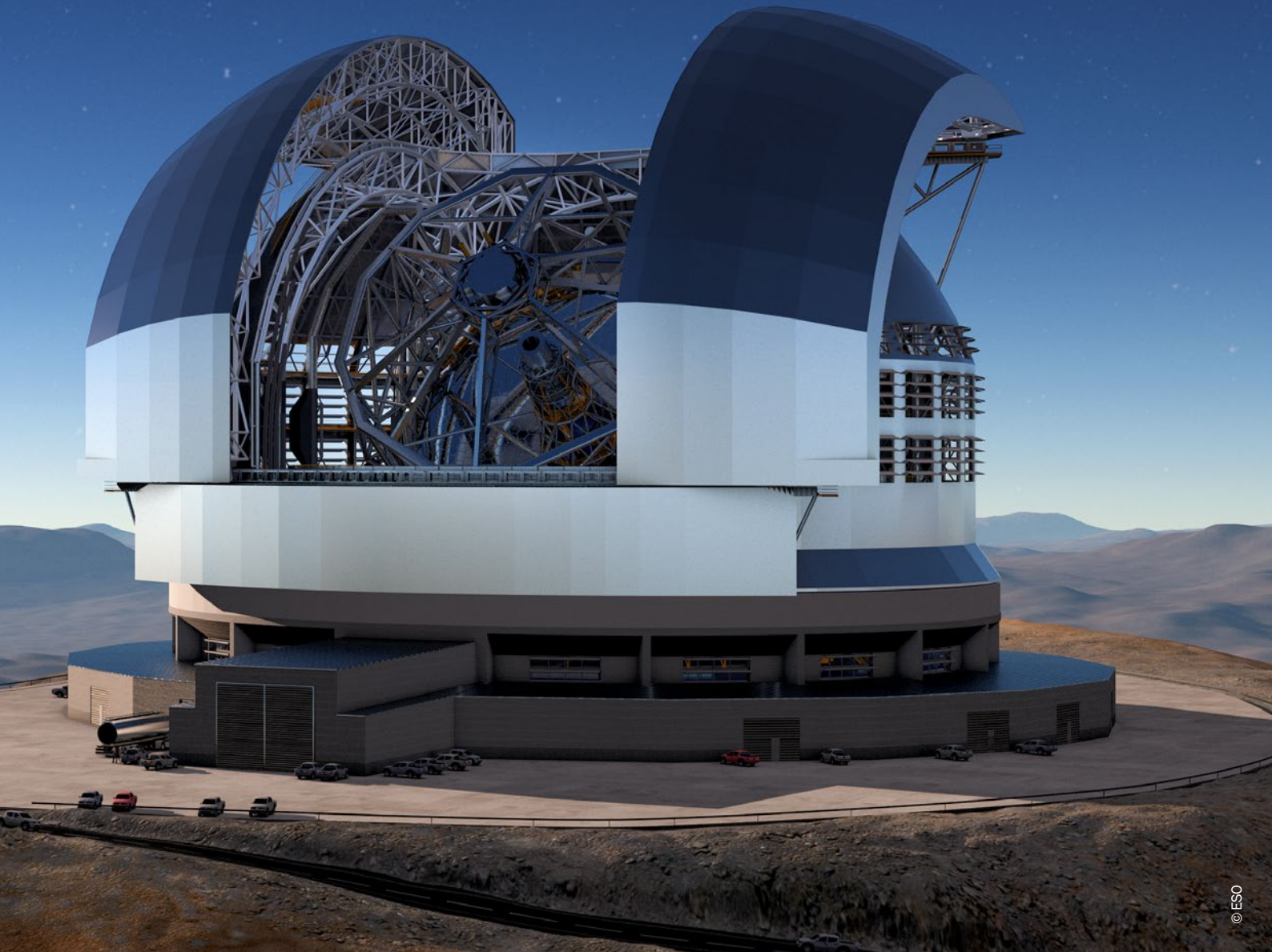
The researchers hope that they will discover Earth-like planets with the super telescope and possibly find evidence of extra terrestrial life. The telescope will also help to shed light on questions about the history and future of the universe and the role of black holes.

## **So what does VAHLE have to do with this giant telescope?**

The Italian special machine construction company Cimolai tapped VAHLE to provide reliable, safe and robust conductor systems for the telescope's 360-degree and vertical movements. VAHLE Italy worked in closed collaboration with engineers at Cimolai for several years designing an optimized solution for the challenging conditions present in the Atacama Desert.



The ELT can be moved  
360 degrees around its  
own axis and vertically.



© ESO

The solution consists of a **U35/600C conductor system** with a total length of almost 3,000 meters, which enables the telescope to rotate, as well as the **enclosed conductor system LSV** over almost 160 meters to operate the roof. In addition, around 450 meters of a **F35/200 open conductor system** with lightning protection certification is used to ensure the functionality and safety of the telescope operation.

Many thanks to VAHLE Italy for making this mega project possible!

According to ESO, a photovoltaic system, which will supply the site with electricity in the future, is already in operation.

In 2028, researchers will be able to gaze through the world's largest telescope for the first time. And who knows. Maybe they won't just discover black holes, but perhaps even E.T.!



© J. Beltrán/ESO

ELECTRIFICATION AND AUTOMATION OF THE MOST IMPORTANT CONTAINER PORT

# MAJOR ORDER IN THE UNITED ARAB EMIRATES

**The Khalifa Port in Abu Dhabi was opened at the end of 2012 and has only taken a few years to become one of the 50 largest container ports in the world.**

Strategically located between Abu Dhabi and Dubai, Khalifa Port is establishing itself as a container hub for some of the top international shipping companies between Europe, Asia and Africa: More than 25 shipping lines are served from here with direct connections to 70 international destinations.

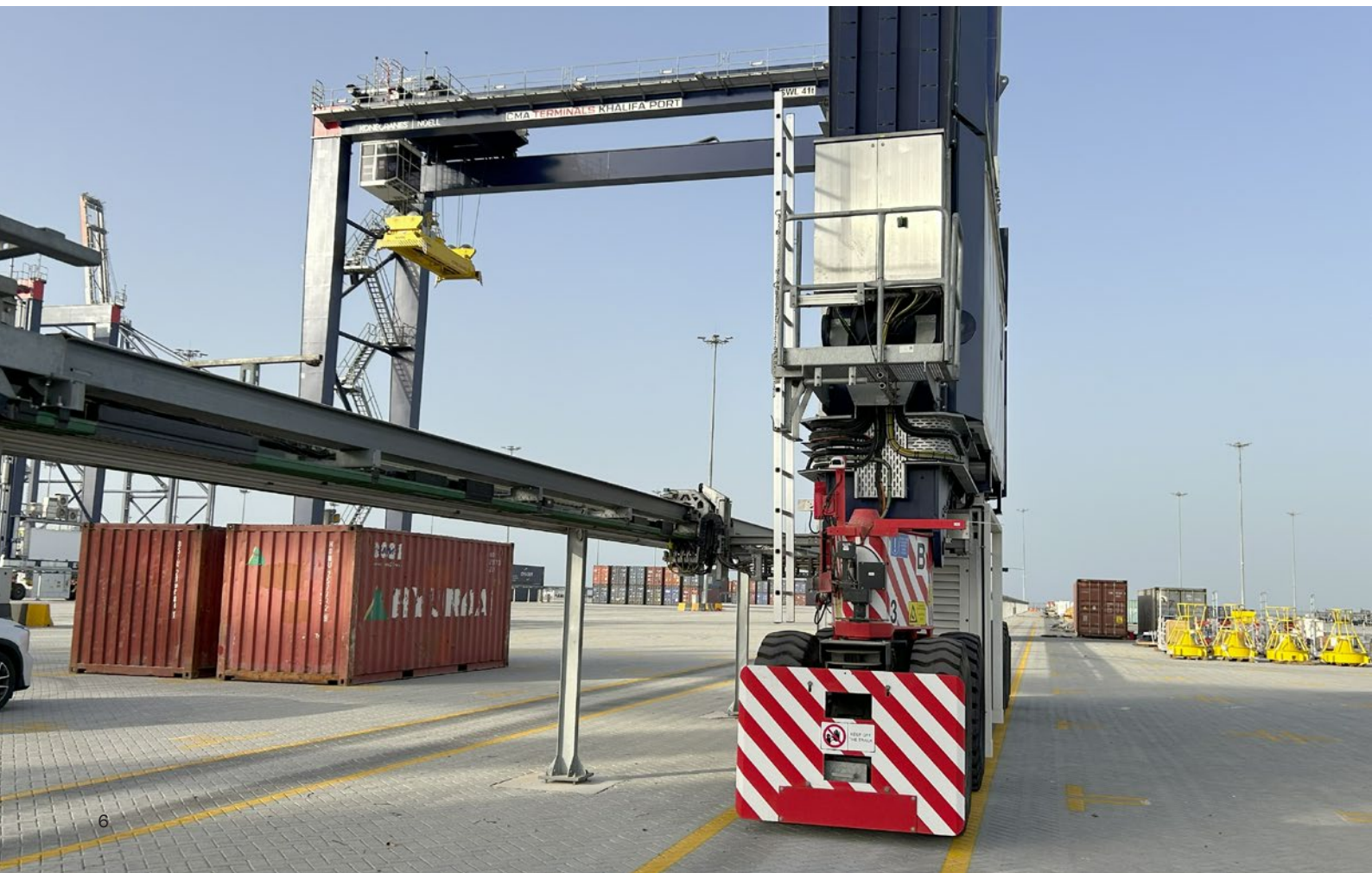
The first phase of the port's automation by VAHLE began in spring 2024: 16 container blocks will be equipped with **U35/600 AE conductor systems**, a total of 22 kilometers of rail. This system is complemented by the interference-free **SMGX data communication** (Slotted Microwave Guide Extreme), which ensures a data rate of up to one gigabit.

“This guarantees real-time data communication, increases safety and enables fully automated port operations,” emphasized Jaroslaw Warzecha, Director Business Unit Port at the VAHLE Group. “The order is a significant milestone for us, as it not only confirms our expertise in the electrification and automation of container terminals, but also underlines our pioneering role in providing innovative solutions for port logistics.”

Flexible solutions are necessary for this project, especially because of the climatic conditions: VAHLE is providing telescopic arms for 20 rubber-tyred gantry cranes, among other things. To save time, the cranes are delivered to Abu Dhabi in separate parts and installed on site. “It's a particular challenge in summer, with temperatures of over 40 degrees in the shade. However, the AIN Dubai project has already proven that we can handle it,” assured Jaroslaw Warzecha. (In 2019, VAHLE provided power to the largest Ferris wheel in the world and continues to do so to this day.)

The automation of the port in Abu Dhabi is another successful collaboration with a Finnish company that supplies the gantry cranes. After the two US ports of Wilmington and Baltimore, Abu Dhabi is already the third joint project – and at the same time the first cooperation with the CMA CGM Group, a leading French shipping and logistics company headquartered in Marseille.

Port Khalifa thus marks another milestone in the still young history of VAHLE's Port Business Unit, which was only founded in 2014. Demand for port electrification and terminal automation has increased enormously worldwide. VAHLE offers a host of technologies that are specifically tailored to the requirements of the port industry and that help to increase energy efficiency and reduce the carbon footprint of port terminals.







SATISFIED WITH VAHLE'S PRODUCTS AND SERVICE

## “WHY SHOULD WE HAVE SWITCHED PROVIDERS?”

**After 23 years, the A.T.U logistics center in Werl is renewing its conductor system. A.T.U (Auto-Teile-Unger) is the largest German garage chain with around 530 branches in Germany and 25 in Austria. They are all supplied from the logistics center in Werl. Equally gigantic are the dimensions of the warehouse.**

Around 60,000 articles, from tires to windshield wipers and from roof boxes to anti-freeze, are stored on around 80,000 square meters. A total of 29 aisles are served by giant storage and retrieval machines: 16 in the pallet warehouse, 8 in the tire warehouse and 5 in the wheel warehouse. In each aisle, a stacker crane travels fully automatically at a speed of 3 meters per second (which corresponds to around 11 km/h) down the racks and up to 28 meters in height to retrieve the products from their storage locations and transport them for picking.

“The logistics center was built in 2001 – and the conductor systems from VAHLE were already used back then,” explained

Alexander Ganserich, Technical Manager at ID Logistics, which has been managing the entire system for A.T.U since 2021. “Over the years, the condition of the conductor systems had deteriorated and the electrical components had become increasingly unstable. That's why we replaced the entire conductor system.”

This means that around 90 meters of **VKS10 conductor system** were replaced in each of the 29 aisles, a total of over 2.6 kilometers. The construction work was completed in three weeks, and the plant has been running smoothly ever since: “The VAHLE company is very close by,” said Alexander Ganserich. “The service has been very good over the years; the guys were always there quickly if anything went wrong. In addition, the old plans were still available and did not have to be reconstructed at great expense, which of course made the conversion much easier. So why should we have switched providers? We are very satisfied with VAHLE's service.”

Here's to the next 20 years (at least)!



**“The service has been very good over the years; the guys were always there quickly if anything went wrong.”**

ALEXANDER GANSERICH

Technical Manager at ID Logistics

# “DIRECT CURRENT WILL PREVAIL IN INDUSTRY”

An interview with Holger Borchering from the Technical University Ostwestfalen-Lippe (TH OWL)

**VAHLE: Professor Borchering, so that we know what we are talking about: What exactly is the difference between direct current and alternating current?**

**HOLGER BORCHERING:** Gladly, but first I have to go a little further and explain electricity in general. Electricity is actually the greatest form of energy because you can do almost anything with it. It can be used to power systems, produce light, generate heat and much more. One particular advantage is that only very low losses occur when converting electricity into other forms of energy in electrical engineering, which makes this medium an ideal energy carrier. And now we come to the main point – alternating and direct current: A conventional light bulb doesn't really care which type of current is used.



Holger Borchering has been the scientific director of the nationwide DC-INDUSTRIE initiative for industrial DC grids since 2016 and a member of the board of the Institute of Energy Research (IFE) since 2017. He currently heads the power electronics research group there.

With alternating current, the current is generated in the form of a sine curve, which means that it alternates periodically between positive and negative polarity. On average, the alternating current pulsates around zero.

**VAHLE: What about direct current?**

**HOLGER BORCHERING:** Direct current, on the other hand, is constant, its polarity does not change. And it is interesting to note that natural power sources are almost exclusively direct current sources.

**VAHLE: Where is there electricity in nature?**

**HOLGER BORCHERING:** A good example is the electric eel, which generates 600 volts of direct current when touched – not exactly pleasant. The nerves in the human body also work with direct current; not pulsating alternating current. Alternating current does not occur in nature – it is an artificial product that we have created to transport electricity over long distances.

**VAHLE: But alternating current has become established for certain applications over the years. Why?**

**HOLGER BORCHERING:** When all is said and done, we have to look back to the USA at the end of the 19th century. It is a huge country and large amounts of electricity had to be transported over long distances from the power plant to the consumer. Alternating current could be brought to high voltages using transformers, which minimized transmission losses. At that time, direct current could only be used over short distances. This is the simple reason why AC voltage prevailed back then.

**VAHLE: We all have alternating current in our homes and everything works perfectly. Why does the industry now tend to favor direct current?**

**HOLGER BORCHERING:** This is because in industry we very often convert alternating current into direct current and back again. Electric drives are a classic example: Three-phase drives that are electronically controlled are used in industry. To do this, alternating current is first converted into direct current. Renewable energy sources such as solar systems also generate direct current, which then has to be converted into alternating current before it can be fed into the grid. The constant transformation consumes energy and results in losses. So it would be much more efficient if we worked directly with direct current – it saves effort and improves energy efficiency by up to 10%. In addition, this allows you to partially decouple yourself from the restrictions of the AC grid.

**VAHLE: Does this mean that direct current might also be conceivable for new private buildings in the future?**

**HOLGER BORCHERING:** That's a very good question. I myself wouldn't replace all the wiring in my house right now. But if you have a solar system, a quick-charging system for an electric car and perhaps a heat pump, a small DC grid could make perfect sense in the household. Energy exchange could be made more efficient and the various systems could be better combined. This is already being done in some areas.

On the other hand, I have an old Krups 3-mixer, for example, which only runs on





alternating current and I want it to keep running because it does its job well. So there is a sensible limit somewhere, because the number of AC appliances in the household is large. In the industrial sector, however, the answer is actually clear. They are increasingly switching to direct current. Our projects also demonstrate this.

**VAHLE: Are other countries researching this just as intensively?**

**HOLGER BORCHERDING:** Yes, definitely. The huge driver at the moment is electric charging with direct current. A great deal of research is being carried out around the world into how this area can be organized most efficiently, as the trend in this direction is irreversible. The time is ripe and the industrial landscape will adapt internationally. There is no longer any question that the industrial landscape will evolve and change in this direction, both nationally and internationally.

**VAHLE: You have been working with TU Dortmund University, Condensator Dominit GmbH and VAHLE since 2019 to research how conductor systems in production can be supplied with direct current instead of alternating current. What has been achieved so far?**

**HOLGER BORCHERDING:** We have developed an 80-meter-long direct current demonstration system and compared it with an alternating current reference system. The results are impressive: With the direct current system, we were able to save more than 10% energy and reduce grid perturbations by up to 40%. In addition, less copper is

required as the conductor cross-sections can be smaller, which means enormous savings. As already mentioned, direct current systems make it much easier to integrate renewable energy sources and energy storage systems. The braking energy generated by drives can also be used directly in the system and does not have to be wasted in braking resistors as was previously the case.

**VAHLE: You started researching a new project with VAHLE last year. Tell us more about that.**

**HOLGER BORCHERDING:** The project “DC conductor systems – highly efficient, resource-saving DC conductor systems in production and manufacturing” will run for three years and is funded by the Federal Ministry for Economic Affairs and Climate Protection and supervised by Forschungszentrum (Research Center) Jülich.

This involves an optimized DC conductor system for mobile industrial applications such as cranes and lifting technology. We are also researching the integration of photovoltaic systems into industrial DC grids. We are also building a demonstrator on the campus of the Ostwestfalen-Lippe University of Applied Sciences to investigate the effects of heavy direct currents on long conductor systems.

**VAHLE: From VAHLE's point of view, however, it has to be said that you will be selling one conductor rail less in the future.**

**HOLGER BORCHERDING:** You have to admit that in future, one less conductor rail will be

sold – this is because direct current, unlike alternating current, often only requires two conductors instead of three-phase conductors. This reduces the number of conductor rails required. But ultimately the systems are more efficient as a result, and customers benefit from lower costs and a simpler infrastructure. It also enables customers to generate their own energy and reduce the load on the public grid. This is where direct current really comes into its own. The advantage is particularly clear in high-power applications: the more power is required, the greater the benefits of direct current. Of course, this requires the right products and technological developments. It is a lengthy process – after all, there are 150 years of AC history to contend with. But I am convinced that direct current will win the day.

This project has had a huge impact on my life and I will continue to focus on it in the future because I know it is the right way to go. True to the motto: “Better is the enemy of good.” Because history shows us that disruptive technologies often replace existing systems, even if this means initial losses for existing technologies. The transition to direct current is an example of how “better” prevails and challenges existing technologies. Disruptive technologies, such as those used by Nokia and Kodak in the past, are changing markets and challenging companies to adapt or be left behind. That may seem harsh, but it's the reality: if you don't move with the times, you will be left behind.

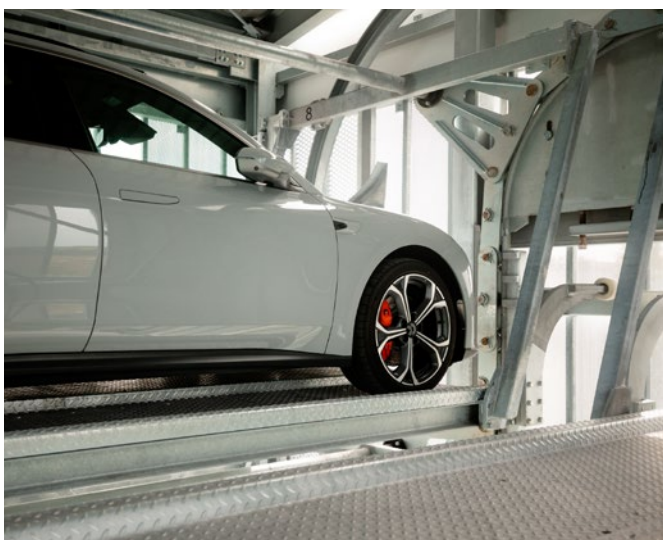


SPACE-SAVING PARKING AND CHARGING

# VAHLE SUPPLIES CONDUCTOR SYSTEMS FOR INNOVATIVE START-UP IDEA

**VePa has developed vertical parking towers with charging options that provide an efficient, climate-friendly and sustainable solution to the parking problem in cities.**

In principle, this type of parking tower works like a paternoster elevator: 12 platforms rotate vertically on a chain within the tower, creating 12 parking spaces and charging points on just 49 square meters (for comparison: in a conventional parking lot, the blocked-off space would be more than three times as big). Compared to underground parking garages, large quantities of concrete are also avoided, so that the parking space is not only 30% cheaper on average, but also saves up to 98% CO<sub>2</sub> per parking space.



The first VePa tower is located in Freising, north of Munich, and the second tower will be built in Munich's Werksviertel district by the end of 2024. This is where the **U20 conductor systems** from VAHLE are used.

Parking lot users open the rolling gate at the parking tower with a chip, park their car on the pallet and as soon as they have left the tower, the car is moved "one floor up" with the help of an economical electric motor and makes room for the next car underneath. The energy required comes from a photovoltaic system on the roof of the tower. When leaving a parking space, the car is positioned precisely at the exit. This takes a maximum of 90 seconds, but only half that time on average, because the control system is programmed to always take the shortest route down. Once the platform has reached the first floor, the driver can easily get in and drive out of the tower.

There is a charging station at every parking space to meet the growing demand for e-mobility. From e-cars to e-bikes and e-scooters, they all need to be charged regularly, but there are far too few charging options in urban areas.

Parking and charging in the VePa towers frees up space in cities for residential and more environmentally friendly recreational areas. The towers will therefore also be part of a sustainable space concept in Munich, the long-term goal of which is to replace 50% of parking spaces in public spaces. VAHLE is working with this Munich-based start-up to make cities more liveable and climate-neutral. Towers for vertical parking are also to be built in other urban centers in Germany in the future, including Berlin.



## SPECIAL SUSPENSION CONSTRUCTION

## RING CABLES FOR THE RING PARABLE

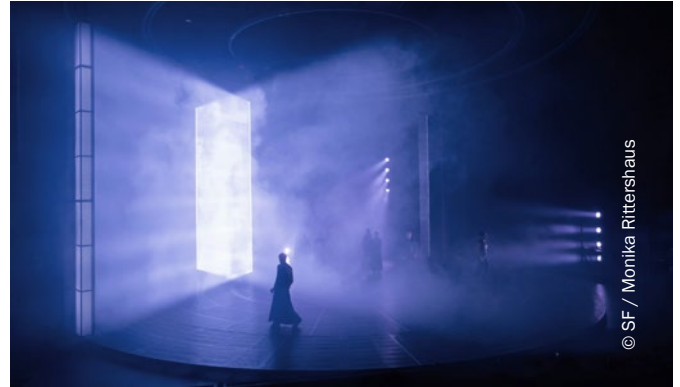
**VAHLE technology stages “Nathan the Wise” at the Salzburg Festival. It is renowned worldwide and makes the idyllic city in Austria one of the most important cultural centers on the planet: The Salzburg Festival is the number one festival of classical music and performing arts – and has been for over 100 years.**

Time and again, the Salzburg Festival's performances are an international sensation – such as the literary classic “Nathan the Wise” in Ulrich Rasche's production in summer 2023.

The director is known for making his characters literally rotate on stage – and to ensure that the actors always remain perfectly illuminated despite all the movement, a steel ceiling construction with two **KBH slipring conductor systems** from VAHLE was specially built. The lighting trusses are just as round as the stage, so that the spotlights can be moved precisely to rotate on the stage.

Special suspension brackets ensure that the conductor system can expand unhindered, which must be guaranteed with such huge spotlights as they heat up as they run.

The performance of “Nathan the Wise” lasted four hours. The stage consisted of two rings that rotated in tandem – but also counter to each other, slowly but steadily. The figures are always on the move, symbolizing the social upheaval that literally pulls the rug out from under their feet. The technology and stage equipment as well as lighting, video and acoustics are adapted to the requirements of the production for each festival season.

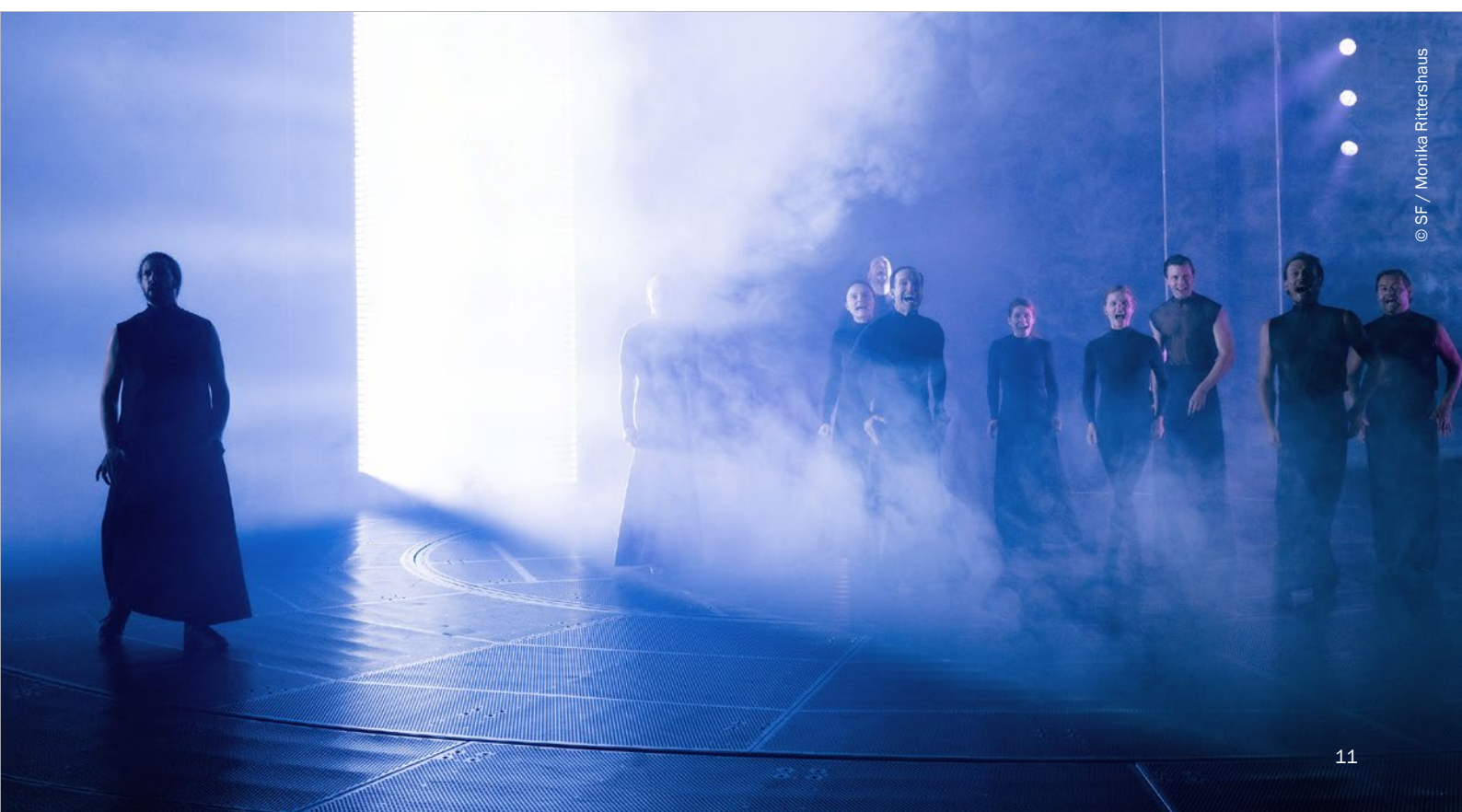


© SF / Monika Rittershaus

The entire construction (hidden in the upper stage) was installed exclusively for “Nathan”. VAHLE technology provided the lighting and hoists so that the stage spotlights could be used optimally and stage sails could be moved while large light columns on the stage shone in bright colors.

This lesson in tolerance towards religions culminates in the Ring Parable, in which Nathan cries out: “Let everyone pursue his own love, free from prejudice!” The glaring spotlights are directed at the audience as if by way of a challenge.

This extraordinary production delighted audiences and critics alike, so much so that “Nathan the Wise” received an invitation to the Berlin Theatertreffen and was performed there again in May 2024. Of course, once again with lighting technology from VAHLE.



© SF / Monika Rittershaus

# CLEAR COMMITMENT TO VAHLE'S COMPANY LOCATION IN KAMEN

The headquarters of Paul Vahle GmbH & Co. KG have been located on Westicker Straße for around 70 years. KG – with the new building, the company is strengthening its roots in Kamen. VAHLE is investing more than 60 million euros in the new administration and production building, which is scheduled for completion in 2027.

“With this new building, we are effectively killing two birds with one stone,” explained Achim Dries, Managing Director at VAHLE. “As a leading global provider of energy and data transmission solutions, we are setting new standards here in terms of productivity, attractiveness for employees and sustainability. At the same time, as a family business, we are committed to our roots and to strengthening the local economy for the long term.”

## Administration building





Production building



VAHLE's order books are full and the past year was one of the most successful in the company's history. The new production hall will significantly increase capacity to meet growing demand. The completely new factory features state-of-the-art storage areas, including the automated small parts warehouse, the automated pallet warehouse and a honeycomb warehouse. As you would expect from VAHLE, sustainability is a top priority in the form of extensive green roofs and a PV system with storage in combination with a heat pump.

An innovative administration building is also being built on another part of the almost **50,000 square meter site**. This light-flooded new building will leave nothing to be desired in terms of modern office workplaces on four floors. One highlight is the additional event pavilion, which will house a canteen as well as conference and communication areas over an area of 460 square meters and, as the central anchor of the campus, will connect the administration and production areas.



**“VAHLE is of central importance for the economic development of our city.”**

**ELKE KAPPEN**

Mayor of the City of Kamen

Elke Kappen, the mayor of Kamen, is also pleased about this clear and visible commitment to Germany as a production location and, in particular, to the structural change region of the Ruhr: “VAHLE is of central importance for the economic development of our city. The company is once again setting new standards with this construction project, and we are proud that VAHLE is expanding so successfully here in Kamen. We look forward to working closely and well together on this project as always.

VAHLE Managing Director Achim Dries hopes that the new building will also help to counteract the shortage of skilled workers: “VAHLE is the largest and one of the most attractive employers in the region. To keep it that way, we are making a big statement with **state-of-the-art technologies and sustainability initiatives**.



STRENGTHENING COOPERATION

# LIVELY EXCHANGE WITH OUR PARTNERS

**The world came to the picturesque Hennesee lake in the Sauerland region, and it was all thanks to VAHLE's ISM (International Sales Meeting).**

More than 80 VAHLE sales employees from locations all over the world came together over three days to work together on the sales strategy and its implementation in interactive workshops.

The focus was on the product roadmap and initiatives aimed at strengthening our alignment with customer needs. The agenda also provided an opportunity to discuss the newly established service division, which will further enhance our customer support. Through engaging conversations and dynamic workshops, we worked together to elevate the organization to the next level and develop the best solutions for our global customers.

The next international meeting took place at the beginning of September, this time at the VAHLE headquarters in Kamen: The Agency Sales Meeting was a special event that focused on our global partners. In addition to our market organizations, our international representatives and partners are also crucial to being able to offer VAHLE products and services worldwide in the best possible way.

The diverse group included representatives from South Korea, Turkey, Poland and many other countries. They came together for two days in Kamen to catch up on the latest product innovations, solution highlights and sales insights. The Agency Sales Meeting was the ideal opportunity for our partners to share their knowledge, exchange ideas and work together on the best solutions for our global clients.

Because only by working closely together can we continue to position VAHLE successfully worldwide.





## Sporty VAHLE

On April 25, the starting signal was given for the AOK company run in Unna, and the VAHLE team was impossible to miss: More than 75 runners entered the race in the dark blue VAHLE jerseys. Despite the picture-perfect April weather (it was really chilly and “onion-look” was the order of the day), the atmosphere on the course and after the race was great. Of course, you can’t do this without sharing the obligatory celebratory drinks.

A big thank you to all VAHLE Runners!



## Go Electric Dragons!

On August 22, a VAHLE team took part in the dragon boat race on Dortmund's Phönixsee lake for the first time. And the rowers proved to be real natural talents: The Electric Dragons won the small final and the HSP Cup outright. After this huge success, we have confirmed our participation for next year, preferably with more than one boat....

A huge thank you to everyone who cheered us on and supported us, and of course to the diverse operations team, who really rocked it.



## Adrian crosses the big pond!

Last year, Adrian Nijenhuis from the Port Business Unit spent a short exchange at VAHLE Inc. in Texas, and he obviously enjoyed it very much: Adrian has been part of our team in the USA since October 2024, this time for a three-year period!

Adrian has now signed an American employment contract and will be working there as Port Technology Manager. With over nine years of VAHLE experience under his belt, he is certainly a great asset to the team in the USA. For Adrian himself, this experience abroad is of course a unique opportunity to advance his personal development and to get to know VAHLE even better beyond the borders of Kamen.

After three years in the USA, Adrian is free to return to VAHLE in Kamen. Let’s wait and see what he decides... How does the saying go? “Change is hard at the beginning, chaotic in the middle and beautiful at the end.” We wish you, dear Adrian, a great time and fantastic new experiences!



## A quarter of a century of VAHLE in beautiful Austria!

VAHLE Austria is celebrating its 25th anniversary this year! The sales company was founded in Salzburg in April 1999, and two of the three founding members are still with the company: Andreas Bergthaler and Markus Schmitsberger, congratulations on VAHLE's silver anniversary! Since 2005, the team has been based around 80 kilometers east

of Salzburg in Oberweis near Laakirchen and has now grown to seven employees. That may still not sound like much, but the team is responsible for well-known key accounts such as intralogistics giant TGW.

Our thanks go to the entire VAHLE Austria team – here's to at least 25 more years!





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