



Flexibility, Opportunities, Innovations

EDITORIAL

Dear partners and BIW friends,

Even when the economic horizon is characterised by low growth rates in the Far East and uncertainty in internal European markets, and dark clouds are starting to gather in the skies, we are nevertheless able to consider ourselves a broad-based medium-sized supplier to industry and specialists in the silicone-elastomer and cable protection niche of the market and are ready to tackle the challenges of the future.

Since coming standstill is generally equivalent to taking a step backwards, we have already started making new investments in productivity, capacity and in our manpower or human resources, as it is often referred to nowadays. In doing so, the concept of a learning company is our focus. We intend to develop further, both at the workbench and in management, and face up to the increased requirements of clients with regard to service, quality and speed.

This includes an internal attitude, a willingness to see change as an opportunity and the courage to break out of established structures and to modify them. A new management level in the productive departments, the team leaders, are currently being inducted and the roles will be filled entirely from our own team. This ensures that all manufacturing departments always have a competent internal contact available, even when employing multiple-shift operation.

Be inspired by our dynamics and promote us with your projects.

Ralf Stoffels

Dr. Markus Wiethoff



THE BIW SERVICE DRIVE

supports top-level quality requirements

Service quality gains considerable significance in view of the internationalisation of the markets and the ever decreasing cost/pricing advantages between the various providers. At BIW, we are working on re-defining service in the B2B sector. For demanding projects and interesting jobs, in particular, we are able to shine regardless of the volume. Our field sales consultation team offers technical experience and is supported specifically by a reinforced internal sales project team.

With the technical expertise of their contacts and the new investment in the mould testing department, BIW is the only provider in the silicone processing market to offer simultaneous serial production of new projects on serial production plants as well as client-specific development of profile contours. Narrow tolerances, accurate profile cross-sections, individual material compounds and complex tailored packaging are our specialities.

The mould testing department provides your initial samples with complete documentation faster. But also the through-put-time for standard serial-made products has been optimised in KAIZEN workshops. Under the sign of the "Roadrunner", we have defined internal "fast movers" and have shortened the overall process chain to an average of less than 10 working days, from the recording of the job through to delivery. Items like this are processed on redundant production systems with appropriately high output capacities that are equipped with very high flexibility by our staff. Our aim is to keep an eye on the market and to remain in close cooperation with our clients to ensure our joint success. With an improved service offering, aggressive tackling of technical challenges and the necessary flexibility that you would rightly expect from a medium-sized family company, you are our number 1 priority and we work hard to ensure that we are and remain your number 1.

__ LUTZ STOFFELS

PROTECTIVE SLEEVES FOR NO_x AND LAMBDA PROBES

Tried and tested quality, a million times over, from market leader BIW

BIW has been the key producer of (cable) protective sleeves for probe applications for decades. The performance of our manufacturing facilities is currently at around 1,500,000 metres per week. In this way, BIW proves its competence and is thus recognised as world-wide market leader in the silicone-coated glass silk hose product group.

At the headquarters in Ennepetal, the full range of specialist hoses is developed and manufactured. Depending on customer requirements and uses, the hoses are characterised by the following features, for example:

- Cost-optimisation by way of scalable textiles
Basic constructions
- As further development of braiding technology
BIW offers increasingly more cost-effective knitted and fine-knit solutions
- Very good compression in installation
- Excellent fulfilment of friction requirements
- Adjustable fire behaviour in accordance with customer requirements
- Very good high temperature resistance
- Maximum reduction of volatile silicone components thanks to subsequent thermal treatment
- Implementation of special requirements with regard to probe contamination and fogging by way of multiple coordinated temperature cycles, i.e. minimum residual migration
- Optimised talcum coating with high process security in accordance with the customer requirement and in line with the "as little as possible, as much as necessary" motto

Based on the decades of experience with our customers, we recommend the use of high temperature vulcanised silicone rubber. Hoses with high temperature vulcanised silicone rubber have excellent diameter consistency, an even distribution of wall thickness across the circumference, no particle adhesion and a smooth and spot-free surface. Based on the multiple stage manufacturing procedure in combination with internal compounding,

the typical silicone "stickiness" can be avoided and a consistent high puncture strength can be ensured without the limitation of material or manufacturing related holes. In addition, these high temperature vulcanised hoses are easy for the producer to handle and effectively processed.

In part, the probe department has been furthered by some OEM protective sleeves with LSR coatings (LSR = Liquid Silicone Rubber). Of course, BIW also offers products on the basis of this liquid silicone treatment in order to meet the market requirements of all customers. A range of LSR probe hoses is currently available with nominal widths of 3 to 16 millimetres. The currently specification requirements are thus easily met.

Probe hoses are experiencing a consistent increase in demand at BIW. And in order to meet both the increased quantities and the higher quality requirements, BIW is constantly investing in capacity and development. Alongside the current expansion of our knitting department with a capacity adaptation to include an additional ten production lines (see photograph), we also implement a range of measures to increase process performance and performance. With the KAIZEN and LEAN production tools at our disposal, we are also able to meet the economic requirements of the market successfully. Our development department is also working on new qualities and products for future probe applications.

The BIW team is happy to support you in new tasks with test samples, data sheets or additional measurements from our internal certified laboratory.

Why not speak to us and challenge our competences.

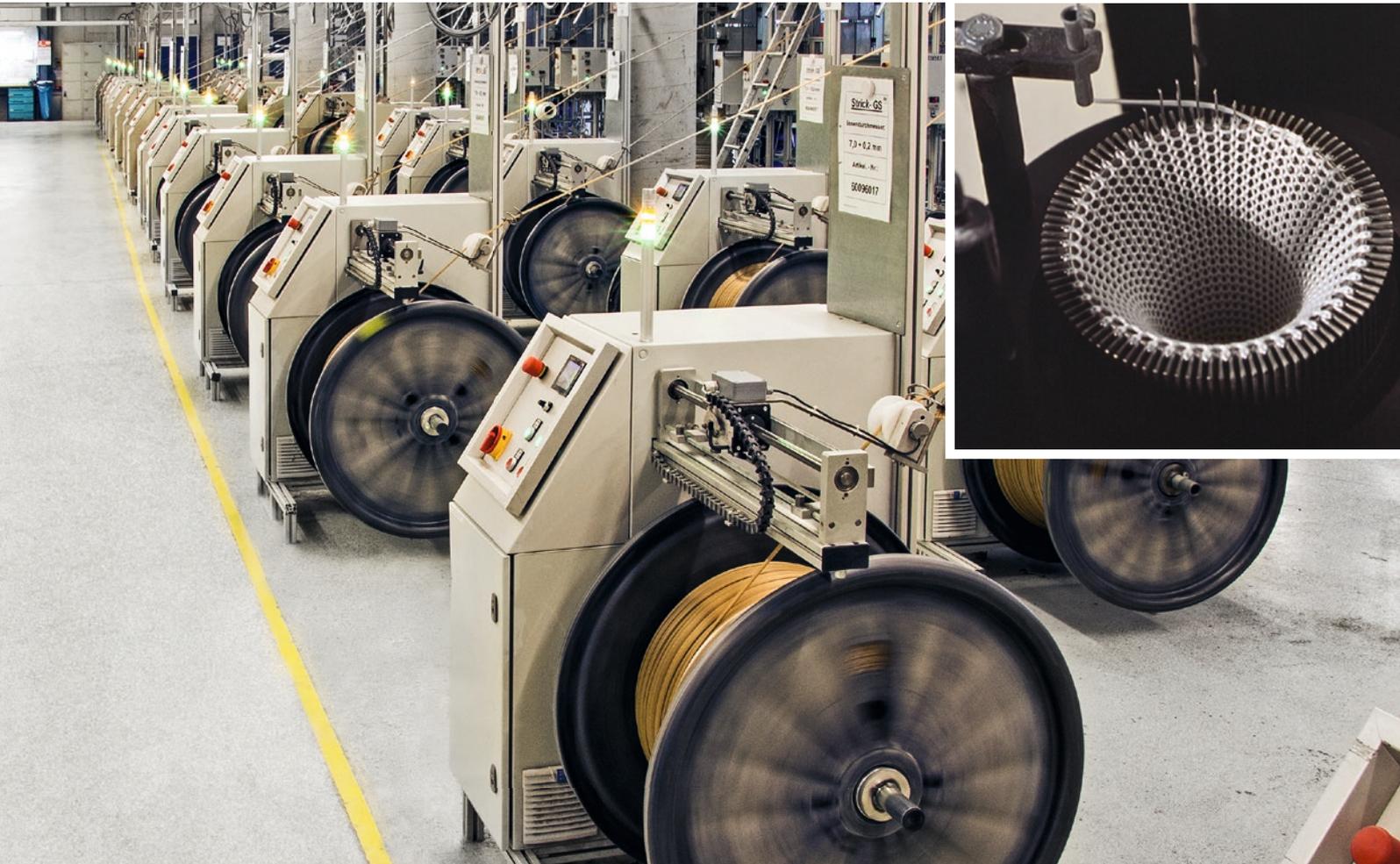
— DIRK HOLSTEIN



Protective sleeves for NO_x and Lambda probes



Protective sleeves for NO_x



ORGANIC GROWTH

for healthy company development

BIW, our customers and high-quality product specialties are all continuing to grow. With quality, technical competence, and a motivated team of employees, we are tackling the increasing requirements of the industry purchasing market. This includes, for us, constant re-investment in order to remain up to date with regard to process technology and a future strategy designed with longevity in mind. In company with sites abroad in China and Poland, the next stage of company expansion will take place at the Ennepetal site.

Management and leadership are planning, in cooperation with the newly introduced team leader level, how further growth is to be arranged in order to meet all customer wishes. The intended building will be a four-floor purpose

built facility for optimised production processes, capacity expansion and an extension of the technology store in the development department. The focus is on both the textile processes – braiding, knitting, weaving – as well as the elastomer-processing processes – extrusion, foaming, injection moulding and manufacturing.

A conference and training room will be the crowning glory of the new build, ideal for customer seminars and training. The completion of this large-scale investment on behalf of you, our customers, is planned for the end of 2017.

— LUTZ STOFFELS

TRADE FAIR OVERVIEW FOR 2016

We will be exhibiting for your benefit, to introduce you to our latest innovations and to tackle demanding technical challenges with you.



Medtec Europe, Stuttgart

Hall 5 | Stand 5B02

Leading platform for medical technology
Stuttgart, 12th – 14th April | www.medteceurope.com



Hannover Messe

Hall 16 | Stand 5B02

The most important industry trade fair in the world
Hanover, 25th – 29th April | www.hannovermesse.de



Innotrans Berlin

Hall 8.1 | Stand 119

Internationale Fachmesse für Verkehrstechnik (International traffic technology fair) Berlin, 20th – 23rd September | www.innotrans.de



Coiltech in Pordenone

Hall 9 | Stand D13-E18

The fastest growing exhibition for the electro-mechanical industry Italy,
28th–29th September | www.quickfairs.net



IZB Wolfsburg

Hall 6 | Stand 6203

The international supplier fair
Wolfsburg, 18th–20th October | www.izb-online.com



K Düsseldorf

Hall 6 | Stand numbers 6A33 and 6A15

The No. 1 in the plastics and rubber industry
Düsseldorf, 19th–29th October | www.k-online.de



midest Paris

World's leading specialist trade fair for the supplier industry
Paris, 6th–9th December | www.midest.com



RAINER KÄMPER TOOK HIS WELL-EARNED PENSION ON 29TH FEBRUARY

"BIW says goodbye to colleague Rainer Kämper, who takes his well-earned pension at the age of 65 after 35 years at 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."



ALEXANDER KINSVATER TOOK HIS WELL-EARNED PENSION

On 31st March, Alexander Kinsvater, took his well-earned pension at the age of 65 after 16 years at the company. We would like to take the opportunity to thank him for his dedication and wish him all the best in his new life.

CELEBRATING THEIR ANNIVERSARIES

25 YEARS OF BIW

Mariano Ichon, 1st April 1991
Manfred Schönhöfer, 1st January 1991

30 YEARS OF BIW

Ralf Anton, 6th January 1986

35 YEARS OF BIW

Domenico Masiello, 22nd January 1981
Rainer Kämper, 2nd March 1981



SARA-ANN BÖHLE M.Sc.

AGE: 26

STUDIES: CHEMICAL ENGINEERING WITH A FOCUS ON POLYMER SCIENCE AT TU DORTMUND

SINCE 2013 CONTACT WITH BIW

SINCE 1ST FEBRUARY 2016 WORKING FOR BIW AS ENGINEER IN DEVELOPMENT

WELCOME TO THE TEAM!

IMPRINT

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

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



**When it comes
to competence**