

The History of our Success

A History of Over 85 Years
of Technology

Every story has a beginning.

Welcome to the world of innovation and progress. Phoenix Contact has more than 85 years of technological history, shaped by people with ideas, drive and enthusiasm – both in Blomberg and Bad Pyrmont in Germany and around the world.



1923

The founder of the company, Hugo Knümann.



1923

The first products: contact wire terminals for electric trams.

1920

1925

1930



1923

Two floors of a rented building in Essen serve as the company headquarters. Offices are on the first floor; the second story is used for assembly.

RWE

Started in
the 1920s ...

The founding of an industrial agency in Europe's "Golden Twenties"

In 1923, in Essen, Germany, businessman Hugo Knümann founded a commercial agency for contact wire terminals for electric trams. This was a time of tremendous growth for these electric vehicles.

The modular terminal block was created in the late 1920s in close cooperation between engineers and technicians of the Rhein-Westphalia Electricity Works (RWE). Switching of secondary measurement and control circuits of power stations and transformer substations became easier and more convenient using these new terminal blocks. The company then changed its name to Phönix Elektrizitätsgesellschaft (Phoenix Electricity Company) and began to concentrate on the development, stock and sales of modular terminal blocks. The ceramic housings, as well as the metallic clamping parts manufactured in a metal-cutting process, were purchased from specialized suppliers.



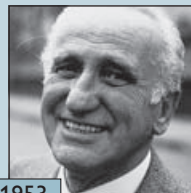
1937

Ursula Lampmann, Commercial Manager, later to become one of the partners.



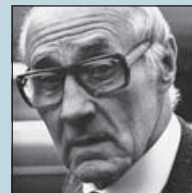
1949

Josef Eisert, an electrical engineer experienced in control and switchgear, takes over the management of Phönix.



1953

The industrialists, Eugen Berg and Egon Noelle from the metalworking factory in Lüdenscheid.



1928

RWVE terminal block: the first modular terminal block in a ceramic housing that could be snapped onto a mounting rail.

1935

1940

1945

1950

The first company logo: a stylized P with an ϕ , the electrotechnical symbol for a non permanent connection.



PHÖNIX ELEKTRIZITÄTSGESELLSCHAFT
H. KNÜMANN & CO.

1928

The original industrial agency for contact wire terminals becomes the Phönix Elektrizitätsgesellschaft, Essen (Phoenix Electricity Company).



1943

The company temporarily resides at the Bürgerheim restaurant in Blomberg.



1953

The sister company in Lüdenscheid – later Phoenix Feinbau (Fine Instruments).

The eventful years around the Second World War

In 1937, Ursula Lampmann began her career with the company. For six decades she held the position of commercial manager and became one of the partners.

In 1943, the company offices near the Essen train station were destroyed in an air raid. The company headquarters then moved to the Bürgerheim restaurant in Blomberg, Germany. While the administration of the 30-person company moved back to Essen in 1948, the small assembly team and the warehouse remained in Blomberg.

In 1949, Hugo Knümann met an electrical engineer from southern Germany named Josef Eisert. The former head of the Siemens switchgear construction had started his own business and was working intensively on application solutions for modular terminal blocks. After some discussion on the use of the numerous patents, Josef Eisert started working as a consultant for the company, later becoming technical director and revising the entire Phönix product range.

First generation change / The move to Blomberg

With the passing of Hugo Knümann in 1953, Josef Eisert and Ursula Lampmann took over the management of Phönix. In order to establish independence from ancillary industries, a hall was built for the production of screws and plastic parts. The company's production base was broadened further by a merge with Noelle&Berg, a company based in Lüdenscheid, Germany that specialized in punchings and bent components. Today this company is the sister company to Phoenix Feinbau (Fine Instruments). In 1953, Phönix Elektrizitätsgesellschaft exhibited at the Hanover Trade Fair for the first time.

Since the end of the 1950s, the terminal range has expanded from the models for electric utilities to standard and special versions for machines and system control. By 1966, with around 300 employees already located there, the management decided to move the company headquarters from Essen to Blomberg. Also in the 60s, Josef Eisert's sons – Klaus, Jörg and Gerd – started working in the company and intensified activities in the areas of product development, manufacturing and international sales.



1961

Klaus Eisert, Managing Partner of Phoenix Contact.



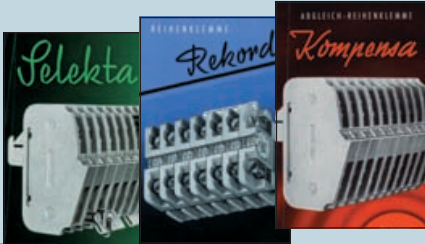
1962

Jörg Eisert, former Managing Partner of Phoenix Contact, †1979.



1972

Gerd Eisert, former Managing Partner of Phoenix Contact, †2001.



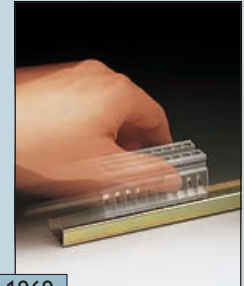
1956

The new generation of Phönix terminal blocks: The longitudinal and cross connection disconnect block, Selektta; the (Ex)e mining block, Rekord; and the compensating block, Kompensa.



1967

Modular terminal blocks off the reel: Strip terminal blocks.



1969

Even faster to mount: The fast assembly terminal blocks.

1955

1960

1965

1970



1957

First production facilities in the Flachsmarkt in Blomberg.



1965

Shell of the new administrative building in Blomberg.



1966

The company headquarters is established in Blomberg.

Phönix Klemmen
... aus Kupfer plus Ideen

The 1970s: A mixture of grief and pioneering ideas

By changing the name to Phönix Klemmen (Phoenix Terminals) in 1970 and coining the slogan "... made of copper plus ideas", the company aimed to improve the market position of the high-quality electrotechnical product.

In 1974, the Miniature Terminal Block for printed circuits, MKDS, was presented for the first time at the Electronica fair; it became the model for all standard screw connections to printed circuit boards. This development ushered in the age of the Phönix "green electronics".

When Josef Eisert died in 1975 at the age of 78, his sons continue his life's work. Gerd Eisert took over the management of the export department in 1976 and quickly realized the importance of a worldwide presence. He worked tirelessly to establish subsidiaries in all of the major foreign markets.

Tragically in 1979 Jörg Eisert, who was responsible for production, is killed in a car accident.

Growth due to special terminals, Interface and Trabtech

1982 marked the beginning of the worldwide use of Phoenix Contact as the universal product name and the international theme of the company: "Innovation in Interface".

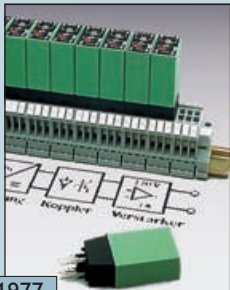
As the 1980s continued, terminal technology diversified. More and more electronic functions were integrated: Signal coupling via relay, analog/digital conversion and conversion to optic fiber technology. To protect sensitive equipment and systems electronics against surge voltages, Phoenix Contact developed Transient Absorption Technology (TRABTECH) for rail-mountable devices.

In 1987, the former Managing Director, Wolfgang Blome, presented the serial fieldbus Interbus at the Hanover Trade Fair. This software-programmed transmission of signals revolutionized parallel field wiring practices. The 1980s also saw a large increase in the workforce at Blomberg, from 630 to 2400 employees by the end of the decade.



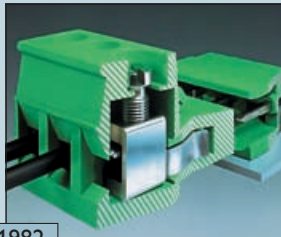
1991 – 1998

Wolfgang Blome, former
Managing Director of
Phoenix Contact.



1977

At the service interface:
Pluggable relay terminal
blocks.



1982

The leap onto the PCB:
PCB terminal blocks and
Combicon.



1983

Surge protection
integrated in the interface
terminal block.



1987

Interbus revolutionizes automation.
Cross-system openness from the
sensor to the controller.

1975

1980

1985

1990



1985

The first branches abroad: Our company buildings in Sweden,
Switzerland and the United States.



1994

The start of business
activities in China.

The 1990s: Growth continues

Immediately after the reunification of Germany, the sales network in the eastern area of the country was extended. Organizational measures were taken by headquarters to achieve better customer information in the field of development, marketing and sales.

In 1994, the Phoenix Test-Lab, an institute specialized in EMC and electronic testing, was founded in Blomberg. Over the following years, it qualifies for numerous accreditations of testing processes.

In 1996, the subsidiary Phoenix Contact Electronics, located in the neighboring town of Bad Pyrmont, started manufacturing high-tech electronics.

On August 1, 1996 the 1000th apprentice was welcomed to Phoenix Contact. One year later, the company celebrated 40 years of training apprentices.

In 1998, Phoenix Contact celebrated the 75th anniversary of its founding. The main investments during this period are in office buildings for the fields of

development, marketing and sales, as well as in the construction of a modern distribution center.

The 21st Century

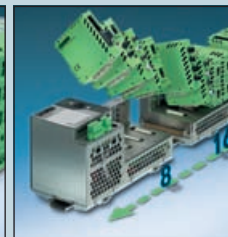
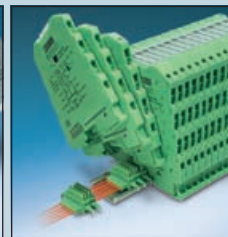
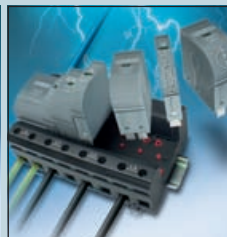
At the start of the new millennium, Phoenix Contact passed the one billion mark: In 2000, some 5000 employees generated a consolidated turnover of 1.2 billion German marks, 60 percent of which was earned from international markets. The new Distribution and Logistics Center was put into service in 2001.

The management board appointed four new members to the executive board: Roland Bent (Marketing and Development), Dr. Gunther Olesch (Personnel, IT, Legal), Frank Stührenberg (Sales) and Dr. Heinz Wesch (Technology). The 29th international sales company, our own subsidiary, was opened in Russia in the heart of Moscow. In the Chinese metropolis of Nanjing, the company building began operations, built with an investment of 5 million Euros.



2001

Roland Bent, Dr. Gunther Olesch, Frank Stührenberg, Dr. Heinz Wesch (left to right), members of the executive board since March, 2001.



2004

Innovative new products, flexibility, user convenience, space-saving and modern technology is provided by: Cipline complete, Speedcon, Flashtrab compact, Mini Analog and Factory Line.

1995



2000

2005

2010



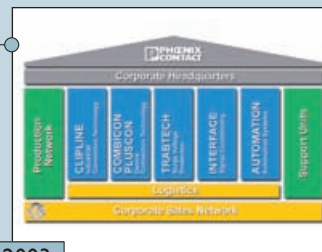
1996

The subsidiary Phoenix Contact Electronics in Bad Pyrmont opens for business.



2001

The company headquarters geared to expansion.



2003

The modern company structure of Business and Support Units.

On December 28, 2001, Gerd Eisert passed away at age 57 after a lengthy illness. As the "architect" of international operations, he had a decisive role in the building up and growth of the company. Since 2003, the company structure has been marked by the organization of Business and Support Units. The five Business Units of Industrial Connection Technology, Device Connection Technology, Surge Protection, Interface and Automation Technology cover an extensive range of products, with the Support Units and the Production Network providing additional support. The base is the Corporate Sales Network and the "roof" is the Phoenix Contact brand.

When Dr. Martin Heubeck (Finance & Controlling) joined the executive board, the management team was complete.

In 2004, new subsidiaries were founded in Ireland, Lithuania, Romania and Ukraine. This increased the number of international sales companies to 38.

At the start of 2005, after more than 20 years of "Innovation in Interface", a new company slogan is unveiled: "Inspiring Innovations". The slogan applies not only to Phoenix Contact products, but also to innovations in company processes and structuring. In September of 2005, production in Bad Pyrmont doubled with the opening of a new 12,000 square meter Phoenix Contact Electronics factory. In the fall of 2005, all five members of the management team became executive vice presidents.

In 2007, our training sector celebrated its fiftieth birthday. Almost 1800 young people have been trained in ten trades over these five decades.

At Phoenix Contact Electronics at the Bad Pyrmont site, the move took place to the "Innovation Center Electronics" (ICE) with its 15,000 square meters on Dringenauer Strasse. Development, Sales and Marketing from the Business Units of Automation and Interface Technology are now united on the Bad Pyrmont site. Within a period of six years, this is the third largest expansion seen by the company in Bad Pyrmont.



2005

The members of the executive board of Phoenix Contact:
Frank Stührenberg,
Prof. Dr. Gunther Olesch,
Roland Bent,
Klaus Eisert,
Dr. Heinz Wesch and
Dr. Martin Heubeck
(from left to right).



2005

Safety: Operator safety with
Interbus



2008

Security: Data security with
FL MGuard

2015

2020

2025

2030



2005

Phoenix Contact Electronics:
plant on Thaler Landstrasse



2007

Phoenix Contact Electronics:
Innovation Center Electronics (ICE)



2009

Phoenix Contact in Blomberg:
Building 34 with its more than 20,000 square
meters

In 2007, Phoenix Contact broke the one billion Euro turnover mark. The year ended with a turnover of 1072 Mio. Euros. Phoenix Contact now employs 9300 people worldwide.

In 2008, the international sales group included 45 subsidiaries. The turnover rises to 1184 Mio. Euros, and the foreign share is at 66 percent.

The security specialist Innominate with its headquarters in Berlin also became a member of the group in Germany. With the FL MGuard and Interbus Safety system, Phoenix Contact is a solution provider in the field of Safety and Security. In 2009, the largest production hall of the company was erected: 20,000 square meters at the Blomberg site. The number of foreign subsidiaries has now risen to 47.

At the start of 2010, Phoenix Contact Deutschland GmbH was founded. Now, even the German market is served by an independent sales company. The year closed with a record result: a turnover of more than 1.3 billion Euros equates to a growth of 40 percent. In 2012, Phoenix Contact's new strategy is to focus

on markets. Various customers and their special requirements can be serviced on a more individual basis. The focus of this restructuring is on sales, and is organized into three segments:

- Device and PCB connection technology
- Industrial components for electrical engineering and electronics
- Industry-specific automation solutions



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