

THE CONNECTOR

Turning ideas
into reality

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Turning out
quality

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High-voltage and
high-current

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InSIGHT

BEHIND THE SCENES



InSIGHT

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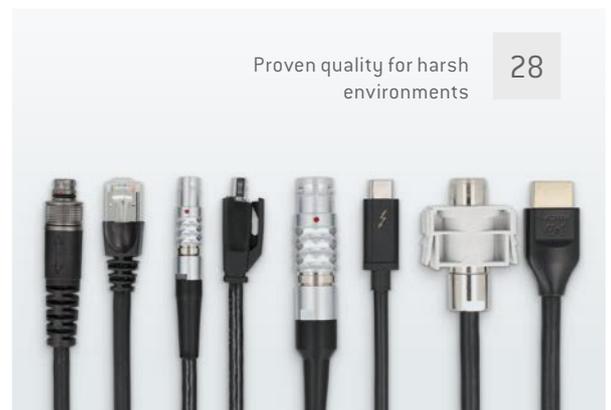
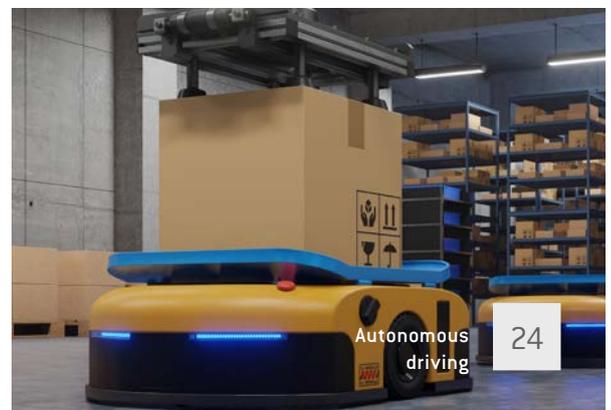
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Dear ODU customers, suppliers and partners,

Today, a reliable supply chain is more important than ever – after all, it can determine the success or failure of a company. ODU’s high degree of vertical integration is one of the essential building blocks for making our operations as independent as possible from the global markets. This means that we remain a reliable partner for you.

In addition to the raw materials themselves, our employees and their expertise are the most important factor in our success. From the first customer contact all the way to the delivery of the finished product, your projects pass through many hands and stations at ODU. It doesn’t matter where you are in the world – we operate globally and are available anywhere thanks to our authorized sales partners.

ODU production relies on skilled craftsmanship for many of the work steps, which is why we are often referred to as a manufacturing company. And while the finished customer

product often outshines the connectors it relies upon, we take great pride in our high-tech products that truly set the standard. Our employees all over the world always act according to the unshakeable ODU values that make long-term partnerships possible in the first place: quality, reliability and sustainability.

You can read more about this and many other exciting topics about ODU in the 94th issue of THE CONNECTOR – enjoy your read!

Let’s stay connected!

Yours, Robert Klemisch
ODU Managing Director



InSIGHT
ODU Electroplating



TURNING IDEAS INTO REALITY

Take a look behind the scenes at ODU

How can you get in touch with ODU? How does your product go through development, production and shipping? At ODU it's all under one roof! On the following pages, you can find out about the people who work to ensure that your product is delivered on time.

MAIL



USA | Non-committal e-mail request: Jeff Berger looks forward to your inquiry!

in LINKEDIN



United Kindom | Follow Nick Harper on LinkedIn and stay up to date!

TRADE FAIR



France | Our two (or three?) sales managers Julien Giboire (left) and Jonathan Milteau (right) at the Sofins trade show in France.



FIELD SERVICE



Scandinavia | Mads Hastrup on his way to you, with his suitcase full of product samples, as ever.



WEBINAR



Japan | Daisuke Katakura demonstrates the various application options for ODU connectors in a webinar.



PRODUCT FINDER



Germany | Available for you 24/7: Your product is just a click away via the website and our ODU Product Finder.



NAVER BLOG



Korea | Hyunji Song takes care of the Korean Naver Blog and keeps you up to date with all the latest news.



PHONE



Italy | Paolo Magni is happy to clarify any initial details about your requirements over the phone.



WECHAT

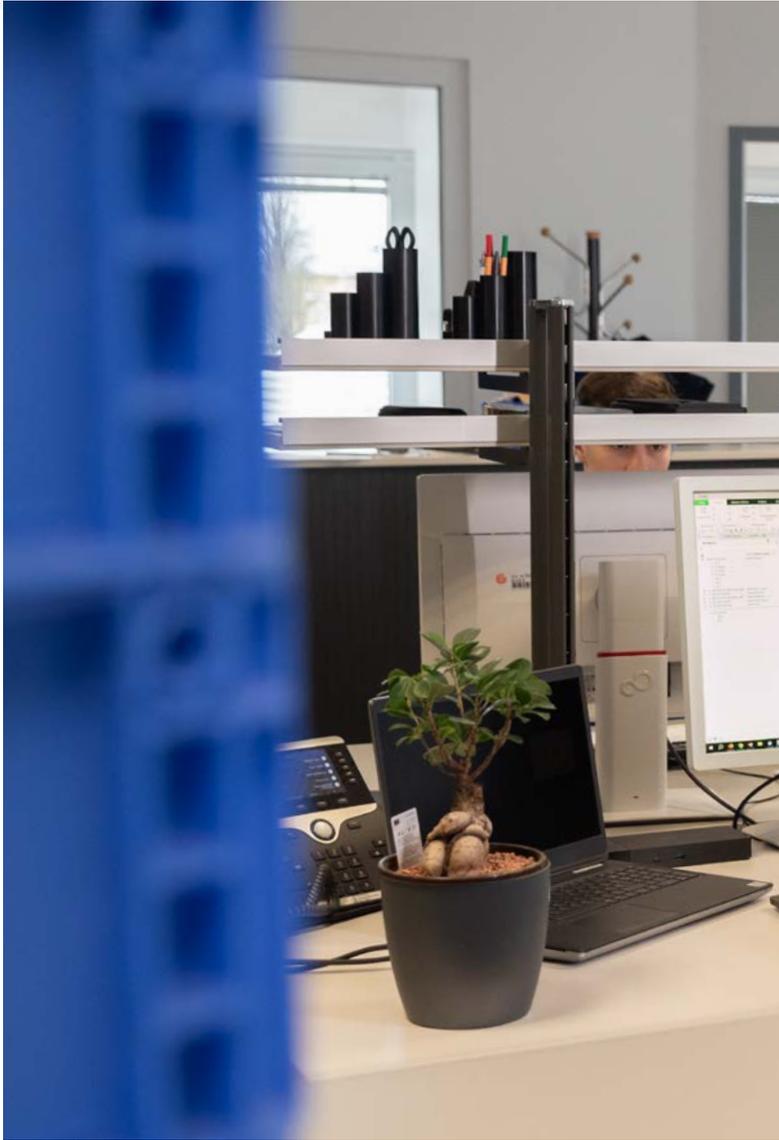


China | ODU is also present on WeChat. Yang Han is looking forward to helping you with your projects.

Construction CURIOUS ABOUT THE OPTIMUM

The customer's specific requirements for a new product form the basis for the initial solution concept. During the design and engineering process, we develop the ideal solution for the customer in a step-by-step way, always focusing on optimizing functionality and ease of use.

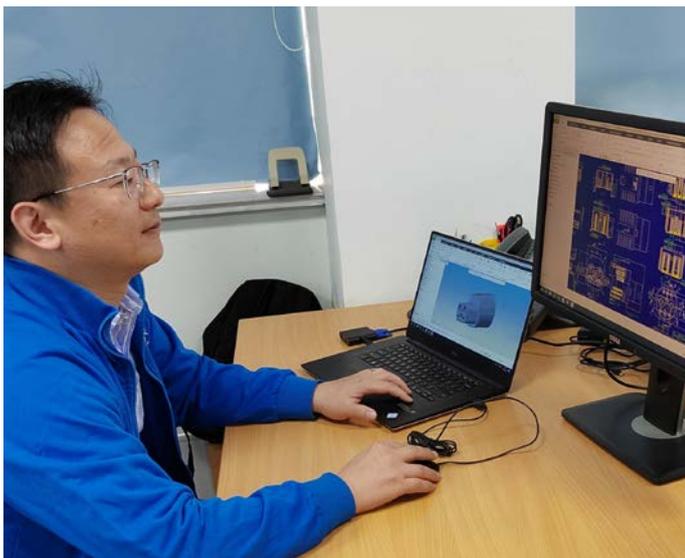
Decades of experience in the connector industry, acquired know-how and interdisciplinary and international collaboration all flow into this process. In recent months, for example, colleagues from China and Germany have been working together on a very special project: the ChaoJi adapter for the automotive industry.



Alex Shen of ODU China talks about the collaboration: "While the contacts for this special adapter were mainly developed in Germany, our design team in Shanghai was responsible for the PCB and the housing of the charging adapter. We complemented each other very well in the process."

The close cooperation has paid off: ODU Automotive's product portfolio already included a safe, reliable and robust ChaoJi adapter by the time the Chinese charging standard ChaoJi was launched.

This example demonstrates well that at ODU we work hand in hand, and even if our colleagues work in different time zones, the end result is a high-quality product.



Alex Shen during the development of the ChaoJi adapter at ODU in Shanghai.

ODU ChaoJi adapter

In September 2023, the Standardization Administration of China (SAC), in collaboration with the Japanese CHAdeMO Association, launched a joint DC charging standard with up to 1.2 MW (1,500 VDC/800 A) charging power – the so-called “ChaoJi” standard. The transition to the new charging standard will take place over an extended period of time, during which several standards will coexist.

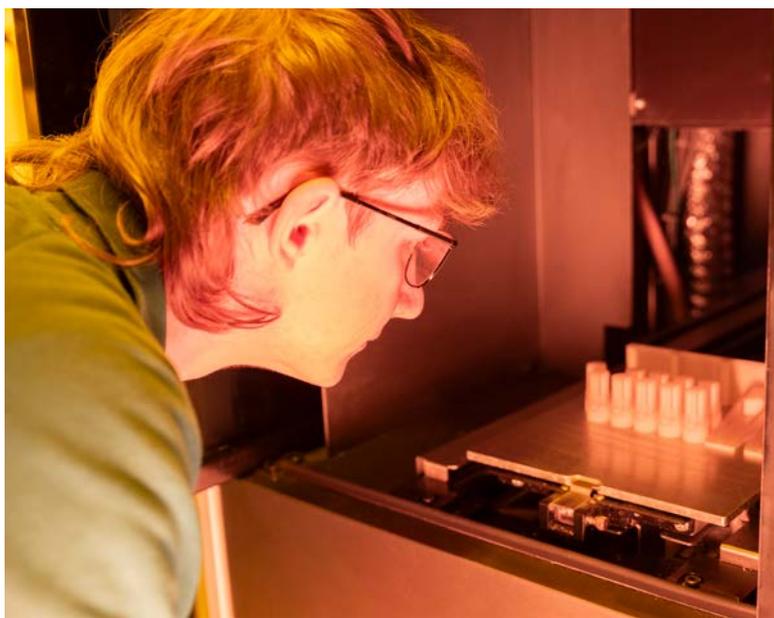
This will require reliable and robust adapters that are backward compatible, provide a perfect fit between the charging plug and the vehicle socket, and are safe and convenient to use.



InSIGHT

ODU Prototyping

Florian Hargasser inspects the housing parts coming out of the 3D printer. The 3D printer room is equipped with special light sources and color foils (light color: orange) to prevent uncontrolled hardening of the raw materials due to ultraviolet radiation.



Prototyping THE FACES BEHIND THE IDEAS

Prototyping is also highly dependent on effective consultation and collaboration to achieve a suitable result as quickly as possible – but let's start at the beginning. Why is prototyping so important to ODU and its customers?

Benedikt Hansmair, Team Leader Prototyping, explains: "During product development, we often have to have the first functional and visual samples in hand at a very early stage of the project – regardless of whether it's a customized product or an innovative design."

Philipp Schmid uses a soldering iron to produce a sample cable assembly for customer tests.



Since the production of initial samples requires both craftsmanship and state-of-the-art prototyping machines, ODU makes no compromises and brings together all its expertise in the prototyping department. The combination of experienced staff, interfaces to the various production departments and the appropriate machinery ensures minimum set-up times and fast results. In addition to 3D printers, the equipment includes bending and turning machines as well as various manual workstations.

For Benedikt Hansmair, prototyping is a perfect example of the unique ODU mentality: "Just as almost all production steps in the manufacture of ODU products are carried out in-house, in-house expertise is also important for the production of initial samples."

This way, we can carry out initial installation space tests at short notice, to validate virtual simulations or to check the desired product properties. The focus here is on the fast and uncomplicated availability of the respective prototypes. The results then flow into the series design seamlessly and in a solution-oriented manner.



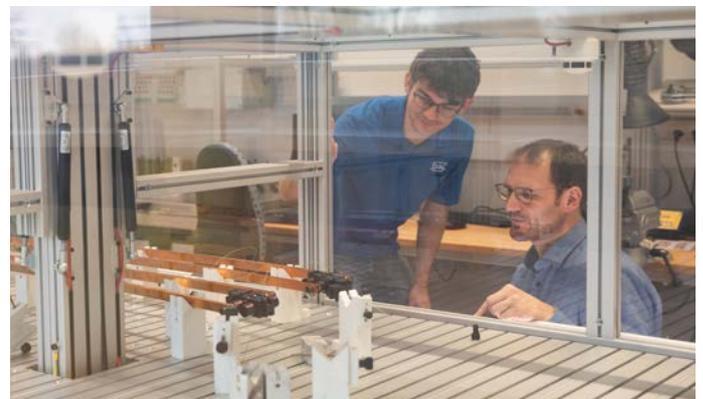
Laboratory employee Michael Lamas (center) during mating cycle testing of fiber optic modules for ODU-MAC[®] modular connectors.

InSIGHT

ODU Laboratory

Laboratory TESTING SAFETY AND RELIABILITY

As soon as the first samples are ready, the next step is taken: ODU products are put through their paces in the company's own laboratory. Andreas Spirkl and his team test materials and finished connectors on a daily basis. For this purpose, the company now has almost 1,000 m² of laboratory space with various state-of-the-art machines. Mating cycle tests, environmental simulations, vibration and shock tests – the connectors are subjected to these and other tests until it can be guaranteed that the new product meets the customer's requirements.



Michael Lamas (left) and Andreas Spirkl (right) monitor an experimental setup.

Manufacturing Engineering SEEING AND TAKING INTO ACCOUNT THE BIG PICTURE

After the initial designs and prototypes have passed testing, but before the products are ready to go into production, one thing is still missing. And that is the responsibility of Manufacturing Engineering (ME).

This is where people work on the well-thought-out planning and development of manufacturing processes. In close collaboration with other departments such as construction, prototyping and production, new products are transferred to series production.

Initial cost estimates for components, machines and tooling based on expected production volumes, as well as options for workflow automation, are considered. In this way, an ODU connector can be created from a handful of plastic or metal.

Once the development work is complete, the next step is to get down to business: The various production departments assemble the individual components into a high-quality end product.

Julia Weber, team leader at ME: "Ultimately, we are the link between construction and production. We work closely with other departments to match the customer's specifications with what is technically feasible."

InSIGHT

ODU Manufacturing
Engineering



Julia Weber (right) examines the first sample of a customer-specific cable assembly and checks its suitability for series production.

Turning shop

TURNING OUT

QUALITY

For Markus Seiser, team leader of the short turners, the day starts early, at 6:30 a.m. His first task of the morning is to check out the order situation. He checks which orders have to be finished and when, then schedules them accordingly with his seven-strong team and ensures that the finished products arrive in the subsequent department on time. Before that, however, a great deal has to happen in the 6,000 m² turning shop.

After the production documents have been drawn up, the first step is to set up the machines. This can take between two and ten hours. Tools are prepared, program and tool data are imported via the system, and checked and corrected as necessary. From this point onwards, maximum precision is required. The first part is carefully turned by the machine and measured. If the quality is perfect, its data and dimensions are precisely documented in the system. The production process continues with random quality checks until the desired quantity is reached. Once the products have also passed the final inspection, the parts are sent for washing, drilling or lasering, among other things.

To ensure that all these steps run smoothly, it's important to communicate with the design department and to have efficient team leadership – if necessary, the team leaders even stand at the machine themselves. Only when everyone pulls together can the design be turned into a real and perfect product for the customer.



InSIGHT

ODU Turning shop

Markus Seiser monitors the production process in the turning shop. (left)

The dimensional accuracy of the manufactured components is closely monitored. (right)



Electroplating **FINISHING** TO THE HIGHEST STANDARDS

InSIGHT

ODU Electroplating

5:55 a.m. – The rhythmic beep of the time clock in the electroplating shop heralds a new workday. The night shift has given way to the early shift, with numerous orders on the schedule. The next production step is to finish the previously turned or stamped parts by coating them with a wafer-thin layer of gold, silver or chrome, for example. Benedikt Dolata, one of the 130 employees in the surface technology department in Mühldorf am Inn, takes over the shift and checks what's on the agenda for the day.

The challenge is to guide the production goods through the various systems, carry out regular checks, communicate with the laboratory and monitor the results, for example with regard to layer thicknesses. In some cases, there is even a 100 % visual inspection.

Is everything perfect? Only then can the finished product be assembled into a complete connector.



Surface coater Benedikt Dolata monitors the process at the electroplating plant.





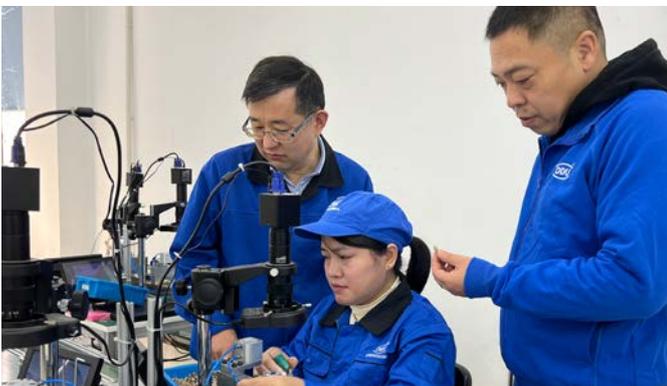
InSIGHT

ODU Assembly

Assembly

CALM AND FOCUSED FOR THE UTMOST CARE

ODU employees assembling ODU MEDI-SNAP® cables in Shanghai (from left to right): Jack Wu (Product and Process Engineer), Hengxia Ding (Cable Assembly Specialist) and Qi Wang (Connector Assembly Manager).



ODU's assembly employees are responsible for assembling the individual parts into a perfect connector system consisting of a connector and the appropriate cable. Thanks to technical know-how, extensive knowledge of tools and materials, and an understanding of the right connector technology, the connector is combined with the right cable to meet the requirements of the respective customer application.

For the assembly staff, this means constantly optimizing and streamlining work processes – and here, too, international collaboration is important. For example, an idea from colleagues in China recently became the new standard at all ODU assembly locations worldwide.

After the finished modules leave the assembly hall, the products are handed over to logistics.



Logistics

PACKAGING FOR **RELIABLE** ARRIVAL AT THE DESTINATION



InSIGHT

ODU Logistics

The roller shutter opens and the first connectors and cable assemblies are already waiting to be distributed in the customs and shipping department in Mühlendorf am Inn. It's at this point that Albert Lehmann and his team decide whether the products should be stored or shipped directly to the customer.

The focus here is on customer satisfaction: From meeting deadlines to individual packaging requests, everything is taken care of meticulously, coordinated in a 2-shift system. The team of final packers starts at 6:00 a.m., while the second team ensures

that the last goods of the day are packed by 10:30 p.m. This is because packaging for a single customer order can often take well over 8 hours. Efficiency and coordination are essential.

By this time, all ODU products to be shipped have completed the last step and are on their way to the customer. The customer's requirements and ODU's ideas and know-how have resulted in a perfect connector solution.



Logistics employee Lena Burger carefully packs products in Mühlendorf am Inn and delivers them to the customer on time.



ODU staff members Fernando Aguirre (left) and Franklyn Garcia (right) in the logistics center in Tijuana, Mexico.

HIGH-VOLTAGE AND HIGH-CURRENT

The need to transmit high currents and voltages is constantly increasing, with developments in the field of electromobility playing an important role.



Modular system solutions for high-current and high-voltage – ODU-MAC® Power Connector

Suitable, for example, for testing high-voltage storage systems, battery cells, inverters, electric drive trains and as a solution for hybrid docking interfaces.



- Up to 600 A per connector, with 2 contacts bridged by busbars
- Up to 2,500 V
- 2- or 3-pin version including PE connection
- IP2X touch protected power contacts
- Connector options: crimp, screw, busbar
- Low mating and demating forces thanks to ODU LAMTAC® Flex
- At least 10,000 mating cycles
- Available with pre-assembled, flexible class 6 silicone cable
- Customizable with ODU-MAC® Blue-Line modules and contacts

The ODU-MAC® Power Connector D216 (2-pos.) – the ideal hybrid solution for the future.



Maximum performance in a minimum space – ODU MEDI-SNAP® High-Power size 3.5

- Intuitive push-pull locking system
- Up to 80 A and 1,000 V
- IP50 and IP68 varieties
- Vibration- and shock-resistant
- Custom cable assembly
- Up to 41 signal contacts
- Up to 75 % weight reduction with plastic housing

A powerful solution that meets the highest requirements while being reliable and easy to use. It is most commonly used in automotive testing, battery balancing and industrial applications.



ODU MEDI-SNAP® – high performance circular connectors including cable assembly.

Robust modular connectors

POWER AND DATA TRANSMISSION in military technology

For military applications such as field communication and power distribution units (PDUs), reliability, failure safety, real-time transmission and interoperability are essential. Secure control and distribution of power and data must be guaranteed at all times.



Secure field communication

The ODU-MAC® White-Line is a modular connector system that meets the high demands of military technology. The connector is rugged, vibration-resistant and durable. It can also be easily mated in the dark and under stress. This is made possible by intuitive locking mechanisms, guide pins and coding to prevent mismatching. The hybrid connectors allow individual combinations of signals, power, high current, high voltage, coax, media such as air or fluids, data rates or fiber optics to be implemented in a single interface.

High speed for data-intensive applications

Some tasks are particularly data-intensive: for example, accessing geospatial information, satellite imagery or sensor data. It may also be necessary to transmit high-resolution live video or emergency communications. Fast data transmission is essential. The ODU-MAC® White-Line offers more than 30 high-speed inserts for the transmission of common data protocols. The contacts are self-cleaning, ensuring low contact resistance.



Vehicle interface

Military vehicles and unmanned ground vehicles (UGVs) are designed for a variety of operational scenarios and extreme environmental conditions. They are equipped with many sensors such as radar, infrared and lidar to improve situational awareness and threat detection. To do this, the vehicles require numerous interfaces.

ODU-MAC® Silver-Line docking connectors are used as an interface between the “tower” and the “hull” of a vehicle for a fail-safe electrical connection and are also suitable for autonomous vehicles. For example, ODU-MAC® Silver-Line connectors can be used for automatic loading via a docking station, power supply via exchangeable batteries or technical equipment of platform-based UGVs.



The ODU-MAC® Silver-Line offers a space-saving docking solution – even under extreme operating conditions. With 100,000 to 10 million mating cycles, the Silver-Line is very durable and suitable for recurring docking tasks.

News from ODU

CHECKING, MEASURING AND TESTING

Listening to customer requirements and striving for improvement lead to continuous development at ODU. The modular connectors division shines with its innovations.

The right size: ODU-MAC® Black-Line 4-Flex FOUR M

In addition to the existing versions, a more compact interface is currently being developed that can be equipped with up to 1,536 signals. The result will be a solution with a size between that of a standard connector and the familiar mass interconnect system. This opens up a wide range of new applications:

- Direct connection of an ODU-MAC® RAPID connector (size 4) to the receiver
- Rack version, also with table incl. demonstration system
- 4 height units
- Handle for left- or right-hand operation
- 19" rack mounting bracket for flexible positioning





Simple connector: PCB adapter

A wire harness with connectors on both ends offers advantages over traditional cable assembly in test cabinets. Instead of wiring processes, only a simple “connecting” is required.

The ODU PCB adapter makes it possible to connect a standard connector to the mass interconnect system via the PCB.

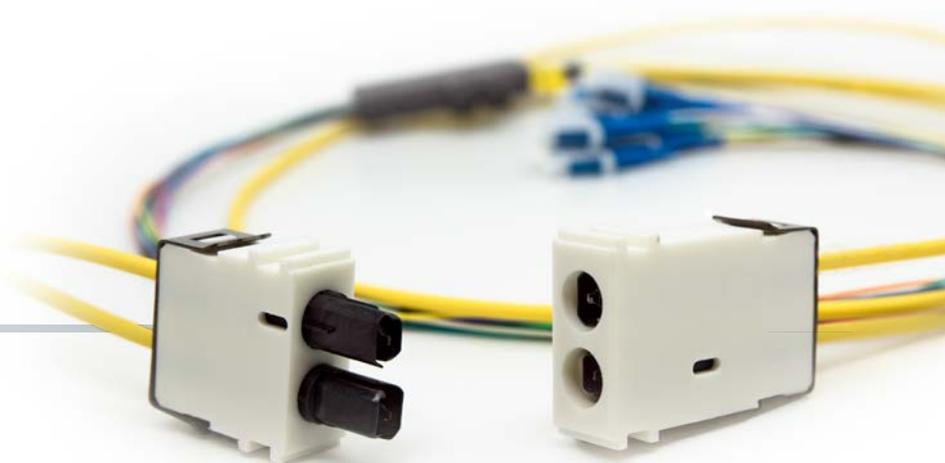
- Min. 10,000 mating cycles
- Use of standard cable assemblies
- Easy connection of test cards
- Up to 175 contacts per side (PCB)
- Quick replacement in case of service

Excellent data transmission: fiber optic

Fiber optic technology meets the need for high data rates and fast, interference-free transmission. The revolutionary Expanded Beam Performance technology provides high-end transmission characteristics with extremely low attenuation over many mating cycles.

Since there is no direct contact between the contact ends, they are insensitive to dirt and can be easily cleaned. Under normal conditions, compressed air cleaning is sufficient after 5,000 mating cycles.

The rugged and very compact design allows configurations of up to 12 fibers in a very small space, ensuring reliable transmission with no loss in the signal path.





Moving the future

CONNECTORS IN AUTONOMOUS VEHICLES

Automated guided vehicles (AGVs) and autonomous mobile robots (AMRs) move autonomously and are being developed primarily for material handling and logistics process automation.

Helpers in the background

AGVs are now used in a wide range of applications. In warehouses, they can lift and move pallets and containers. The manufacturing industry benefits from an optimized material flow from raw material to finished product. Hospitals use them to transport medical equipment, specimens or laundry, freeing up staff. Food processing, airports and retail also benefit from this engineering achievement.

The connector makes all the difference

A reliable connector solution ensures smooth docking and enables automatic equipment acceptance. ODU interfaces can also be used for modular robots. The rectangular connectors of the ODU-MAC® Silver-Line are particularly suitable for this, characterized by vibration resistance, durability and the combination of various media in one interface. Depending on the application, data or fluids can be transferred during the docking process.



ODU-MAC® Silver-Line connectors enable the automatic docking of the AGVs.

ODU rides along

The modular ODU interface is already being used in autonomous disinfection robots. The vehicle has various attachments. In hospitals, for example, the air-cleaning attachment can be exchanged to create a visiting cart.

Numerous logistics companies use the modular connectors in automated guided vehicle systems. ODU-MAC® products are even used in fire-fighting robots.



The ProClean AGV cleans and disinfects the air in closed rooms, for example.

ODU's Digital Stage

BEHIND THE SCENES

Monday, 9:00 a.m., Pregelstraße 11 in Mühldorf am Inn: While the rest of the company slowly makes its way to the snack break, the final preparations are underway on the Digital Stage. The backdrop is set up, the sound check is done and the lights are adjusted. The camera settings are checked one last time, the presenters go over their notes, and then it's time. The bright red "ON AIR" sign above the door clearly indicates that the cameras are rolling and the webinar has begun.

This form of digital-yet-personal customer contact is often used at ODU – made possible by state-of-the-art equipment in the in-house film studio, also known as "Digital Stage". Different cameras can be used to film from numerous perspectives, from wide angles to the tightest close-ups. This means that no detail is left out and every connector can be shown in high-resolution, down to the smallest individual contact. A state-of-the-art sound system, various props and customizable backgrounds are also part of the Digital Stage repertoire at ODU in Mühldorf am Inn.

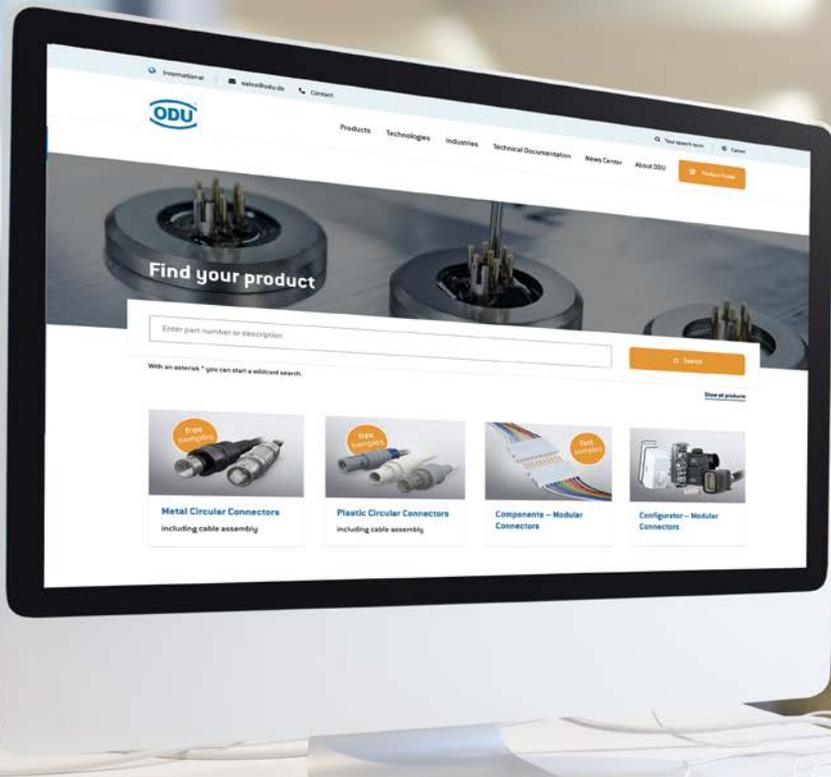
Of course, ODU not only organizes webinars on this high-tech stage, but also produces videos with interesting information about the portfolio and technical innovations. In addition to the technical equipment, one other thing is particularly important: meticulous preparation. Several weeks before the cameras are turned on, the topic, text, background and props must be agreed upon. The Digital Stage is prepared for the day of the shoot, right up to the point when the actual presenters are in front of the camera reciting their text or leading the webinar.

When the "ON AIR" sign goes off after the recording, everyone is relieved that the webinar went off without a hitch. The lights go out on the Digital Stage – until the next video or webinar is recorded.

Interested in the results? Check out the video section of our website!



A glimpse behind the Digital Stage camera: Georg Asenbauer (right) during a video shoot.



Access the
ODU product
range at
any time!

GLOBAL ONLINE DISTRIBUTION

Easy and immediate access to our extensive product range, including all data and information – this is the basis for finding the right connector. ODU works with qualified sales partners worldwide and provides access to more than 21,000 connector solutions online, anytime, anywhere.

The online sales portals link directly to our website and inform interested parties about our wide range of metal, plastic, high-speed and high-density connectors. Our products are ideally suited for medical, military, industrial as well as test and measurement applications. These business areas are also covered on our website.

The ODU website also features the Product Finder, which provides access to all necessary technical data (3D files, data sheets, assembly instructions and accessories) as well as information on current product availability. The database contains a wide range of products, including components for modular connectors. Matching items such as mating connectors, accessories and assembly tools are also listed. Separate links to our partners allow you to order connectors directly, subject to availability.

The online availability of connectors is constantly being expanded, with more and more products being integrated. The fast, easy access is always being updated so that ODU products can be designed into applications worldwide.

PROVEN QUALITY FOR HARSH ENVIRONMENTS

HDMI   
ODU HIGH SPEED DATA TECHNOLOGY




 USB®-C

A connector system is a combination of three key components: connectors, termination technology and cables.

A connector can only meet the requirements of a customer's application if it is used in conjunction with a suitable cable and a process-safe termination. If the connector system is to provide the desired superior performance under harsh conditions such as vibration, dirt or moisture, standard interface connectors are not suitable.


 Ethernet/
IP®

In such cases, ODU can help with qualified cable assemblies for standard protocols. The portfolio includes various circular and modular connectors for the following standard transmission protocols:

Transmission protocols *

- + Ethernet/IP®
- + SPE
- + USB®
- + HDMI®
- + DisplayPort®


 HDMI®

Complete solutions in 100 % tested quality are available quickly and in any length (within the scope of standard-compliant signal transmission).

* The contact arrangement of an ODU data transmission connector differs from a standard data transmission connector due to the robust ODU specific design. However, the ODU design meets the electrical specifications that are derived from the respective standard data transmission protocol.

Interview with Managing Director Robert Klemisch

CONTINUOUS ALIGNMENT

THE CONNECTOR Mr. Klemisch, would you kindly give us an overview of your goals and priorities as ODU's new Managing Director for Technology and Operations?

ROBERT KLEMISCH Of course. My main goal is to drive forward the company's growth. My priorities are to strengthen technical development and optimize operational processes.

THE CONNECTOR Where do you see the greatest challenges and opportunities?

ROBERT KLEMISCH The biggest challenge is to make technical development both agile and efficient to meet changing market conditions. We want to ensure that our operational processes run smoothly to guarantee fast, high-quality production.

THE CONNECTOR How has ODU developed over the past few years and what are your goals for the future?

ROBERT KLEMISCH In recent years, ODU has developed into a leading international supplier of connector systems. Our goal is to continue to grow and strengthen our position in our core areas of medical, test and measurement, military, security and communication technology. The automotive market offers us excellent growth opportunities in the electromobility segment. And we will continue to expand our presence in international markets and develop new business opportunities. Through strategic partnerships and the expansion of our sales and marketing activities, we aim to make our products known worldwide.

THE CONNECTOR What role will the shortened time span from the initial idea to production maturity play in product development?

ROBERT KLEMISCH By shortening this time span, we can respond more quickly to customer needs and bring new products to market faster. This strengthens our competitive edge and gives us an additional advantage.

THE CONNECTOR How will you ensure that ODU continues to provide innovative, high-quality solutions while growing at a faster pace?

ROBERT KLEMISCH We rely on our employees. We qualify specialists, encourage and challenge them with further training as part of personnel development plans and offer long-term job security. Having the right people is essential to our success!



Robert Klemisch, ODU Managing Director



The North American logistics center in Chula Vista, California (left and bottom right) and the sales office in Camarillo, California (top right).



Presence in North America

ODU WORLDWIDE

ODU employs around 2,700 people worldwide, including about 1,500 at its headquarters in Mühldorf am Inn, Germany. Other production and product development sites are located in Sibiu (Romania), Shanghai (China) and North America.

The ODU-USA team serves the local market while also holding a broad portfolio of independent departments and functions.

These are complemented by a nationwide direct-sales network and several manufacturing facilities.

These include:

- The North American production and manufacturing facility, established in 2016 in Tijuana, Mexico, that currently employs more than 300 people
- The 25,000 m² local warehouse and logistics building in Chula Vista, California
- The US prototype lab and product development center in Camarillo, California

New team members

ODU IN GERMANY AND FRANCE

Christoph Wennmacher has been working for ODU as a Sales Representative in the regions of North Rhine-Westphalia, Trier and Northern Hesse since June 2023. Christoph succeeded Mario Rausch, who went into well-deserved retirement at the end of January 2024. Christoph has more than two decades of experience in the field of connectors, cable assembly and contact technology and is looking forward to taking on challenging projects.



HOBBIES Motorcycling, watching soccer, barbecuing, camping

PROFESSIONAL GOALS To be a reliable partner for customers and colleagues

PREFERRED VACATION DESTINATION Anywhere I can go with my camper – my favorite destination is Crete.

WHAT I APPRECIATE MOST ABOUT PEOPLE

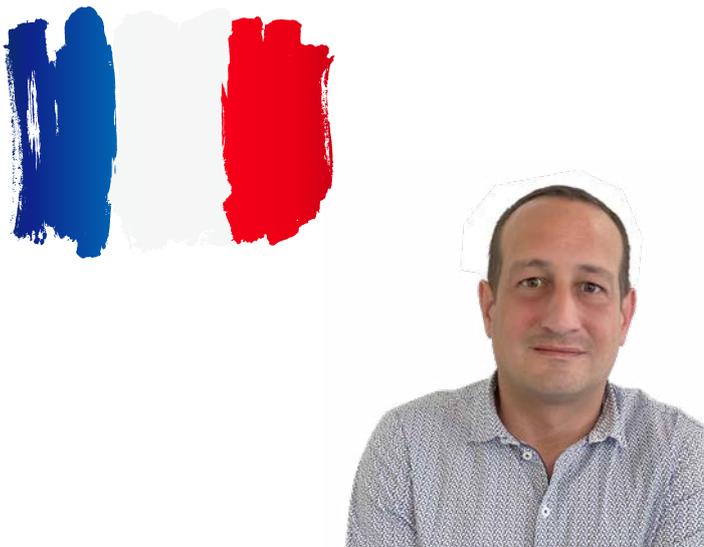
Honesty and helpfulness

STRENGTHS Humor, openness and authenticity

WHAT I APPRECIATE ABOUT ODU I felt like I was at the right place from day one. In addition to great products, ODU has an even greater team.

FAVORITE QUOTE “The tears that come from laughing, you don’t have to spend crying.” – Song: Kumm, loss mer fiere; Höhner (music band)

Aurélien Tessiaut has been our new Sales Representative for South-East France since July 2023. Aurélien brings to the task 15 years of experience in sales of safety solutions for industrial machinery and is looking forward to inspiring new customers and markets with ODU.



HOBBIES Fishing, diving, DIY, family activities, museums and live music

PROFESSIONAL GOALS To have a job that combines sales and extensive technical knowledge of industrial products

PREFERRED VACATION DESTINATION France and Thailand

WHAT I APPRECIATE MOST ABOUT PEOPLE Honesty and the desire to find solutions rather than problems

STRENGTHS Curiosity and optimism

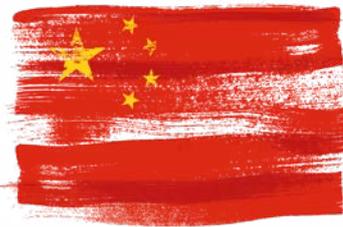
WHAT I APPRECIATE ABOUT ODU The warm welcome at ODU and the support in all areas. The German mentality, which I have come to know and appreciate in other German companies.

FAVORITE QUOTE “Learning is experience. Everything else is just information.” – Albert Einstein

ODU IN CHINA

Jiajun Feng joined ODU China in October as Automotive Sales Manager. In her role, she is responsible for business development in the Chinese automotive market to ensure growth.

Jiajun studied automotive engineering and marketing at Shanghai University of Engineering and Science, and also holds a master’s degree in logistics and supply chain management from Shanghai Jiao Tong University. She also has extensive knowledge and experience as a sales manager.



HOBBIES Basketball, working out at the gym

PROFESSIONAL GOALS To use my professional experience to contribute to ODU’s corporate potential

PREFERRED VACATION DESTINATION Huaniao Island

WHAT I APPRECIATE MOST ABOUT PEOPLE
Optimism, creativity, honesty

STRENGTHS Honesty, optimism, a team player with a strong sense of responsibility

WHAT I APPRECIATE ABOUT ODU That it is a cross-functional company

FAVORITE QUOTE “Knowledge leads to practice, and practice makes perfect.” – ShouRen Wang

CHILDREN EXPLAIN ! ODU JOBS .



ODU employees have asked their children what they imagine their parents' working day looks like. Can you solve the riddles?

RIDDLE

1

Solvable with imagination!

- ? Has something to do with electro
- ? Sells plugs, gets money for them
- ? Giving other people money to buy plugs (Editor's note: This is of course not the case!)
- ? Builds sample plugs

Sales Representative

2

RIDDLE

- ? Sits in an office and writes reports
- ? Takes a break and talks to colleagues
- ? Makes advertising for ODU
- ? Copies connectors onto the website so that customers also take the good connectors
- ? Designs advertising posters on the internet

Product Marketing

Kids know!

RIDDLE

3

Very hard!

- ? Works on the computer a lot
- ? She may own the company, but not for sure
- ? Tells others what to do

Application Manager Cable Assembly

4

RIDDLE

- ? Dad works from home!

Design Engineer

Good luck with this one!

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