



Flexibility, Opportunities, Innovations

EDITORIAL

Dear Friends of BIW,

Our times are becoming more turbulent and uncertain and the markets get even more global than ever before. And how is the medium-sized company, particularly the medium-sized family-owned company, the backbone of the German economy, supposed to plan for the future?

Flexibility and speed combined with quality and innovative force can, in our opinion, be the only sensible response to the current challenges.

In view of the increasing uncertainty and shorter planning horizons, BIW is not allowing ourselves to be hindered in investing in our location, in technology and in production capacities. New organisational concepts adapted to the speed of the market complement the investment measures that the BIW team have implemented in order to always remain the consistently most reliable and flexible partner for our customers.

Problem solutions in the areas of silicone processing, elastomer seals based on silicone rubber, cable protection systems and electrical insulating materials should therefore be given a name: „biw - when it comes to competence“.

Why not let this edition of “biw COMPACT” surprise you with information about all the things BIW is planning and implementing for our customers in accordance with global market needs.

Ralf Stoffels

Dr. Markus Wiethoff



BIW TAKES THE NEW INTERNET PAGE ONLINE

Admittedly the representation of competences and product solutions on the Internet had not been updated over the years, and lived up to neither the latest state-of-the-art nor did it sufficiently represent the full extent of the range.

But that has changed now: From 1st April 2015, BIW is online with a new website.

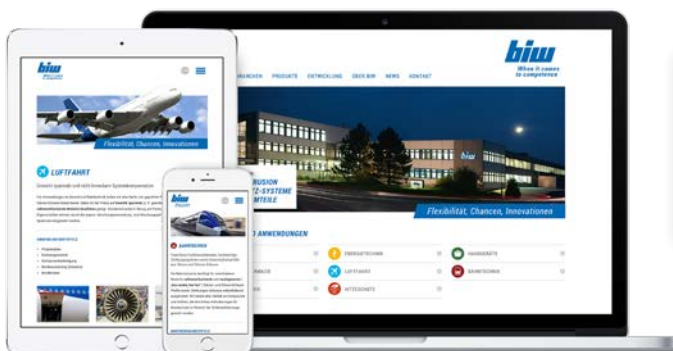
It is not just a modern design and clean layout which attracts the eye. It has also been optimised for all current stationary devices, and in particular, for mobile devices and adapts to the size of the display. We no longer only showcase the three most important product groups, **silicone extrusions, cable protection systems** and **silicone mouldings**. The homepage is designed for the user, the technicians and purchasers of our customers and offers application examples from the most important industries that BIW continuously supplies to.

We also cater to technical wholesalers. The “Industries and Applications” section offers practical examples of solutions in sealing technology, electrical insulation

and cable protection sectors. Whether it is a moulded part or an extruded product made of silicone, or a combination with technical textiles, the user is able to quickly and easily locate the appropriate product. And it is just as easy to find the right contact at BIW. Here, the focus is on the product developers who are able to employ our technical school and laboratories to quickly supply statements about resistances, specifications and usage temperatures.

Of course, the complete information about the history of BIW – which stretches back to 1971; about the location and partners, the company philosophy, the quality, environment, energy and personnel management, about certificates, current data and trade fair appearances and, last but not least, the regularly updated “NEWS” is available as well. Soon there will also be a product selector for cable protection systems, an interactive car in the automotive section, as well as a profile selector be available under silicone extrusion. All in all, it is well worth taking a regularly glance at www.biw.de.

__ RALF STOFFELS



www.biw.de/en





GOODS RECEIPT RELOCATED FROM SCHWELM TO ENNEPETAL

As of the start of year, BIW Isolierstoffe GmbH has a new goods receipt facility with a basic area of 1,800 m² on which a high rack warehouse with storage sufficient for around 2,000 euro-pallets has been installed.



ATTENTION

Goods receipt at
Weichselstraße 10

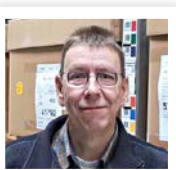
With the relocation of the warehouse from Schwelm to Ennepetal, all of the important stages in the value-added chain have been consolidated in Ennepetal.

As a result of the constant development of the entire company, the area available to us in Schwelm was too small and the logistical expenditure of material provision for production was too much. With an annual consumption of several thousand tonnes of silicone, millions of metres of glass silk and other raw materials by our production, it was obvious that the potentials for optimisation needed to be exploited. The previous warehouse in Schwelm was rented, the new warehouse, in Ennepetal is owned. Alongside logistical and ecological benefits, namely the reduction

of CO₂ emissions and transportation, the raw material no longer need to be moved multiple times and is directly available to production 365 days a year, at any time.

Another innovation is the EDP-supported warehousing system which represents the provision progress of raw material in real time. This makes it easier to control raw material supplies as well as increasing the scheduling accuracy for production. In addition, every raw material container is specifically included in the new WLAN-supported, scanner-based system for location and batch and is subject to constant monitoring.

The responsible management of the strategic new alignment of goods receipt is under the control of Dirk Gammeler who has taken on this new challenge, alongside his long-established tasks in purchasing, with great enthusiasm.



Dirk Gammeler

In addition: Alongside the 1,800 m² set aside for goods receipt, this new building also offers a further 1,800 m² for the expansion of BIW production. The first machines are ready and waiting to be commissioned. More are on order. This set the scene for further growth of BIW in Ennepetal.

— DR. MARKUS WIETHOFF



BIW INVESTS IN THE FUTURE

In March, the Southern Westphalian Industrie- und Handelskammer (Chamber of Commerce) in Hagen published an article about the company in their "Regional economy" section that we would like to share with you:

"In view of our uncertain times and turbulent markets combined with the globalisation of the economy, our constantly growing company, BIW Isolierstoffe GmbH, would like to speak out in favour of Ennepetal. Although we are active internationally and are expanding worldwide, we believe in Ennepetal", emphasises Ralf Stoffels, managing director and key person responsible for commercial activities.

On the occasion of the completion of construction of the expansion of Weichselstraße 8–10 (goods receipt, logistics centre and production expansion to 3,300 m²) Stoffels and his technical managing director Dr. Markus Wiethoff announced, at a press conference held at the end of January, additional new investments to the tune of 12 million euros in the stage of expansion at Memelstraße. "A four-floor building will house 10,000 m² of additional production space and as well space for the expansion of the technology centre with product development and technical school", says Ralf Stoffels.

Under the slogan **"When it comes to Competence"**, the Ennepetal-based world leader supplies silicone seals, hoses, profiles and moulded parts as well as cable protection systems to almost all industries and with a focus on the automotive industry, as well as household devices, energy technology and medical technology.

At company headquarters, customer-specific technical products are developed that form the foundation for the loyalty of more than 2,000 constantly purchasing international customers.



From left to right: Ralf and Lutz Stoffels and also Justus and Dr. Markus Wiethoff

Source: Stefan Scherer/Westfalenpost

This considerable range of products and wide distribution has resulted in a list of more than 145,000 articles and product variations produced at the Ennepetal site.

BIW is a proven typical medium-sized family company in the industrial manufacturing sector that is looking to the future and which has already introduced the next generation, in the sons of managing directors Justus

Wiethoff and Lutz Stoffels. "We have close links with the region even if, thanks to the market, we are now active with sites in China and Poland. At BIW we are a large family which currently has around 400 employees. Integration and understanding are a focus of the workforce which is made up of more than 25 nationalities", says Stoffels.

— ARTIKEL DER SIHK

NEW IN THE BIW SILICONE WORLD

A self-developed high-performance silicone compound with excellent natural rubber like tear propagation resistance and extremely high elongation of break is available.

Typical properties are:

- Temperature range: - 60 to + 200 °C
- Good transparency, can be coloured as required, no odour
- Hardness: 40 / 60 / 70 Shore A
- Tear propagation strength: 35 / 50 / 60 N/mm
- Elongation of break: 900 / 550 / 600 %
- Basic requirements: BfR XV "Silicone" FDA CFR title 21, part 177.2600.
- Determined on test plates 2/6 mm, vulcanised 5 min at 115 °C, tempered for 4 hours at 200 °C

Possible areas of use:

- Homecare consumer (baking moulds, drinks nozzles, teething rings, toys)
- Medical technology (hoses, catheter balloons, membranes, filter technology)
- Vehicle and machine construction (bellows, profiles, composites, also 2-component)
- Sealing technology

If you see a potential use for your applications, please contact us directly. We would be happy to help you with a solution.

YOUR CONTACT



Michael Haas
Sales Manager

Phone: +49 (0) 151 62 44 3668
E-Mail: mihaas@biw.de

SUCCESSFUL RE-CERTIFICATION IN ACCORDANCE WITH ISO 14001 AND 50001

The time has come again: After three years, the audit for re-certification in accordance with the standards for environmental and energy management were upon us. Whereas the environmental management system has been established at BIW for many years, the energy management system was established just three years ago, and has been constantly expanded over the subsequent years. Since the subjects often overlap, we planned to have both standards audited at the same time again.



The audit carried out by DNV GL saw two auditors visiting the company. These auditors were not familiar with BIW and first had to take a good look around in order to determine the current status of compliance with the specifications of the standard without prejudice. A three-day complete audit saw the widest variety of topics discussed and assessed.

Overall, the impression made was coherent one: The management system of BIW meets the requirements of the standard, and the auditors were able to see that the content of the standard is also implemented, for example, in the fact that the new buildings were designed with environmentally friendly and energy saving technology from the very beginning. The audit was passed without deviations and the comments made by the auditors in their report lend inspiration to new ways of looking at the topic, also in view of the upcoming new version of ISO 14001 which will bring about an adaptation of the management system over the next few years.

— DR. HANNS-WALTER TUNGER

BIW COMING EVEN CLOSER TO CUSTOMERS

At the start of the year, BIW modified the concept for internal sales. In addition to the existing structure, a project-oriented team has been created for the customers. The customer-oriented method of working ensures personal support during the entire lifetime of a project. This means that the internal flow of information from all areas of production, from development to completion will be controlled and communicated by a fixed contact.

This ensures that customers receive information first hand. The aim of this method is to shorten the runtime for projects by taking customer requests into account in a timely fashion.

Further steps to ensure customer satisfaction are in planning and we will inform you shortly.

— DANIELA LOMBARDI



IMPRINT

Responsible persons: Ralf Stoffels, Dr. Markus Wiethoff
Editorial staff: Ralf Stoffels, Dr. Markus Wiethoff, Anja Langner,
Dr. Hanns-Walter Tunger, Daniela Lombardi, SIHK
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