



Flexibility, Opportunities, Innovations

EDITORIAL

Dear friends of BIW,

just a minute ago it was "welcome to 2014", and now we're already right in the middle of the new year. The first customer audits and also the periodic audits of our management system as per ISO14001 (environment) and ISO50001 (energy) are already behind us – once again with great success and good results.

But what will the new year have in store for us economically? After a growth in sales of well over 6 percent in 2013, we are perfectly optimistic and planning a similar level of growth for 2014 with our sales team. Our operational factors, from productivity via scheduled delivery date performance the rejects quota through to minimizing the quota of complaints, are to be actively improved in perfect keeping with the KAIZEN philosophy, in order to not only offer our customers top quality, but also an above average service – true to our very own claim: "When it comes to competence". The only thing we need now is that the overall economic development will play along, and all signals will be on "go" for the year ahead. It is with this in mind that we also wish you, the friends of BIW, a successful year in 2014.

Hoping that you will enjoy reading this latest issue, your


Ralf Stoffels


Dr. Markus Wiethoff



TRADE FAIR OVERVIEW FOR 2014

We are exhibiting for your benefit, in order to present our latest developments to you, and to solve technically demanding challenges in cooperation with you.

Hall 5 | booth H64

MedTechWorld
MEDTEC
Europe

Medtec Europe

Leading platform for medical technology
Stuttgart, June 3–5 | www.medteceurope.com

CWIEME Berlin

The world's largest international coil winding, insulation and electrical manufacturing exhibition
Berlin, June 24–26 | www.coilwindingexpo.com/berlin/

Hall 4.2 | booth 42F99

CWIEME
Berlin

Hall 8.1 | booth 323

InnoTrans


Innotrans Berlin

International trade fair for transport technology –
Innovative components, vehicles, systems
Berlin, September 23–26 | www.innotrans.de

IZB Wolfsburg

The International Suppliers Fair – Europe's leading trade fair for the automotive supplier industry Wolfsburg, October 14–16 | www.izb-online.com

Hall 6 | booth 6/205


IZB
CONNECTING CAR COMPETENCE

Hall B5 | booth B5-5314

Fakuma


Fakuma Friedrichshafen

International trade fair for plastics processing
Friedrichshafen, October 14–18 | www.fakuma-messe.de/fakuma/

Midest

The world's leading industrial subcontracting show
Paris (France), November 4–7 (booth no. TBA)
www.midest.com

Hall 6

MIDEST
4-7 NOVEMBER 2014 PARIS
The world's leading industrial subcontracting show



BIW EDGE PROTECTION PROFILES

Consistent further development of the product range for all conceivable applications.

Equipped with a great variety of different metal armours, from simple stamped and standard wire carriers via stainless steel through to sea water qualities for special deployment areas, everything is possible here.

The applications of our edge protection profiles range from "simple" industrial uses via the food industry, automotive, railway technology and energy through to aerospace technology. In all these areas, specifically developed silicone mixtures that have been tested and approved in keeping with industry-specific standards can be selected from the BIW range for creating edge protection profiles that are specifically tailored for your application. Conceivable in this respect, besides BIW's own stan-

dard range in a great variety of colours and materials, are also profiles and geometries that have been developed specifically for your application and upon your request. Co-extruded profiles with various Shore hardness levels and solid silicone/foam combinations are both being developed into edge protection profiles at BIW in cooperation with our clients, and in use around the world.

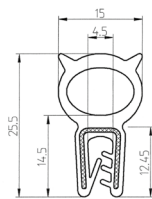
As a matter of course our edge protection range also includes the option of customization using one of our many different processes. The possibilities include the creation of frames in all manner of sizes and dimensions by means of film splice and gluing procedures as much as the injection moulding of preformed corners on the edge protection

profile ends, depending on the customer's wishes and field of application. We will gladly advise you in this respect, and identify the process that is optimally suited for your application. The latest technologies such as low friction surface treatment (LFS treatment) can be applied here for a top quality product, along with many other standards.

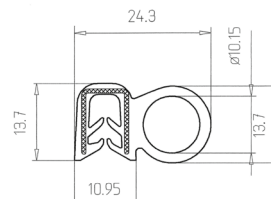
Please get in touch if you require more information or support for your project.

We would be delighted to help you.

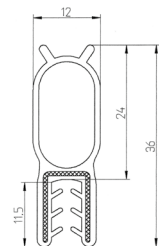
__ OLIVER BRASELMANN



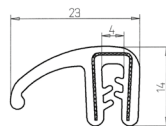
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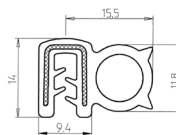
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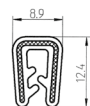
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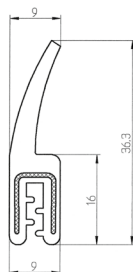
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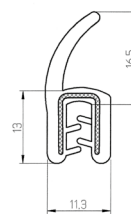
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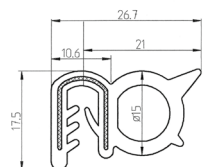
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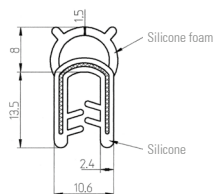
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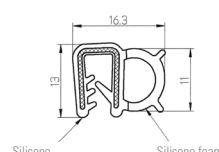
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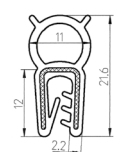
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BIW SILICONE DEVELOPMENT

Lubricious – non-adhesive – clean = LFS treatment

The challenge

Their surface characteristics make many silicone components sticky and liable to attract dust. This disadvantage markedly limits their application and use. The friction created by the sticky and adhesion-friendly surface of the components needs to be reduced and their surface needs to be cleaner!

The solution –

Low Friction Surface treatment (LFS treatment)

This new surface treatment ensures a reduced sliding friction.

The tribological effect is achieved by a targeted modification of the silicone surface. The silicone's technological properties (in mechanical as well as physical terms) remain completely unaffected by this. The surface modification will be retained to the largest extent throughout the lifetime of the silicone product.

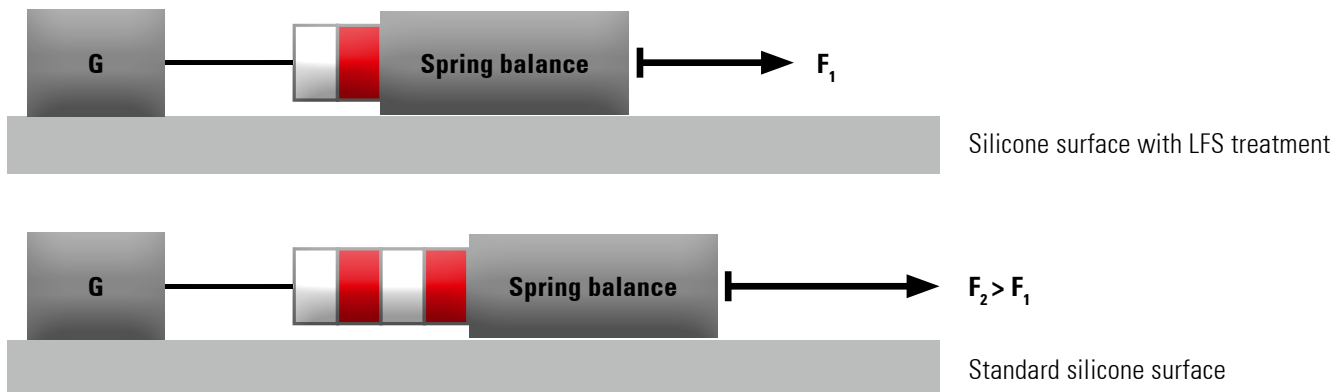
Conclusion

The haptic quality of the silicone is permanently improved. No more "slip-stick effect". Undesirable dust particles can no longer adhere or get stuck. This surface quality will also remain 100 % in place after several 100 autoclave cycles.

Applications of the BIW silicone surface treatment (LFS):

Problem	Solution by LFS effect
Difficult installation because of sticky surface	Surfaces slide better on one another, easier installation
Creaking sounds when sliding	Less static friction = reduced creaking sounds
Component slides too heavily on the sliding partner	Reduced sliding friction between the silicone and friction partner, less slip-stick effect in sliding motions
Small parts are difficult to separate before installation and tend to stick together. Disruptions in the assembly process lead to machine stoppages and rejects	Parts are easily separable and can be installed without problems
Many valves and gaskets get stuck in a closed position if they aren't regularly moved. They can then only be opened/loosened with difficulty as a consequence	Non-adhesive surface: valves will also open after long periods of being closed, gaskets are easily detachable from their counterparts
Stuck-on dust particles disfigure decorations, the visible parts of high-grade appliances, cables, keyboards, etc.	No more undesirable adhesion of dust particles. The effect is also retained after cleaning and sterilization. The visual appearance of the parts is upgraded
Not tight enough: gaskets get twisted while being installed because of their excessive stickiness	No more fuddle and twisting because gaskets slide on easily. More reliable tightness

— MICHAEL HAAS



G = weight dragged across the silicone surface

F = tensile force

Please contact our specialist if you have any questions: **Michael Haas**

Tel: +49 (0) 151 62 44 3668

E-Mail: mihaas@biw.de

BIW TEAMS SUCCESSFUL IN 1ST SCHWELM CITY RUN



Left to right: Thomas Bolossis, Dan James Lipat, Ina Stoffels, Siegfried Gmyrek, Karolina Onyszcak, Dirk Holstein, Anja Langner, Kim Siepmann, Peter Mathea



Left to right: Ina Stoffels, Dan James Lipat, Karolina Onyszcak

Just under 500 competitors were taking part in Schwelm's first city run in best weather. Three BIW teams dared to compete in the company relay over a distance of 3 x 1.7 km, and that with great success.

The **"BIW Turbos"**, featuring Thomas Bolossis, Kim Siepmann and Dirk Holstein, came in tenth place, the **"BIW Runners"** team with Peter Mathea, Siegfried Gmyrek

and Anja Langner came in sixth, and the **"BIW Sprinter"** team with Karolina Onyszcak, Ina Stoffels and Dan James Lipat even managed to take second place. The most original team around Lutz Stoffels with Christina Vossler and Mario Wilhelm had also been fielded by BIW, by the way. All in all a successful event and (virtually) everyone agreed that the BIW teams would also be competing again in 2014.

— ANJA LANGNER

ESTABLISHING A COMPETENCE PHILOSOPHY THROUGHOUT THE COMPANY



Trainer Wilma Werner

Very much in the spirit of its personnel management system, which is certified in accordance with the IIP (Investors In People) standard, BIW is also engaged in developing and implementing an IIP moderation standard in order to train the entire team in-house and attune it to the customer requirements of the future.

Based on an executive "commitment", success factors, best practices and proven tools are being collected, evaluated, combined and optimized as a basis for raising the general qualification level of BIW in individual trainings and regular workshops, as well as the weekly training meetings.

Selected employees with specific tasks learn moderation techniques they can bring to bear on the continuous improvement process. At the end of this long process, our customers will always be dealing with competent, trained specialists

from whom they can rightly expect top quality and a service that is markedly above market levels, with great consultancy skills, and also with the possibility of getting involved with development projects with our engineers and salespersons quickly and effectively. BIW is therewith already proactively counteracting the approaching shortage of skilled labour and other demographic factors at this early stage in a forward-looking manner.

The process is provided with specialist support by the regional employers' association AGSW, the training facility of the employers' associations, and TLM (team for solution management) coaching specialists. The slogan of the trainer in question is this:

"It is my aim to not only impart theoretical knowledge to my trainees, but also its practical application, while learning from them over and over again. I consider my seminars a success if my trainees leave it with a feeling that they can achieve their set objectives."

— RALF STOFFELS

IMPRINT

Responsible persons: Ralf Stoffels, Dr. Markus Wiethoff
 Editorial staff: Ralf Stoffels, Anja Langner, Michael Haas, Oliver Braselmann
 Layout and typesetting: lessingtiede.de

CONTACT

BIW Isolierstoffe GmbH
 Pregelstraße 5, D-58256 Ennepetal, Germany
 Tel.: +49 (23 33) 83 08-0
 Fax: +49 (23 33) 83 08-10

ONE NEVER LEAVES COMPLETELY...

Something of an era is coming to an end: Manfred Schönhöfer, vintage 1948, is going into his well-deserved retirement after more than 23 years in the field service, providing technical customer support for BIW across the entire south of Germany and in its neighbouring countries Austria and Switzerland.

Manfred had originally joined us from the engineering firm Göbel, at a time when electrical insulation materials still played an outstanding role at BIW, providing adequate justification for the term "Isolierstoffe" (insulating materials) in the company's name. Manfred has always actively supported the BIW's transformation from a classic manufacturer of electrical insulation materials into an all-rounder for extruded silicone products, pre-formed silicone parts and cable protection systems relied upon in virtually every industry today. It is therefore only consistent that the technical focus of his successor, Michael Haas, already introduced to you directly in the last issue of BIW, is on elastomeric seals



Manfred Schönhöfer



Michael Haas

and rubber-flexible preformed parts – be it in HTV or LSR.

Manfred and Michael have been paying joint visits to many customers for several months now, and from March the first the active support will solely reside with Michael, whom many of you have already been able to meet. But one never leaves completely, as the headline says. And so Manfred has opted for a gradual transition into (un-)retirement and will also continue to scrutinize offers, advise customers and stand up for BIW in future, even if no longer actively on site, but on the telephone from his home office, and with reduced working hours. His centre of gravity will then probably rather tend to be in his second homeland Sardinia, which is also the first homeland of his wife. We would like to take this opportunity to thank Manfred Schönhöfer for his many years of active and loyal commitment to a company whose success story he so decisively helped to shape all the way.

— RALF STOFFELS