



Welcome to Weidmüller USA

2013 Russia, 2014 the Netherlands, 2015 India and this year the USA: each year the Hannover Messe has a different partner country at the heart of the week-long trade fair. We have used the selection as an opportunity to more closely introduce our company group in the USA.



Weidmüller has been on site in the USA since 1975 when operations started in a rented office by the airport in Richmond, Virginia. In the meantime, the office in Richmond has moved to a nine-hectare site on the edge of Richmond. “The office complex has seen three major facility expansions, with the most recent occurring last year with the addition of a further 1,860 square metres to the overall building, thus expanding the total size to 7,000 square metres”, explains Brian Schofner, Managing Director Weidmüller North America. The new

addition included an application-specific production area, office and work places for the North American marketing organization and a new customer innovation training centre. “This allows us to grow our employee base and accommodate the heightened business growth to enable us to deliver better service to our sales partners and customers, both today and into the future”, explains Bruce Hofmann, Director of Marketing and Business Development.

A total of 115 people work in the USA and the office is both the headquarters of the Group branch and the company →



Fresh design: the reception (top) and the office spaces for employees (top right) have a modern appearance.

headquarters of Weidmüller in North America. Business in Mexico and Canada is also managed from this office. "We are responsible for all operations including accounting, warehousing and logistics, customer service, key account management, sales management, product management, technical support, marketing, quality assurance and employ a team of electrical and design engineers", explains Schofner. In addition to office space to support the North American operations, the facility contains the warehouse to support all US distributors and customers and the application-specific production area. The area includes PrintJet repair,

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Brian Schofner, Managing Director of Weidmüller North America

terminal rail assembly, PBC assembly including a wave soldering machine and a fully certified workshop for the construction of housings.

The complex will be extended by a newly built Innovation and Training Centre for customers which offers the necessary infrastructure for events of all kinds. This includes training seminars for the most important sales partners, workshops for North America as well as product and application training courses, which are carried out by the Training Centre employees. Several owners attended the grand opening and the 40th anniversary of the group



The focus of the Group in 2016 lies in intensive product, sales and application training sessions.



Interesting facts about the USA:

Wide open spaces - the US is the 4th largest country in the world by land area and 3rd by population with 316 million people.

Economy is everything - 25% of the global economic output comes from the US.

Sport pays well - in a majority of US States the highest paid public employee is a football coach.

High level of traffic - US has 845 motor vehicles per 1,000 people, Japan has 593 per 1,000 and Germany has only 540 vehicles per 1,000 people.

Population density - the most populated city in the US is New York City, followed by Los Angeles and Chicago.

Faster is better - the largest attended sporting event is the Indianapolis 500 mile race with over 250,000 spectators.

company last year, including our Chairman of the Supervisory Board Christian Gläsel, Inge Gläsel and their daughter Stefanie Gordinier.

migration and marshalling solutions for Honeywell process control solutions and a new line of Solar Photovoltaic combiner boxes for the US market.” ←

“Our key initiatives across the US this year are product, sales and application training sessions for our sales channels and partners”, adds Schofner. “We are planning a series of seminars in Chicago, Houston and Las Vegas this spring and will present our latest innovations here, including the development of a new product line of distributed control system

