



Flexibility, Opportunities, Innovations

EDITORIAL

Dear Friends of BIW,

Another turbulent year with many exciting challenges nears its end. The current economic forecasts are being adjusted downwards for the euro zone, in particular, the Cologne Institute for Economic Research used the title "Company confidence is failing" in their autumn report for 2014.

But this is not the case for BIW: We take on the challenges and see ourselves not only well positioned for upcoming tasks, we are also fit and ready for the future with a variety of ideas and organisation measures.

These include investments in the most modern of production systems and capacity expansion.

The process is accompanied by a qualification and service drive in order to give our customers from all branches of industry the assurance that BIW is the right partner at their side when it comes to silicone or technical textiles. Innovative products that also meet the extreme technical specifications of our customers enable us to look optimistically towards the future in 2015, regardless of the economic surveys.

With this in mind, please enjoy reading this edition of "BIW COMPACT". We wish you a good, and above all, healthy start into 2015.

Ralf Stoffels

Dr. Markus Wiethoff



BIW INSULATION AND SEALING TECHNOLOGY (KUNSHAN) CO. LTD.

BIW has successfully established a company in Kunshan, in the province Jiangsu, located between Shanghai and Suzhou, in the economic region of the Yangtze Delta, one of the regions of the world with the most dynamic developments.

relevant country and with employees sharing the same cultural background.

From the second quarter of 2015, our existing customers, and all new customers in China will be served by a competent sales service on site, providing offer and order handling in the currency and language of the country along with the technical manufacturing competence and storage capacities of the factory in Kunshan.

This enables BIW to take a further step towards establishing an international presence on-site in the most important markets, in the language of the

This is a great and important step within the framework of the business development process which will soon continue with further involvement by BIW: In this way, BIW not only secures jobs long-term at home, the company is also expanding worldwide with new technologies and products, with a particular focus on markets with strong economic growth.



__ RALF STOFFELS



THICK-WALLED GLASS-SILK HOSE FROM BIW TO PROTECT AGAINST MARTEN ATTACKS

The annual damage caused by marten bites is, according to the latest insurance estimates, up to 70 million euros. Particularly affected are safety relevant components in electronics, such as ignition cables, sensor cables and other cables for the lambda sensor.

BIW Isolierstoffe GmbH has developed an exclusive solution designed to combat damages caused by martens. This solution has also been verified by the only test institute existing in Germany. The effective cable protection and sustainable deterrence for martens preventing contact with the protective hoses of the **THERMOFLEX-RI MARDER** series has been confirmed by an appropriate report and test certificate.

The effectiveness of the cable protection hose made from thick-walled E-glass fibres is ensured by the special construction and impregnation with silicone resin. The traditionally used hoses with an elastic, flexible surface display no deterrent effect in direct comparison.

The **THERMOFLEX-RI MARDER** is a serial solution that has been selected specifically for car-sharing applications. Vehicles that are used by ever changing drivers have an urgent need for marten protection. When the vehicles are parked in green belts or away

from inner city parking areas, an increase in damages is likely to occur.

Alternatively, the protective hose is also available in a variety of versions with extremely durable aramide fibres. The suitability of these hoses has also been tested and certified externally by the testing institute. Hoses with an aramide base are selected for impact protection or for crash-relevant installation situations. They thus offer a further expansion of the BIW product portfolio and are multi-functional in use.

An individual information package containing data sheets, test results and release documentation can be compiled for you on request.

— DIRK HOLSTEIN

Left: **THERMOFLEX-RI MARDER**
Right: **THERMOFLEX-RI DUO MARDER**

YOUR CONTACT



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CEOSIL – THE ANTIMICROBIAL SILICONE

The risks posed by bacteria are increasingly affecting our day-to-day life. Whether in hospitals, care homes or doctor's practices, in the food industry or in our public and private lives. The specific problems caused by bacterial contamination are taking on increased significance with regard to our health.

These germs and bacteria are transferred in the simplest of ways, by our hands. Every door handle we operate, every surface we touch, every time we shake hands, harbours the risk of germs and bacteria being transferred, with potentially disastrous consequences.

How can we reduce this risk? First and foremost, thorough and consistent washing of hands. But – hand on heart – the potential for improvement in hygiene is still not yet exhausted. If only there were a surface that had an effective and sustainable antimicrobial effect, counteracting the growth of germs with no ifs or buts, and which even killed off the germs, significantly reduced the risks of bacterial contamination and the distribution of such.

Equip suitable surfaces for upgrading, such as door handles, handles and other points of contact, with **CEOSIL** the antimicrobial silicone from BIW, and you obtain the desired effect to combat bacterial risk.

What is CEOSIL?

CEOSIL is a mixture developed by the BIW-Technologiezentrum on the basis of a high temperature vulcanisation silicone (HTV). The silicone, with its very good flexible material properties, is enhanced by the addition of qualified additives to make an antimicrobial silicone. These additives are, unlike in the past, not based on silver ion and thus lead to an extremely effective and sustainable effect. The Institut Hohenstein has, among other things, provided proof that **CEOSIL** reduces both the Staphylococcus Aureus (MRSA) strain of bacteria as well as Pseudomonas within 24 hours from CFU > 400 to CFU < 3 (CFU = colony forming unit).

Where can **CEOSIL** and its bacteria reducing/killing properties be sensibly used?

- Door handles can be given a cover made from **CEOSIL** hose
- Door, window and ventilation seals can be made from **CEOSIL**
- Pipelines for water transportation (sanitary)
- Moulded seals (currently in development) in water mixing taps are made in **CEOSIL** quality
- Seals and pipes in the waste water systems are equipped with **CEOSIL** antimicrobial properties

- Levers, handles, brackets and other points of contact are sprayed with **CEOSIL** (currently under development)
- And much more

Now it's your turn. Talk to us, we are happy to advise you.

— MICHAEL HAAS

YOUR CONTACT



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The entire BIW team wishes you and your family a Merry Christmas and a Happy New Year!

BIW LOOKS BACK TO SUCCESSFUL TRADE FAIR PARTICIPATION IN 2014



MEDTEC Europe

The International Exhibition for
European Medical Device Manufacturers



MSV
29.9. - 3.10. 2014
International Engineering Fair

MSV Brno

International Engineering Fair in
cooperation with our partner EBK



CWIEME Berlin

The world's leading event for coil winding, electric
motor and transformer manufacturing technologies



IZB Wolfsburg

The leading European trade fair for the automotive
supplier industry



InnoTrans Berlin

International Trade Fair for Transport Technology



Midest Paris

The world's leading industrial subcontracting show



Fakuma Friedrichshafen

International trade fair for plastics processing

As you can see by the variety of trade fairs we participate in, BIW has a versatile
production programme that can be used in just about any sector of industry.

Do you need support for a new or existing project? Speak to us!
Our competent BIW team is ready to be challenged by you.

IMPRINT

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*When it comes
to competence*