Inspiring History

The history of our success
Every future needs an origin.

Welcome to the world of innovations and progress. Over 90 years of technological history, created by people with ideas, drive, and enthusiasm – in Blomberg and Bad Pyrmont, throughout Germany, and on every continent.

1923: Founded by Hugo Knümann in Essen
Businessman Hugo Knümann founds a commercial agency for overhead contact line mountings for electric trams in Essen, Germany in 1923: the Phönix Elektrizitätsgesellschaft Hugo Knümann GmbH & Co KG. The office is at No. 36 Hollestraße next to the Essen main railway station. Thanks to the coal and steel industries, the city at the heart of the industrial Ruhr valley rapidly developed into a fast-paced metropolis.

It all began in the 1920s …
1928: Invention of the terminal block for RWE
Working with the Rheinisch-Westfälisches Elektrizitätswerk (RWE, Rhenish-Westphalian Electric power company) leads to the development of alignable current terminals on the DIN rail – the birth of the terminal block. Hugo Knümann patents the product made of ceramic housing and metallic clamping parts in 1928. He has the parts made by a supplier. His company handles the assembly and sales. The young Ursula Lampmann joins the company as a clerk in 1937.

1943: Evacuation to Blomberg
The heavy bombing of Essen forces Hugo Knümann to evacuate his company in 1943. The town of Blomberg in Ostwestfalen-Lippe offers refuge. Business operations are restarted in the banquet room of the "Bürgerheim" restaurant. At the end of the war, the commercial team returns to Essen, while the assembly and storage side of the business remains in Blomberg.
1949: The businessman Knümann meets the inventor Eisert
Hugo Knümann and Josef Eisert meet by chance through their mutual patent attorney. The engineer specializing in high-voltage current had resigned from his executive position at Siemens in order to develop, implement, and patent his ideas independently. Josef Eisert joins the company as Technical Director in 1949 and strengthens the product range.

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
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<tr>
<td>1945</td>
<td>PHÔNIX ELEKTRIZITÄTSGESSELLSCHAFT H. KNÜMANN &amp; CO.</td>
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<tr>
<td>1948</td>
<td>The first company logo: a stylized P with ( \oplus ), an electro-technical symbol for a detachable connection.</td>
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<td>1949</td>
<td>The businessman Knümann meets the inventor Eisert</td>
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<td>1950</td>
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<td>1953</td>
<td>The affiliated company Noelle &amp; Berg in Ludenscheid – later to become Phoenix Feinbau.</td>
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<td>1955</td>
<td>The first logo contains an image and word mark.</td>
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<td>1975</td>
<td>Electronics engineer Josef Eisert takes over the management of Phoenix Elektrizitäts-gesellschaft.</td>
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<td>1976</td>
<td>The first slogan “... made of copper and ideas” supplements the new logo with a value-oriented commitment.</td>
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<td>1982</td>
<td>The international name and slogan make the brand and service commitment universal and usable worldwide.</td>
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<td>2004</td>
<td>The new slogan covers all products, solutions, services, and processes.</td>
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1957: First foundation stone laid in Blomberg
Hugo Knümann dies childless in 1953 and leaves his company to Josef Eisert and Ursula Lampmann. In order to ensure independence from suppliers, the decision is made to set up in-house production facilities. The first factory facilities for manufacturing screws and plastic parts are built at the Flachsmarkt in Blomberg in 1957. Stamped and pressed parts are supplied by Noelle & Berg from the nearby Sauerland region. Under the name of Phoenix Feinbau, the affiliated company becomes the exclusive supplier to Phönix Elektrizitätsgesellschaft.

1966: Company headquarters established in Blomberg
The company management team moves from Essen to the newly built four-story office building at the Flachsmarkt in Blomberg in 1966. The company is now fully headquartered in Blomberg. Josef Eisert is joined by his eldest son Klaus, in 1961, and his second son Jörg follows suit in 1962. Klaus, an engineer by trade, manages sales and product development, while fellow engineer Jörg heads up production.

The 1980s: The international sales network is created
The product range is developed in the direction of electronics throughout the 1980s. In addition to the wide range of terminal blocks, PCB terminal blocks and PCB connectors, relays, converters, and products for surge protection are added to the portfolio. The development of a fieldbus system marks the transition into automation technology. This network for

1975: Three brothers inherit the company
Josef Eisert passes away in 1975. Three years earlier, his youngest son, Gerd, had also joined the company. The three brothers manage the company alongside Ursula Lampmann. Ms. Lampmann manages finance, sales and personnel; Gerd takes over management of the export business in 1976. Jörg Eisert is killed in a road traffic accident on the way to Lüdenscheid in 1979. Klaus Eisert takes over production from this point.

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serial data transmission is used to automate production systems. Gerd Eisert launches an international sales network and subsidiaries are founded in Sweden, Switzerland, and the USA in 1981.

Set in concrete: Sites all over the world

More than 50 separate sales subsidiaries have been founded across all continents since the start of the 1980s. The motto is local management combined with German architecture. Whether in the USA or China, Paris or New Delhi – the architecture is the same at many locations throughout the globe. Corporate identity starts at first glance.

**Our development sites**
Germany, USA, China, India

**Our production sites**
China, Germany, Greece, India, Poland, Russia, Sweden, Switzerland, Taiwan/China, Turkey, USA

**Our sales subsidiaries**
Argentina, Australia, Austria, Belarus, Belgium, Brazil, Canada, Chile, China, Croatia, Czech Republic, Denmark, Estonia, Finland, France, Germany, Hungary, India, Indonesia, Ireland, Israel, Italy, Japan, Kazakhstan, Latvia, Lithuania, Luxembourg, Malaysia, Mexico, Myanmar, the Netherlands, New Zealand, Norway, the Philippines, Poland, Portugal, Romania, Russia, Singapore, Slovakia, Spain, South Africa, South Korea, Sweden, Switzerland, Taiwan/China, Thailand, Turkey, Ukraine, United Arab Emirates, United Kingdom, USA, Vietnam

Additional sales partners in more than 40 further countries worldwide.
High-level manufacturing penetration ensures independence

Whether metal or plastic production, assembly machines or tools for injection molding machines: we make almost everything ourselves. This high level of manufacturing penetration also enables us to provide training in twelve technical professions.

The 1990s: The automation generation – Fieldbus and Bad Pyrmont

After reunification, the German sales network of independent sales representatives is expanded into the new federal states. Additional sales subsidiaries are founded across all continents.

The new company Phoenix Testlab opens its laboratory in 1994, and Phoenix Electronics is opened in Bad Pyrmont in 1996. The production of highly-populated electronics modules is established there. Surface-mount technology (SMT), a new production technology, is also utilized here for assembling components on printed circuit boards. Blomberg continues to be the site for electromechanical production, while Bad Pyrmont is home to electronics. Ursula Lampmann retires in 1994 after almost six decades at Phoenix Contact.

The headquarters in Blomberg with Hall 9.

Beginning of business activities in China. Today, the second-largest subsidiary is the cornerstone of the TransNational Company (TNC), along with the USA.

Innovative new products that feature flexibility, easy handling, space savings, and state-of-the-art technology.
21st century: One billion Deutschmarks in sales, rise to a global player
Phoenix Contact’s sales exceed one billion Deutschmarks at the beginning of the new millennium. It is the same story in 2007, but this time in euros. International markets now account for more than half of sales.
Shareholders appoint four new Members of the Management Board in 2001, and they are made General Managers in 2005: Roland Bent for Marketing and Development, Prof. Dr. Gunther Olesch for Personnel, IT, and Legal Affairs, Frank Stührenberg for Sales, and Dr. Heinz Wesch for Technology.

The fifth General Manager is Dr. Martin Heubeck who has been responsible for Finance since 2003. Gerd Eisert dies in 2001; his brother, Klaus, is the only remaining Managing Partner from the family of entrepreneurs at the head of the company. The company opens a second manufacturing plant in Bad Pyrmont for interface technology in 2005, and two years later the Innovation Center Electronics (ICE). It is home to the business units for development, marketing, training, and the management of automation and interface technology.
Coninvers, the specialist in circular connectors in Herrenberg, becomes a subsidiary of the Group in 1998, followed by KW-Software in Lemgo in 2001, and Sütron, a manufacturer of operator panels, in 2008. In the same year, Berlin-based Innominate is also acquired to round out the security portfolio.

The 2010s: Strategic restructuring and solutions for the future
The beginning of the second decade marks the beginning of a strategic realignment of the company. Following the functional organization, 2001 is dedicated to structuring the product alignment in the business and support units. Ten years later, the organization is geared towards the markets and their needs. The power supply manufacturer APtronic, based in Bad Sassendorf, becomes a member of the Group in 2010. The Swedish tool manufacturer Pressmaster becomes a subsidiary in 2013 and reinforces the marking business area. The newly founded subsidiary E-Mobility GmbH based in Schieder begins business as a supplier of connectors and components for electromobility in the same year. Phoenix Contact Power Supplies opens a new site in Paderborn in 2014, with employees from Bad Sassendorf and Bad Pyrmont.

Corporate Plan 1.0 and 2.0: Corporate structuring in the business units, followed by alignment of the three market segments.

After more than five decades at the company: Klaus Eisert passes the baton of the global player on to Frank Stührenberg.
Klaus Eisert resigns from his role as Managing Partner at the end of the year and devotes his time to the founding of an advisory board. General Manager Frank Stührenberg takes over leadership of the corporate group as Chief Executive Officer in 2015. The newly established advisory board commences work in the middle of 2016. In addition to Christine Eisert, Dr. Frank Eisert, Klaus Eisert, Oliver Hoffmeister, and Prof. Helge Hohage are represented on the committee as shareholders. Three external advisors provide support through their technical and business expertise: Ralph Heuwing, CFO of Knorr-Bremse AG, Prof. Günther Schuh of RWTH Aachen, Dr. Eberhard Veit, consultant. He chairs the advisory board.

The year 2017 is driven by growth and success; with 11 percent growth in sales, the €2 billion mark is surpassed. The 3D printing service provider, Protiq GmbH, practices a completely new business model with a portal-based business. Dr. Heinz Wesch retires. Axel Wachholz takes over as the new CFO at the beginning of 2018. The largest acquisition in the company’s history is announced with the acquisition of SKS Kontakttechnik and Pulsotronic, bringing 400 new employees. Sales reach €2.38 billion by the end of the year.