



**Flexibility, opportunities, innovations**

## EDITORIAL

Dear friends of BIW,

The customer magazine BIW COMPACT appears three times a year and provides you with information about the latest developments in our company, about organisational changes and changes in personnel, but predominately about new products and trends in cable protection systems, silicone extrusions and mouldings, in fibreglass insulation hoses, seals and textile-reinforced high pressure hoses.

The increasing dynamic of the markets together with our high degree of flexibility produce interesting innovations, which we would like to introduce to you. You can be sure to receive high quality, future-oriented products from us at all times.

This edition focuses on our 40-year company anniversary and our move to the new production premises for the manufacture of silicone injection moulding.

We also introduce you to a newly developed cable protection hose and provide you with impressions of our management workshop. It was again based on the philosophy of KAIZEN – the continuous improvement of processes due to involvement of all employees, their expertise and their many great and small ideas.

Pleasant reading

Ralf Stoffels

Dr. Markus Wiethoff



## 40 YEARS BIW – A TRUE SUCCESS STORY

Today, BIW looks back on 40 years of experience in the manufacture of products made of silicone rubber. With a celebration we would foremost like to thank our now more than 300 employees.

Werner Stoffels, the senior director, founded the company in 1971 together with his partner Gerd Oberhoff and began specialising in the processing of silicone in 1972. He is about to celebrate his 80. Birthday and still assists the young developers in the BIW Technology Centre with his immense experience.

The application of technical textiles, predominately for cable protection systems in the motor vehicle construction, developed parallel to the processing of silicone. Today, the automotive sector is the strongest segment of BIW next to household appliances and electrical industry or heating and energy technology.

The company, which is managed by Ralf Stoffels and his partner Dr. Markus Wiethoff in the second generation, has become market leader by processing more than 3,000 tons of silicone and has a solid foundation due to its broad portfolio.

Thus, today's range also includes the development of seals, textile-reinforced hoses and profiles for medical technology, the pharmaceutical industry and aviation. BIW is represented in the latest generation of airplanes, i.e. the Airbus, as well as in modern dialysis machines.



We consider our success factors to be our comprehensive service, customer specific solutions and a great level of flexibility. All areas of our management are certified according to international standards and we continue to satisfy the increasing requirement of our international clients quickly and reliably.

Challenge our team in production, development and customer service with enquiries and tasks.

\_\_ RALF STOFFELS

## NEW PRODUCTION PREMISES FOR THE BUSINESS UNIT SILICONE MOULDINGS

Securing jobs and the economic future of the Ennepetal area with the expansion of the mouldings production to more 3,000 m<sup>2</sup>.



Dieter Scollick,  
Production Manager Silicone Mouldings

Since the beginning of the year the injection moulding machines for silicone mouldings are again running at full capacity. Following the move to a modern new building, 40 employees under the guidance of Dieter Scollick now produce customer-specific mouldings.

In both procedures the connection and subsequent vulcanisation of the silicone occurs under heat supply. The LSR injection moulding process permits a high degree of automation, partially with direct injection, in utmost quality. This enables us to perfectly plan customer-specific projects and produce them in small, medium and large series at a good price-performance ratio.

One important consumer of LSR parts is the automotive industry, for which e.g. plug seals for cable sets and electrical distribution systems are produced. BIW is also strongly represented in the household appliances and electrical equipment sector. Further areas of application include the lighting and electro industry as well as the energy sector, for which the excellent thermal and mechanical characteristics of silicone are ideal.

The positive development of this sector and the extraordinary growth of BIW resulted in capacities of the old location becoming insufficient. Thus, at the beginning of 2011, the management decided to move the production of the mouldings out of the main factory: an investment of more than € 3.5 million.

The new hall is now home to production on 365 days a year in 3 shifts. To be able to process the increasing demand also for the international clients in an even more flexible and faster way, a modern, scanner-operated high rack store with 756 storage spaces was established. It also independently handles the entire incoming and outgoing goods for mouldings.



Optimally positioned: 25 fully automated Arburg injection moulding machines are available

The modern EDP-supported production control system is a further innovation. It communicates in real time with the machines and delivers information regarding the progress of the production up to the second. This considerably improves the entire planning process.

The strategic orientation for silicone mouldings was also newly organised. Sven Braatz supports the team of Dieter Scollick as sales manager and project manager for moulding products. In addition to that he is commercially responsible for the entire business unit.

### Where are silicone mouldings applied?

BIW processes 3,000 tons of silicone every year. The business unit Mouldings hereby draws on extensive experiences and predominately uses Liquid Silicone Rubber (LSR). For many years now it is also possible to inject high consistency rubber (HCR) or to produce products in semi-automate machines or transfer moulding systems.

The developers of the internal Technology Centre assess the characteristic requirements and implement also those customer requirements which seem impossible at first glance. This facilitates the creation of electrical-conductive material or magnetic silicone compositions.

Combinations of self-adhesive silicone and plastic compounds are also very popular. BIW develops overmoulded parts based on integrated tool systems and realises individual serial production automatically or semi-automatically.

Would you like to find out more? Just call us and we will develop an optimal solution also for your project.

— SVEN BRAATZ



The team of the silicone moulding business unit

### Application examples for silicone mouldings

#### Automotive:

- Seals for hybrid technology
- Vibration dampers for power boards
- Connector seals
- Battery end plates
- Components for electro vehicles

#### Household appliance industry:

- Sealing elements for coffee and espresso machines
- Riser connections for drink vending machines
- Seals for hotplates and thermos flasks
- Sealing systems for steam irons
- System solutions for microwaves, steam cookers, ovens and cooking pots

#### Medical technology:

- Bellows
- Handles for surgical instruments
- Dialysis caps
- Filter-proof hybrids for dialysis
- Heated ventilation tubes

#### Aerospace Engineering:

- Cable protection-systems for Airbus A 380
- Seals for galleys





**New production site**

## MEDICAL-TECHNOLOGY-ORIENTED PRODUCTS FOR SILICONE MOULDINGS

An electrode belt for intensive medicine represents one example for the innovation force of BIW.

Increasing demand and the flexibility in the technical implementation have allowed BIW to constantly improve the production sector for medical technology oriented products during the last few years. Due to our extensive experience with customer-specific projects in medical technology we are able to offer our customers special products and broad know how.

Medical technology oriented products are principally subject to special diligence regarding procurement, production, handling and processing. All BIW employees have made this their objective and implement the specifications with absolute care and a special sense of responsibility.

Among other, this includes a project which BIW has realised in 2011 with the customer Dräger of Lübeck,

an internationally leading company in medical and safety systems. An electrode belt for the intensive medicine sector was created in close cooperation between development, production, sales and the customer. The product is utilised for the measurement of air distribution in the lungs of artificially ventilated intensive care patients and comprises special and very elaborate production processes. The belt is available in 5 different sizes (S/M/L/XL/XXL) and colours.

BIW produces medical devices exclusively under controlled conditions, certified according to DIN EN ISO 13485. As well as the demand for high product quality we furthermore create trust due to a Management System according to the principles of ISO 9001 and ISO/TS 16949 and are also certified according to ISO 14001 (Environmental Management System) and ISO 50001 (Energy Management System).



*Application example © Drägerwerk AG & Co. KGaA, Lübeck*

In the business unit of mouldings we will invest in further technologies also in future in order to comply with the demands of our customers. In future, we will be able to offer our customers the production in a clean room environment for the utilisation of silicone moulds in medical technology and applications in the pharmaceutical industry.

Constant improvement is our major issue!

— SVEN BRAATZ

### WELCOME TO THE TEAM: SVEN BRAATZ INTRODUCES HIMSELF

**NAME:** Sven Braatz

**POSITION:** Sales Manager Silicone Mouldings

**TITLE:** Diplom-Kaufmann

**EDUCATION:** Diploma in economics and social sciences at the University of Dortmund, since 01/2011 part-time-study in industrial engineering at the HFH Hamburg (University of Applied Science), Diploma: Bachelor of Engineering

**HOBBIES:** Golf, running, soccer

**FAVOURITE GERMAN SOCCER TEAM:** Borussia Dortmund

**OBJECTIVES AT BIW:** Improvement of internal and external communication, increase of customer retention and intensive support of customer projects from day one. Strategic realignment of the sector Mouldings, increase of market performance. Secure the BIW success in the future with a high-motivated Moulding-Team.



## FIT FOR THE FUTURE: WORKSHOP "LEADERSHIP GUIDELINES" WITH ACTIVE TEAM TRAINING

The workshop at the end of last year in the climbing hall „Wupperwände“ represented a true highlight for the leaders of BIW.



The first part of the workshop was conducted by the Deepwood-Profi team. Fun and excitement was guaranteed with the "Himmelsleiter" (stairway to heaven) and the "Brücke des da Vinci" (da Vinci's bridge). The difficult team tasks and neck-braking climbing exercises illustrated that better results are achieved when teams are cooperating.

The second part was held at the "ART Fabrik & Hotel". The former factory of family Friedrich Engels provided the perfect environment for creative ideas and goal-oriented strategies. Under the direction of Dr. Paul Compes of "Arbeitgeber Südwestfalen" (AGSW), who has been advising us in personnel development and personnel management for quite some time, the crew discussed the unique selling points and corporate culture of BIW and determined the "dos and don'ts".

The workshop was part of our personnel development concept, which provides us with the strength for the

challenges of the future. We can only improve our market position if the entire team of the family business feels integrated, is well educated and trained. The strategy "Fit for the future" also includes the training and handling instructions jointly established in the production sectors.

All measures for personnel development are based on the international standard "Investors in People" (IIP) and are aimed to establish a high-performance team in an increasingly multicultural society in order to successfully master the competition also in future. Shared ideals are the essential foundation for this endeavour.



— DANIELA LOMBARDI

### AUTOMOTIVE PRODUCT NEWS: FLEXTEx SK

#### Split, self-closing polyester hose with securing adhesive tape

The BIW-Flextex SK is an economical, abrasion-resistant cable protection for the medium temperature sector (150 °C) for quick and subsequent assembly. The securing of the ready-to-use cable harness occurs by way of double-sided adhesive tape. Examples for the application are the pre-wiring of the engine, the cockpit and seating area.



#### IMPRINT

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„We want to get to the top!“



### WOLFGANG MILICEVIC „MILO“

born on the 02.09.49, is an employee in production since 01.03.1976 and thus longest serving member in production

HOBBIES: Soccer, flea markets

FAVOURITE TEAM: FC Schalke 04

THE „APPLE OF HIS EYE“: Grandson Norman – who, at the age of thirteen, still spends every weekend with him

HIS GOAL: His grandson is to have a better life than him. To ensure this, Mr Milicevic turns up at his workplace every Saturday on top of his 40 working hour week and invests the additional income in the future of his grandson