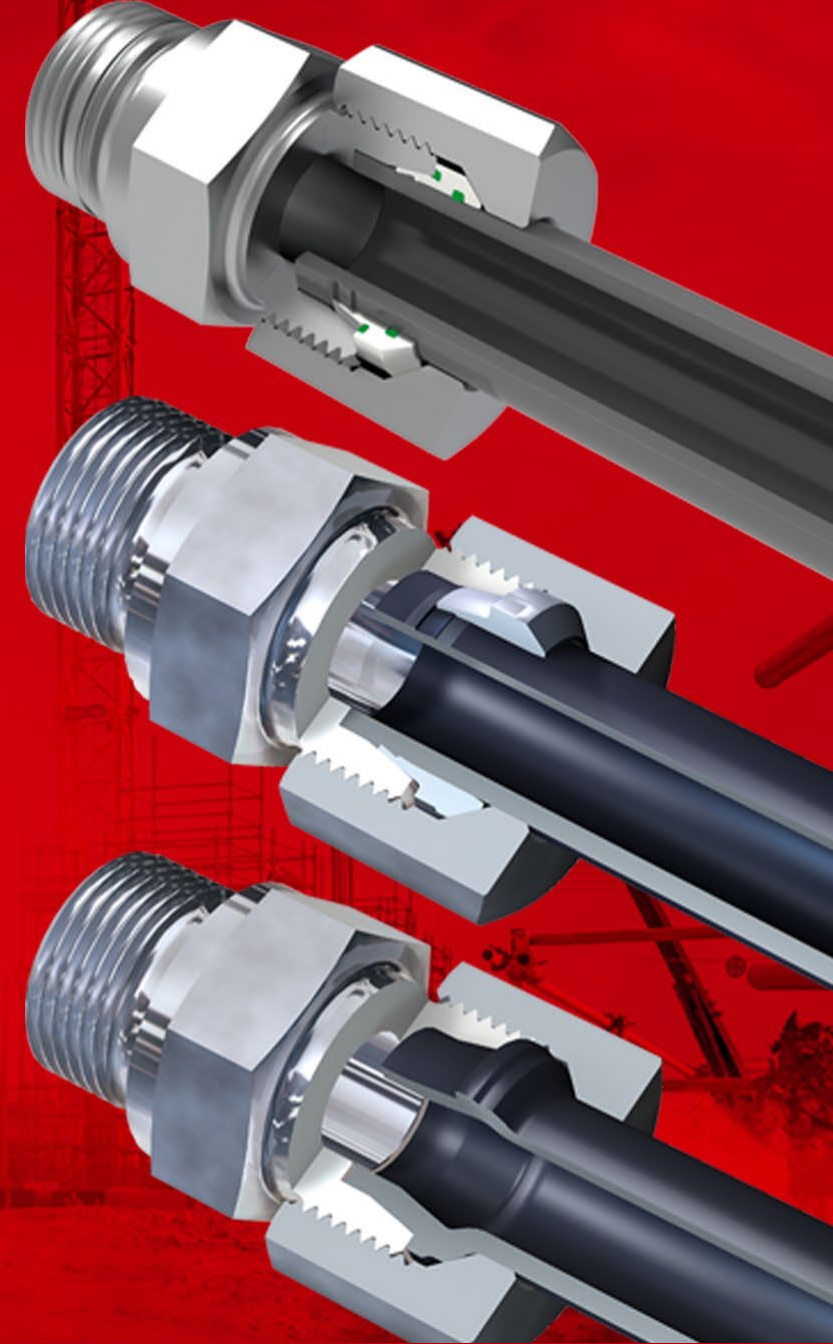


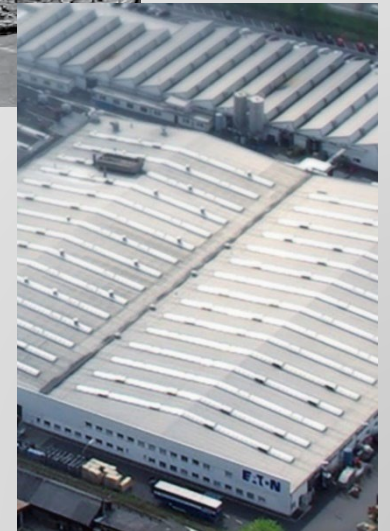


Goodbye Walterscheid, hello **Waltech**!



A brief history

- 1919 Company founded by Jean Walterscheid
- 1934 Walterscheid starts to manufacture PTO shafts
- 1955 First machine shop in Lohmar
- 1958 Acquisition of Arnold Mohr company, Stuttgart (Tube Fitting)
- 1993 Rohrverbindungstechnik separates as an independent company
- 2004 Walterscheid Rohrverbindungstechnik becomes Eaton Fluid Connectors GmbH
- 2007 Eaton Industries LP - Warehouse & Logistics
- 2021 Danfoss acquires Eaton Hydraulics including Walterscheid product line
- 2022 Danfoss changes the product line name from Walterscheid to Waltech



New brand name

Walterscheid => Waltech

Why Waltech?

- The part numbers are using prefix “Wal”
- Better aligns with the Walpro, Walring, and Walform connection systems
- Waltech reflects the brand’s heritage of technology leadership, while also marking a new era of engineering for tomorrow under Danfoss ownership.
- The move to a unique trademark will also help you avoid market confusion with other companies using the Walterscheid name.
- Visually, Waltech products and documentation will also be brought in line with our new branding

Changed product names according Danfoss guidelines

- WALFORM to Walform
- WALFORMplus to WalformPlus
- WALPRO to Walpro
- WALRING to Walring
- WALRINGplus to WalringPlus
- WALFORMconnect to WalformConnect



Next steps

- Distributors are kindly asked to change Walterscheid names on their websites
- We will share new HDAP logos for authorised distributors with Waltech
- A list of literature with rebranded literature (catalogs, brochures) will be provided – we ask you to change them on your websites
- The new distributor agreements are showing Tube fittings. Later this year the distributor agreements will be updated to Waltech and also the certificates.



FAQ

- **Currently we do have Walterscheid tube fittings on stock- can we sell those after 31st March 2022?**
- Yes, if you have parts on stock, you can sell them, this is not an issue.
- **Will there be a specific Waltech logo available for webpages etc.?**
- No, there is no Waltech logo. We will share new HDAP logos for authorised distributors with Waltech.
- **Do distributors need to change promotion of Walterscheid to Waltech?**
- Yes, we kindly ask our partners to change it as soon as they can do it.

FAQ

- **How does Danfoss support distributors in the promotion of Waltech?**
- Danfoss will support distributors by providing updated materials, pictures, etc. what will be required for making updates on websites and catalogs. There are also some business funds available for distributors who got incentives – please check this with Jean-Michel Douard.
- **Will the brand name changed on the machines if the plant supplies it after March?**
- Starting end of Q2, Walform machines and M-R7 machines will be delivered in a new design with Danfoss branding. This will be a running change.
- **Will this brand name change affect the order processes?**
- There are **no** changes to the part numbers, purchasing process and in the type approvals of the products. You and your customers can still expect the same complete, same outstanding performing tube fittings they're used to.

Logo change on products

Old



New

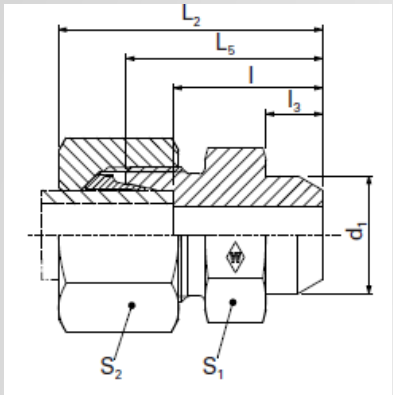


3D rendering of Diamond forged into surface of fitting.

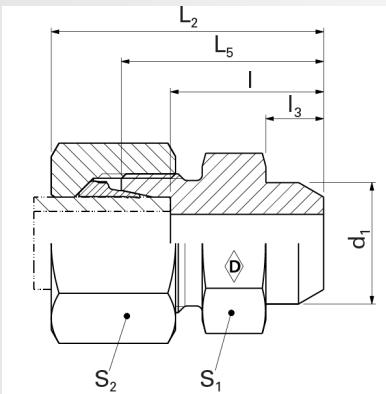
Visual changes in the literature

- Removal of Eaton
- Removal of W logo

Old



New



Old



New



We will rebrand the Waltech machines also!

Old



New



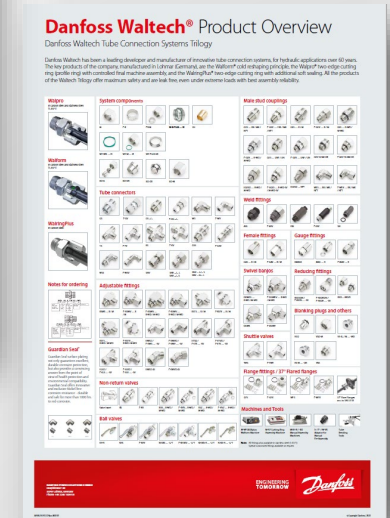
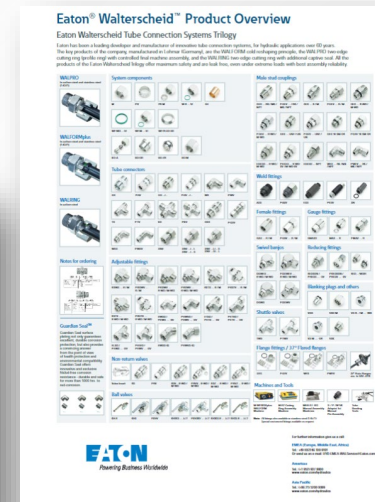
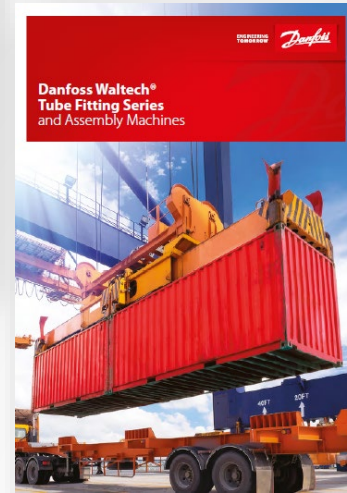
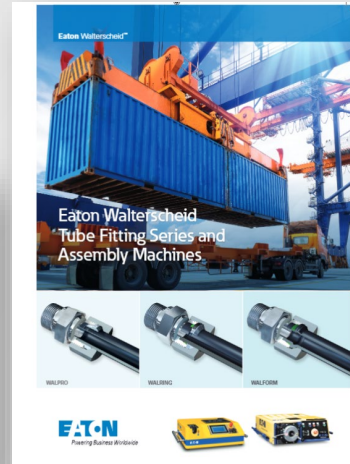
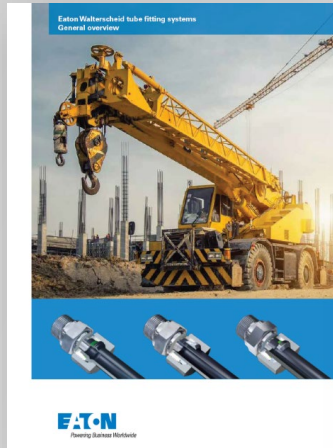
Old



New



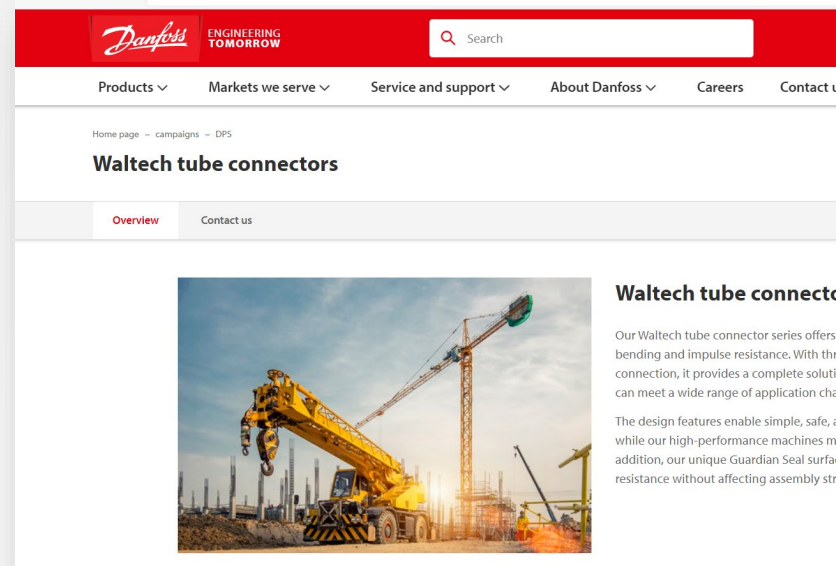
New rebranded literature - examples



- The rebranded literature is available on PowerSource

What is next?

- New webpage on danfoss.com
- [Press release](#)
- [LinkedIn posts](#) – please feel free to reshare or like them! 😊
- New machine videos: Q2



What is Waltech?

- Our Waltech tube connector series offers reliable leak free design with high bending and impulse resistance. With different ways to create a connection, it provides a complete solution for any tube fitting needs and can meet a wide range of application challenges.
- The design features enable simple, safe, and repeatable manual assembly — or our high performance machines make assembly quicker and easier. In addition, our unique Guardian Seal surface plating enables high corrosion resistance without affecting assembly strength.



What makes Waltech the right choice?

- Excellent tube fitting performance: no leaks, high bending stress resistance and high impulse resistance.
- A complete solution for any tube fitting needs, with mainly three different ways to create a connection -allowing customers to select the best one for them.
- Manual assembly that's straightforward, safe and repeatable with a reduced number of components, low variation in assembly torque, and final assembly for cutting rings.
- Machine assembly for Walpro and Walring and a machine-based forming system for Walform that enables better and more robust system performance. Excellent technical solutions for Walform and M-R7 machines that can reduce errors, machine operator mistakes, and make assembly quicker and easier.
- Guardian Seal coating that supports safe assembly with reduced variance in assembly behaviour.
- Excellent references —including agency certifications, major MOEM approvals and a library of success stories.
- Proven in-house capacity for application development/testing and machine/tooling production, as well as a large rental pool.

Walpro
METALLIC
SEAL CUTTING
RING



WalringPlus
SOFT SEAL
CUTTING
RING



Walform
RESHAPING
SYSTEM



If you want to know more about Waltech...

- Join our product training on 27 April 10.00 am CET! We will send out the invitation in distributor newsletter





ENGINEERING
TOMORROW