



Flexibility, Opportunities, Innovations

EDITORIAL

Dear partners and BIW friends,

As 2015 draws to a close, we take this opportunity to look back on our achievements and the outlook for the future. The positive development of BIW has remained constant over the course of the year, but has also shown that thanks to the 450 employees we now have, we are in need of new organisational structures. This structural reorientation will be one of the key tasks to be tackled in the new year. We will be specifically forming smaller, more effective units in all three of the large production areas, these will then be headed by team managers. This process will be accompanied professionally in order to ensure that, at the end of the procedure, our customers will experience a tangible increase in flexibility and reliability as well as improved service. The team managers will be subject to an internal selection process and training programme.

Increasingly turbulent sales markets and international competition are also making future predictions more and more difficult. But here we will not just be taking the organisational approach, we will also be employing additional technical development in the sectors of silicone elastomers and textile technology with a focus on cable protection systems, extrusion and LSR moulded parts.

Sufficient demanding and forward-looking projects are in the pipeline to ensure that we will continue to grow in 2016 as well.

Ralf Stoffels

Dr. Markus Wiethoff

BIW SILICONE PROTECTS PEDESTRIANS

The ever increasing road traffic volumes and the challenges posed by almost noise-free electrical vehicles, have resulted in a number of innovations in vehicle safety systems. The protection of the people inside the vehicle has constantly been further developed and optimised over recent years. Due to legal requirements and adaptation of the Euro rating, the protection of pedestrians in traffic is going to become a key focal point in future.

Active sensor systems in the front section of the vehicle are designed to improved safety. Airbags in the bonnet will be controlled by highly accurate sensors in the bumper. In the event of a collision, the airbags under the bonnet are triggered and the pedestrian is transported over the raised bonnet. Control of the sensors must be executed by way of an extremely precise and safely functioning system which is effective in all environments.

As a high-performance elastomer, silicone is predestined for this task and for meeting the increasing legal requirements. Silicone is not sensitive to environmental influences, but is both media-resistant and displays precise and constant behaviour over an extremely wide range of temperatures.

The impulses for the activation of the acceleration sensors in the bumper are accordingly transmitted with maximum precision. Silicone piping is used since it provides a constant wall thickness in a low millimetre range, thus effectively bridging the gap between

reliable transmission of signals and mechanical robustness.

Depending on the project requirements, this piping is available in various Shore hardnesses and colours and produced on certified machinery. When it comes to production, BIW relies on the competence gained in the manufacturing of medical products, coupled with the long-term requirements of TS16949 as determined in-house. The comprehensive manufacturing testing and inspection spectrum has also been established and optimised for this purpose. Additional thermal tempering is used to ensure complete vulcanisation and any volatile, and thus disruptive, constituents are safely removed.

The packaging system is carried out in accordance with customer requirements, optionally also in ESD packaging. The piping is available by the metre, or in project-specific lengths by way of optimised cutting technology.

The BIW team will be happy to advise you with regard to your tailored project requirements.

— DIRK HOLSTEIN



A GIFT TO ALL CUSTOMERS

BIW puts their own mould testing department into operation

In November of this year, BIW put four fully equipped extrusion production lines into operation designed for the sole purpose of initial sampling. The optimisation of details will continue to the end of the year in order to fulfil a long-awaited desire in time for Christmas, to offer our customers a special gift - namely improved performance in the development and creation of new profile contours.

The technical equipment of the four extrusion lines matches our series production lines precisely so that all testing on the new systems may simply be transferred over to the production systems. This is not just a technical advantage, this is of particular significance for formal reasons also. When it comes to quality, the new products in the pilot batches made on the serial production lines will also meet the standards to be fulfilled from a formal point of view.

The design of the new testing department enables us to increase our ability to deliver serial jobs as well as increase the speed in the implementation of testing and thus offering our customers improved performance. Serial jobs can be planned and implemented better since they do not need to be interrupted for testing purposes. After all, no-one is able to predict precisely how long this process will take. The installed technology means that we are able to carry out around 95 % of all testing (extrusion horizontally and vertically, as well as foam extrusion and co-extrusion).



The testing department will be managed by Dirk Huwald, the most experienced extrusion specialist at BIW. His team includes other experienced specialists for extrusion as well as the entire tool construction process, who have previously also been responsible for the creation of extrusion tools and the qualification of such on the machines.

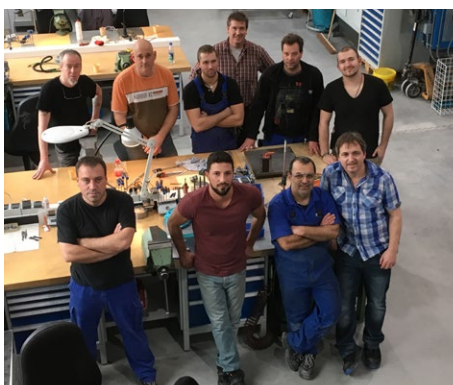
Organisational adaptations for efficient testing procedures go hand-in-hand with technical measures, ranging from the manufacturability assessments to offer creation



and through to the delivery of the new profiles with the required documentation such as EMPB or PPAP.

We have made it our aim to implement every new profile for our customers in good time. We are already able to make one promise with regard to this high quality claim: We will be working to be best of our abilities to ensure we achieve this goal. Please lend us your trust in 2016 too.

— DR. MARKUS WIETHOFF



FACTFILE

NAME:	Dirk Huwald
POSITION:	Head of project management, testing department
EDUCATION:	Process technician for plastic and rubber technology, master of plastic and rubber technology, quality inspector
INTERESTS:	Football, travel, reading
GOALS TO ACHIEVE AT BIW:	To make every product available to the customer smoothly, and on time. To enthuse the customers with quality and precision.



HOT WATER AND KTW

A sure thing with silicone piping of quality type **SANIBIW WB**

In November 2015, BIW finalised a successful own development with a certificate from the Hygieneinstitut in Gelsenkirchen. With the designation, SANIBIW WB, BIW is now able to offer silicone piping which meets all of the categories of the current KTW (Kunststoffe und Trinkwasser/Plastic and drinking water) guideline of the German Federal Environmental Agency (Umweltbundesamt) for cold water (23°C) and hot water (65°C). This includes the first and most critical category "Pipes < 80mm". For this category, the relationship between volume and surface is most unfavourable for migrative constituents from silicone into the drinking water.

BIW has succeeded in developing a mixture which meets the strict requirements of the KTW in this category. The Hygieneinstitut has, to this end, issued an appropriate certificate in accordance with the analysis and test report. What is special about the SANIBIW WB is the fact that the price-performance ratio is convincing since the own development uses a platinum-catalysed integration system which enables an economic advantage over the current benchmark.

Silicone piping of quality type SANIBIW WB may now be used, with KTW approval, for many drinking water applications. These include, for example, connection pipes in large kitchens, shower pipes in sanitary areas plus

special feed pipes in the food industry. The specifications in this application also increasingly demand the fulfilment of the KTW guideline for pipes < 80mm in the hot water sector. Materials such as EPDM or PVC are not longer able to meet these requirements. Silicone piping of quality type SANIBIW WB offers a clean solution.

Colours and reinforced pipe systems are no problem for BIW, since the materials used by BIW are qualified accordingly. FDA and BfR conformity is one of the basic requirements for KTW applications and this has naturally been taken into account. The recommended polyester to be used as armouring material is designed specifically for KTW applications. For any additional questions with regard to potential versions, please get in touch with your contact person.

With silicone pipes of quality type **SANIBIW WB** you are always making a good decision when it comes to KTW applications for the hot water sector.



BIW – WHEN IT COMES TO SPORTS

A lot of fun was recorded at the badminton competition at *Sports Up* in Schwelm, where every BIW employee is able to do sports free of charge.

And the new players also got to find out more about the sport. Alongside a wide range of courses, fitness and weight-training equipment and much more, *Sports Up* also offers all employees of BIW a personalised advice with regard to fitness, health and nutrition. In addition, the badminton courts and rackets are available to all.

— LUTZ STOFFELS



SAYING GOODBYE TO MR. KRISHNAMOORTY

BIW says goodbye to colleague Krishna Krishnamoorthy, who takes his well-earned pension at the age of 65 after 25 years with the company. We would like to take this opportunity to thank him for his dedication and to wish him the best of luck and health in his new life.



WE WOULD LIKE TO WELCOME MR. WADEER FROM AFGHANISTAN

We were not the only people touched by one of the key topics of this year, the unexpected volume of refugees and we asked ourselves what could we do, not just privately, but as a company, to provide support and assistance. So when we were asked in August whether we would be able to take on Mr. Wadeer, a young Afghan refugee, as an intern, our answer was an immediate and resounding Yes! Even during the course of the internship we could tell that Mr. Wadeer could see a professional future at BIW and we could see an employee with potential for development. But we had not realised that the bureaucratic obstacles in our path would be quite so complex. After personal involvement from our Managing director Ralf Stoffels and Melanie Beinert, the departmental head for languages at VHS Ennepe-Ruhr Süd, we are pleased to now welcome Mr. Wadeer as a member of our team since November. We wish him a good start in his new professional life and are pleased he will be starting his training as process technician for plastic and rubber technology with us as of August 2016.

— NADINE HALLENBERGER

OUR CURRENT WEB TIPS

BIW PRODUCTS ON THE CAR

Our homepage offers an interactive representation of a large selection of products and cable protection system which are, among other things, used in vehicles. Shortly, the interactive car will be enhanced to include items from the extrusion and moulding departments.

BIW PRODUCT SELECTOR FOR CABLE PROTECTION SYSTEMS

With our new product selector you can quickly and easily locate the right cable protection system for your needs.

Why not click and have a look!



www.biw.de/en/productselector-cable-protection-systems

www.biw.de/en/interactive-car



CELEBRATING THEIR ANNIVERSARIES



20 YEARS OF BIW

Ursula Bziuk, 23.10.1995
Ashfaq-Ahmed Mirza, 01.12.1995



25 YEARS OF BIW

Krishna Krishnamoorthy, 03.12.1990

IMPRINT

Responsible persons: Ralf Stoffels, Dr. Markus Wiethoff
Editorial staff: Ralf Stoffels, Dr. Markus Wiethoff, Dirk Holstein,
Nadine Hallenberger, Lutz Stoffels, Anja Langner
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