

UP 2300-10 Festabend

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Putzmeister

- qualitative ? – innovative ? – prepared ? – flexible ? – competent ? – value conscious ? -

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Grüß Gott, liebe Freunde von Putzmeister

Good evening, Ladies and Gentlemen,

Today I have the honour and privilege standing now for 50 years continuity of our firm.

With my wife Brigitte I am very happy to host you at Putzmeister's home this evening.

We are also giving our appreciation to the many friends who today cannot be with us for personal reasons.

For me as the company founder these days are a great event for one simple reason:

To say **“thank you”**.

Such thanksgiving to you means my high appreciation for everything what each of **you** contributed - and for what our people from round the world present us here.

These days shall foster the fact, that **you** and us **together** - make Putzmeister a firm community.

We know this must be **earned every day by new**.

Thank you for your trust to give us **over so many years chances to serve you** - and to learn from you.

Thank in special those of you who granted **exclusive loyalty** to our products.

In German we say **“Geteilte Freude ist doppelte Freude”**
which means

„A joy shared is a joy doubled“

– so this evening is a chance to multiply **this essence of life** - and enjoy together. Enjoy the many events, that formed our mutual success – enjoy and celebrate the many personal friendships, which ennoble doing business together.

I am also pleased to see some our **officials and democratic representatives** among us. We are glad when they recognize Putzmeister a fruit of **their** efforts in struggling for a better world.

With you we try hard to give all our company members chances to grow and develop their personalities. This is our contribution to society besides regularly paying taxes in now 50 always profitable years. Only last year our business brought ca 70 M € contributions to public.

Indeed we owe great thanks to our communities – here to Aichtal, to the German state and to our politicians global peace efforts, for free trade with open frontiers as a good international framework for our traditional Putzmeister global business activities.



Since I learned in 1964 to compensate for local fluctuations with Selling abroad, we built distributor relations and sales subsidiaries outside Germany for our niche market products – even starting 1973 manufacturing in far Brazil and South Africa with many countries to follow. No wonder that today Putzmeister is globally well established, enjoying continuous healthy growth offering safe employment.

It was a long and hard way with huge sacrifices, always working somewhat harder with better ideas as others.

My thankfulness goes in special to our government of Baden-Württemberg. Therefore my personal invitation and appreciation goes to our earlier Prime Minister **Dr. Erwin Teufel**, whom I welcome here cordially with his wife.

He recently joined the board of trustees of our KSG foundation, to which I transferred in 1998 full ownership with 99% **shares of Putzmeister**. So besides myself speaking for the family foundation as the founder – he is so kind to give us some thoughts after my short speech, hoping this will still allow you starting soon with our dinner buffet.

Looking in the faces round these tables here I remember many highlights in our long way. The most important customers in Europe and worldwide realized that Putzmeister sells innovations that matter for them, that we are dedicated to your success and that trust, respect and personal responsibility are proven with your continuous orders. This made us in terms of sales volume worlds most important concrete and mortar machines manufacturer.

And this started with my first customer. May I cordially welcome this evening **Mr Neubrand from nearby Göppingen**. He ordered in 1958 the plastering machine produced as owner of KS - Maschinenbau. It was the famous model Putzmeister 1 which laid the roots for today's success...

To him and many thousands other clients, who gave us their trust over 50 years, I feel true appreciation.

We at Putzmeister owe a lot to **you all** – not only in the field of concrete pumps, but in the numerous other market fields which we serve now since 1958.

I am also full of gratitude for all our many **company members** and those who are no more with us.

My acknowledgement goes also to the many outside **partners** and friends, who gave their best for Putzmeister as loyal suppliers and agents worldwide.

Looking out in **PUTZMEISTER's Future** means to continue our proven way, documented in our proven value catalogue. This means to help our many new people discover it and cultivate it further with daily learning to enjoy what we do – and work harder as others. Each of them to be better as his counterpart of our competitors.

Today we have the best technologies and global organization with more potentials to improve in technologies as ever, and we have a good basis to evaluate the many new markets further.

This - **we only can succeed jointly with you** as our customers and partners, being daily checked from your view.

So my today's repeated message is: Please try to challenge us everyday- even today - to help us improve, grow above ourselves enjoy becoming better and better with **innovations that matter** for you.

Dear friends – to be here after 50 business years happy and 75 years of age in good health makes me feel very rich. This god's gift is a blessing which I cannot appreciate high enough.



Let me try to transfer such rich feelings as a motivating giveaway to all of you. I make all efforts for long life servicing Putzmeister – same as you expect it from our long life machines. Our new Elite program – meaning **Elephant longlife extension** for our machines - shall find an example also in me.

To **enthus** **every day** by new in what I do, and enjoying to see what our people in Putzmeister achieve, is a richness which has its root also in the heart of my dear wife.

To fall in love each day **by new** in the same – **here** in what I do **and at home** - is the highest value in life. And to love what I do doubles when giving it away - as I try today.

But this is an **art** - and as a sensible plant it needs **daily** cultivation.

Here again counts the **gardener of my life**, which truly is my wife Brigitte. We all know that plants need love to prosper, especially I think on me as a rose with its many thorns.

Let me hope that her seed and care will remain to be a perceivable element of our Putzmeister family spirit which I try to live.

Having now succeeded with 2 Generations Putzmeister continuity may I kindly ask here for your repeated good wishes and assistance Then I trust that this seed, which brought rich fruits to all of us, will also make Putzmeister blossom in future to be - an remain - **top** in your hearts, top in your minds - **and top in your choice**.

Let me wish you all now an enriching evening

- and leave the microphone now to our friend Dr. Erwin Teufel

Thank you

KS

