



Flexibility, Opportunities, Innovations

EDITORIAL

Dear partners and friends of BIW,

the risk-based approach of the new ISO9001:2015, which will also be reflected in the revision of TS16949, has shown us that so-called "interested parties" pay particular attention to the investment tendencies of mid-sized family businesses. Opportunities and risks are evaluated and the risks are minimized by preventive measures.

The investment activity protected in this way reflects the future viability of BIW and conveys a sense of security.

In this edition of our newsletter, we introduce some of the future investments currently being made in breadth of product variety, production facilities and technology as well as in innovative development projects.

We actively accept the challenges of the future and in so doing place particular emphasis on the requirements of our customers, as well as on those of our employees, those of the legislature and those of relevant social groups based on our management system, which is certified according to the latest standards.

BIW's management team hopes you find some interesting suggestions and that you feel certain you have the right partner.

Ralf Stoffels

Dr. Markus Wiethoff



EXPANSION OF HTV PRODUCTION IN THE MOLDED PARTS SECTOR

OPENING OF THE NEW CLASS 7 AND 8 CLEANROOM

A major project in the field of medical technology gives rise to a cleanroom of over 150 m², mostly for manufacturing breathing tubes and medical and pharmaceutical products.

Based on this positive development, the silicone molded parts division has been able to further expand the stock of LSR injection molding machines in the last few years, so that this includes 30 machines now.

This trend culminated around mid-2016 in BIW's construction of a cleanroom for a major project in the field of medical technology. As of now, BIW has a class 7 and 8 cleanroom conforming to DIN EN ISO 14644-2 for the production of silicone molded

parts that must comply with medical and pharmaceutical regulations and pharmacopoeias.

The cleanroom also has an injection molding machine and a medical annealing furnace, which are linked to this area from the outside. Employees thus move along the entire process chain in the class 8 cleanroom. Packaging takes place under class 7 cleanroom conditions.



Class 7 and 8 cleanroom conforming to DIN EN ISO 14644-2

WHAT ELSE IS NEW?

New opportunities through investments in HTV production machines for the field of corner crimping machines / HTV frame production

An alternative to the highly efficient, fully automatic operation of mass-produced products with liquid silicone is the employment of semi-automatic production of special part geometries. In addition to LSR processing, solid rubber (HTV) is also processed in injection molding. Depending on the quantity, geometry, volume or material requirement of the customer, a choice is made between the compression molding (HTV presses) and injection molding (HTV injections) technologies. Naturally, the automation, vulcanization time and material costs also play a role in the selection of the production technology.

Many strategic new projects and a rising increase in orders justify the expansion of HTV processing in the injection molding division of BIW. The product variety in HTV processing is also enormous and demanding. Predominantly, combination products are further processed in the HTV production unit, while extruded products, like profiles and pressure hoses, leave BIW in a completely assembled state. Edge protection profiles can also be further processed to form frames by injecting the corners.

Application examples include corner joint production for the production of frames for steam cookers or U-frame production for industrial dishwashers and systems from the field of cleaning technology. In addition, medical products having special material properties are manufactured from HTV, for example, with increased tear resistance for membranes in endoscopy.

Fast access times and extremely short delivery times set us apart!

We guarantee our customers maximum flexibility by using a three-shift model. Production at BIW runs five days a week, around the clock. What this means for you: short delivery times and fast response times!

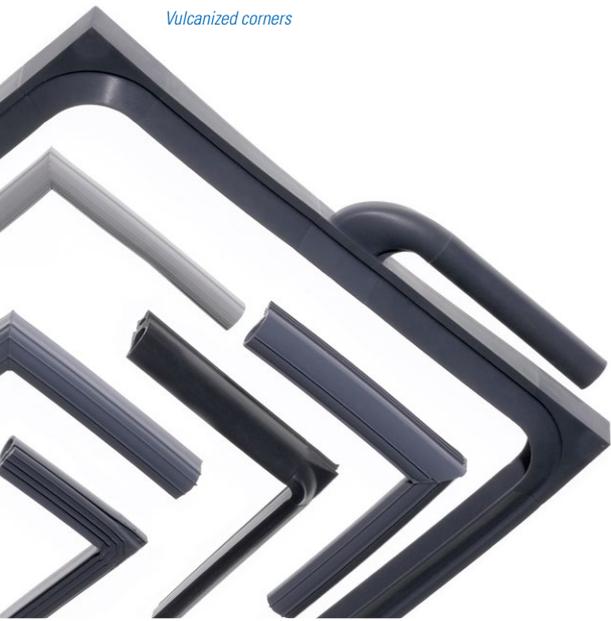
The molded parts team implements high-tech and economically efficient projects with particular challenges and special customer requirements. Do not hesitate to contact us if you feel the need! We look forward to receiving your questions about this topic.



Semi-automatic corner crimping machines:
BIW HTV processing for molded parts

— SVEN BRAATZ

Vulcanized corners



Steam cooker application example



YOUR CONTACT



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SILICONE EDGE PROTECTION PROFILES FOR SEALING IN THE RAILWAY INDUSTRY

What developer in the technical design of a seal hasn't ever been faced with the problem of figuring out how to seal something post-production or how to install another seal in the already fully developed installation situation?

BIW can provide assistance in the field of sheet metal construction: The solution is implemented via silicone edge protection with a lip or a hose design for the seal.

Because a wall thickness of 1 to 6 mm sheets is used in most sheet metal designs (housing/cover or door latch combinations), the U-profile edge protection can easily be attached to these strips. The U-area of the edge protection profiles is designed with a wire coil. The standard wire coil is made of steel, but one made of V2A may also be used by special request. The wire coil insert ensures a secure and firm hold on the strip. The clamping area can be designed for thicknesses of 1 to 6

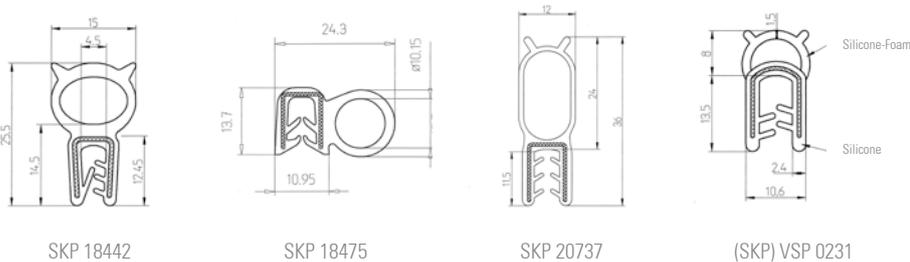
mm. The hose or lip area for sealing can be taken from the standard product range or manufactured according to the customer's specifications and installation space as a new tool in our own tool manufacturing department. The co-extrusion of silicone foam is also possible at low installation forces, which results in an enormous reduction of the closing forces and large tolerances in the lip or hose area. The U-profile is manufactured in, for example, 60 Shore, the foam area with a density of 0.35 g/cm³. It is also not a problem for BIW if you are unable to process bulk goods or wish to install a finished frame. We will manufacture the desired product for you in our assembly department with various butt or corner joint options.

The advantage of silicone when used in the railway industry is the material design in accordance with the current standard DIN EN 45545-2:2013-08, as a result of which the silicone can, in particular, be used in the interiors of railway vehicles.

Further applications also include air conditioning and ventilation technology as well as transition protection for sharp edges where a risk of injury would be present.

— MICHAEL HAAS

Sample geometries
Edge protection profiles



Are you looking for a particular edge protection profile? Use our silicone profile filter!

www.biw.de/en/silicone-profile-filter

PROVEN BIW ABRASION PROTECTION ALSO IN ELECTROMOBILITY

BIW also equips VW's electric models with self-closing Flextex hoses as abrasion protection. The sealable variant Flextex SK [SK = self-adhesive], which is already being produced, is being used in the VW e-Golf and e-up! models. The shade of orange (inspired by RAL 2003) was custom-developed to perfection through various stages of development to meet the VW color specifications even after temperature loading.

cessing without risk of injury. The hoses have good resistance to fuels and lubricants, water, cleaning agents and salt spray.

The fire resistance according to FMVSS302 as well as the outstanding abrasion behavior make the hoses in the nominal widths of 5 to 50 mm the perfect solution for retrofit installation. The PET hoses have continuous

temperature resistance up to 150 °C (briefly up to 180 °C) and are used as cost-effective protection for the assembled drive train at the leading OEMs as an approved solution.

— DIRK HOLSTEIN

Special BIW color fixation prevents a brown coating that is found in comparable products. The color advantages of the BIW solutions are impressively documented and highlighted in a report according to LV312-3 by an accredited laboratory. Soft edges ensure pro-



Flextex SK

YOUR CONTACT



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TRADE FAIR OVERVIEW FOR 2016

We are putting on a display for you to present our latest developments and take on technically demanding challenges together with you.



Innotrans Berlin
Hall 8.1 | Stand 119

International Trade Fair for Transport Technology
Berlin, 20th–23rd September | www.innotrans.de/en



Coiltech in Pordenone
Hall 9 | Stand D13–E18

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



IZB Wolfsburg
Hall 6 | Stand 6203

The International Suppliers Fair
Wolfsburg, 18th–20th October | www.izb-online.com/en



K Düsseldorf
Hall 6 | Stand 6A33 and 6A15

No. 1 in the plastic and rubber industry
Düsseldorf, 19th–26th October | www.k-online.com



midest Paris

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

CONNECTED TO THE OUTSIDE WORLD, CONNECTED TO YOU!

Social media and media presence in the public gaze.

Our company's use of the Internet makes benchmarking within the industry simpler and ensures that no trends are missed and that we are always at the forefront of technology. Developments in the raw materials market can be observed, and communication with new industries and areas of application becomes easier.

Customers also use the Internet, which ultimately means there is no avoiding using and operating an increasing number of platforms. Unfortunately, while this frequently makes processes more efficient for the customer, it places increasing demands on your own company in the supplier

industry. This is especially true if you are diversified and need to adapt the interfaces to the different online worlds of the various OEMs and market leaders.

Now you can follow us not only on our website, but also on various social medial platforms. With the creation of a Facebook page and the use of LinkedIn and Xing, BIW Isolierstoffe GmbH has created another link to the Internet. External communication is also extremely important for a manufacturing company like BIW Isolierstoffe GmbH. In addition to the website, various social media are also a helpful tool in this area. They are a far-reaching voice in

CELEBRATING THEIR ANNIVERSARIES

25 YEARS OF BIW

Martin Haas, 1st August 1991
Dirk Schneider, 1st May 1991
Regina Hetter, 19th August 1991



30 YEARS OF BIW

Hamide Yilmaz, 9th Juny 1986



BIW WELCOMES SIX NEW TRAINEES

Six new trainees set out on their path towards their future careers on August 1st, 2016

- **Laura Victoria Jahn** (training to become an industrial clerk)
- **Gzim Berisham, Halil Özkul and Ferdi Sari** (training to become a process mechanic for plastic and rubber technology)
- **Farhad Wafay** (training to become a mechatronics engineer)
- **Luis Kronenberg** (training to become an industrial mechanic)

We would like to extend a very warm welcome to our new trainees and wish them great success!

 fb.com/BIW-Isolierstoffe-GmbH-670561153108468

 xing.com/companies/biwisolierstoffegmbh

 linkedin.com/company/biw-isolierstoffe-gmbh

our current society and also make it possible for companies to publish small status updates about the progress of the company. Our goal is to provide you with up-to-date information, to be attractive in the job market and also give our employees the opportunity to identify with the company even better.

We look forward to welcoming you on social media.

__ LUTZ STOFFELS

IMPRINT

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