

**Managing Director at
Babor Cosmetics**

1979 – 1989

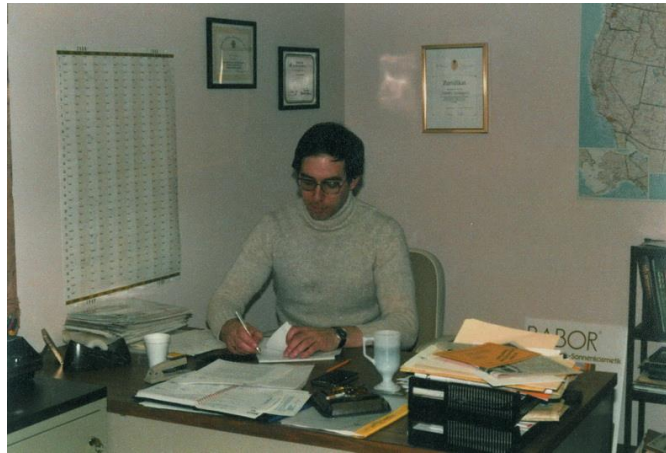
New professional challenge: Babor in Aachen

- In **July 1979** Walther started a new job as Export Manager of **Dr. Babor Naturkosmetik in Aachen** – a professional skincare company
- In nearly eleven years Walther climbed the professional career in this company and became **managing director in 1983**
- In 10 years export sales went up from 1,7 Mio DM to 12 Mio DM and the number of countries increased from 6 to 30
- It was the time of the global development of professional skincare worldwide

Developing Babor`s export business

- When he started, Walther had just airmail or telex but no fax. Communication was slow
- Biggest markets were **Austria, Switzerland, Belgium and the Netherlands**, but a new challenge opened: **The United States and Canada**
- Walther travelled to Scandinavia, Sweden, Denmark, Finland, and also to their south Europe: Spain and Portugal
- From 1981 onward he undertook first steps in Asia: Singapore, Malaysia, Hong Kong, Taiwan, ...
- Already after 1983 Walther tried to develop business in Japan, Australia, New Zealand, places where professional beauty was established
- **In 1983 also, Erik, the third son was born.** With Elka pregnant we visited her Grand Ma`s roots in **Patras in Greece** and spend a holiday on Skopelos

Business contact and friends in Spain, Canada, Tokyo, USA



Babor Management Team 1982



First US Seminar in 1981 - Festivities in 1983



Family in the eighties

- In 1980 we made a **round trip over the Alps**, visiting Austria, Liechtenstein, South Tyrol and Switzerland
- In 1981, I travelled with Elka to South Africa in a kind of extended business trip, to **Kapstadt, Johannesburg and Sun City**
- In 1983 the whole family embarked on **Skopelos Island in Greece**, Elka was pregnant
- In July 1983 our son Erik was born
- and in 1985 the family went for skiing winter **holiday to Switzerland**, in Flumser Berge, with Claudia Mettler, our friend in Zürich
- In 1986 we spent our holiday in Pakostane in **Yougoslavija**, in Club Mediterannée
- At home **our sons started the primary school** step by step. Elka had both hands full of work, Walther was absent half of the time

1980 – travelling around the Alps



1981 – holiday on the Baltic Sea in Germany



Visiting Skopelos and Patras 1983



Erik was born in 1983



1984 Meeting Nikolai in Tallinn – Ulrich`s first school day



Flumser Berge Switzerland 1985 - Christmas



1986 in Pakostane – Strong Winter – Forest Lake in Hauset



Managing Director of Babor

- In 1983 Walther became one of the three **Managing Directors** of Babor Cosmetics, in charge of Marketing & Sales
- In 1985 Walther started successfully to develop professional beauty in **Korea, in Japan and in the USA** where a subsidiary was launched
- He visited **China** two times, in 1985 and 1986, but it remained a challenge with business still very difficult.
- Also a challenge was East Europe, with the communist block. Thanks to Janina from Wroclaw, Walther could start business in **Poland**
- From 1986 – 1987 several subsidiary companies were started in **USA, in Canada, in Belgium, the Netherlands**
- **International meetings** in Bologna, Aachen and Athens strengthened the links with the distributor – Sales went up to 10 mio DM in 1987

From South Africa, Leningrad, Nantong and Korea



1985 – Political engagement for autonomy



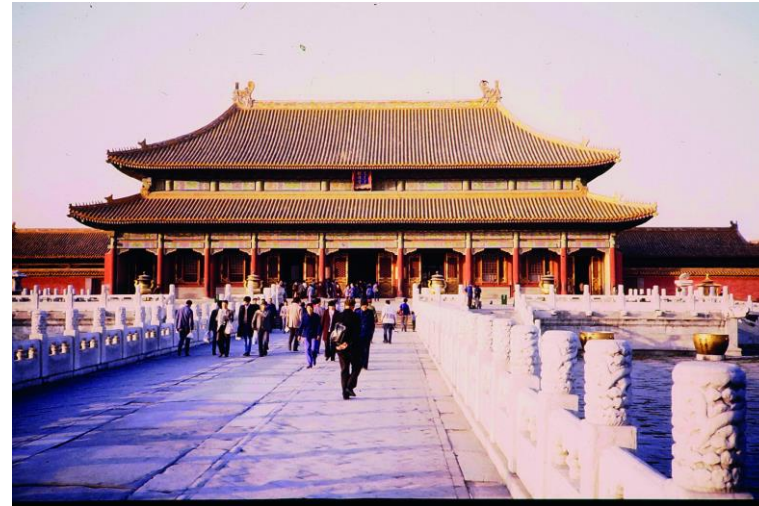
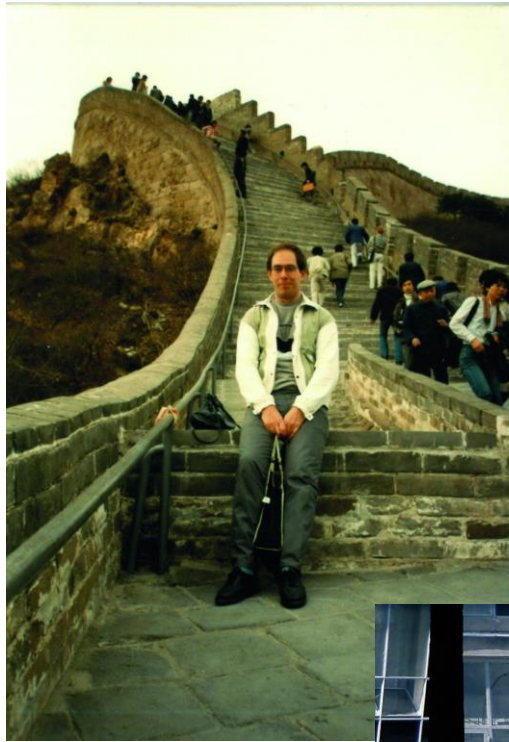
Managing Director of Babor Cosmetics in 1985



1985 in Singapore and Elka with her sons



1986 Great Wall . Japan . China . Janina Wroclaw



Babor International – in Korea and 25th Jubilee



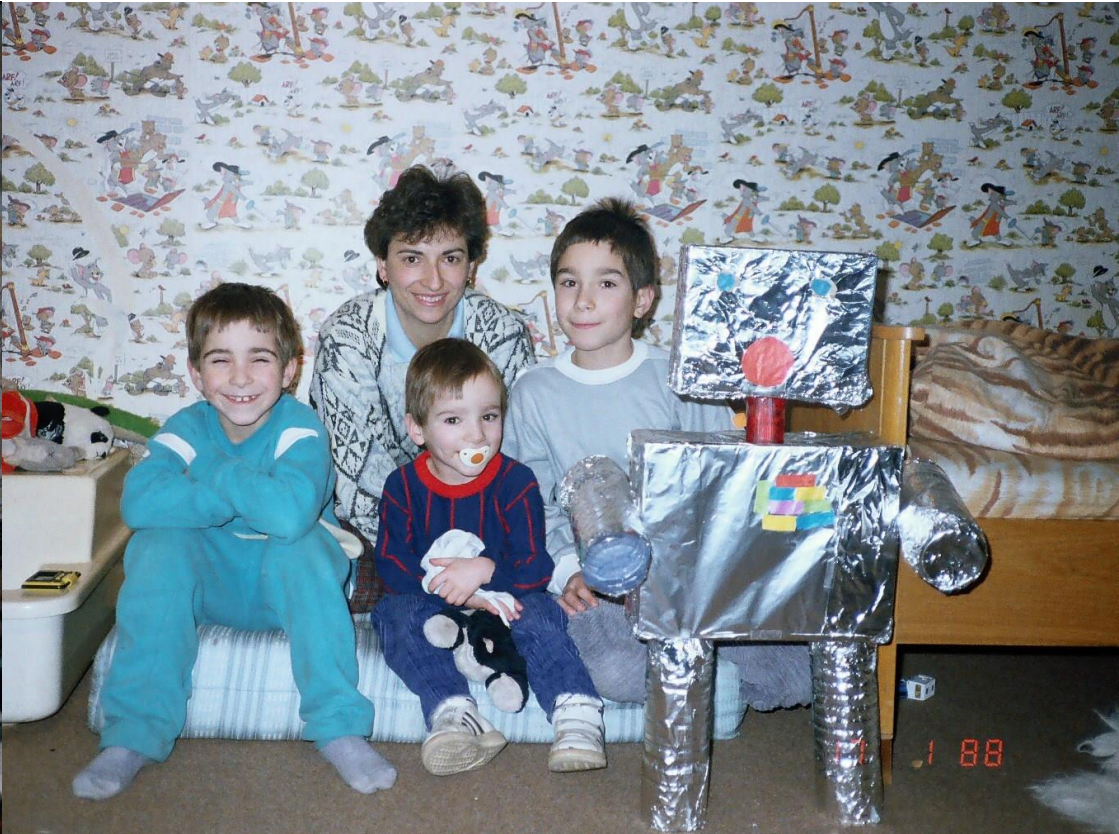
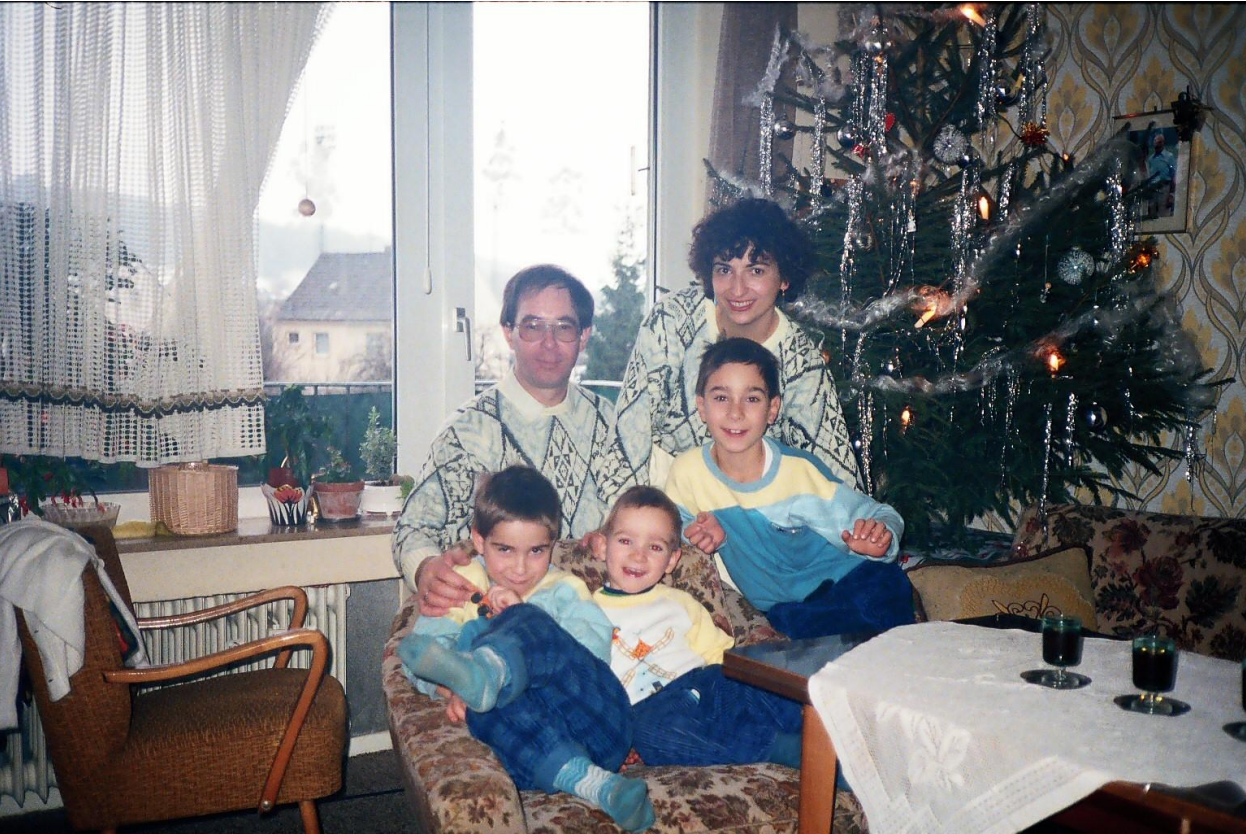
US Meeting Minneapolis 1988 – International Team in Vaals



Reinhard Communion in 1988



Christmas 1988



With friends from our village and children growing up 1989



Holiday at Balaton – 1988 with Beatrice Kocsis



... and once more in Tihanyi in 1989



Visiting Balaton again – with Claudia (opening of the wall)



Babor Int'l Meeting in Bologna 1986 (Tschernobyl)



1986 – Kalju Kass and Nikolai in Tallinn – Elka and kids



Babor Meeting 1987 Aachen – Distribution Japan



1988 Babor int'l Meeting in Athens



Memorable visit in New Zealand – Noel Turner 1989



1987 Touring the USA for distributor's visit including Hawaii



Sint Maarten in the Carribean - 1988



University and the first steps of a professional career

From University straight to a
Professional career
1967 - 1997