



Flexibility, Opportunities, Innovations

EDITORIAL

Dear partners and friends of BIW,

The markets are more dynamic now than they have been for many years. The economy is ticking over, raw materials are becoming scarce, commodity prices are rising internationally, and competition is also increasing, so that family-run small and medium-sized businesses are finding themselves struggling in the "sandwich position" between large-scale industries, OEMs and wholesale trade on the one hand and chemical groups on the other.

These companies achieve greater success as their solutions become more specialised and their products more individualised, which small and medium-sized companies develop for ever more demanding clientele and bring to the point where they are ready for series production. Service, consulting, product development and application-specific solutions are the path to success.

The foundation for this recipe for success is a well-trained and motivated team of employees. The number of jubilarians, completed advanced training programs and new trainees shows that BIW is meeting the challenges and investing accordingly – in the headquarters in Ennepetal, but also in the associated companies of the growing Silicone Group.

Ralf Stoffels *Dr. Markus Wiethoff* *Lutz Stoffels*

Ralf Stoffels

Dr. Markus Wiethoff

Lutz Stoffels



NEW APPLICATIONS FOR SILICONE MOULDED PARTS

SILICONE MASKING FOR HIGH TECHNOLOGY COATING PROCESSES

New collaboration with TeroLab Surface GmbH (TLS), Langenfeld

The items presented in the last BIW newsletters from the field of moulded parts were focused on keywords such as project **management, technical application consulting and the strong development** of the Silicone Mouldings division.

A new field for Silicone Mouldings is the production of perfectly matched systems for high-tech coatings of components – this describes the new partnership with TLS.

» CONTINUATION OF THIS FEATURE INSIDE

At present, the company also needs to focus on various sales markets in addition to its strategic focus. Moulded solutions for the areas of automotive, sanitary, household, electrical, medical and pharmaceutical technology as well as other common industries are already well-known.



The emphasis of TLS Surface GmbH is on coatings for mechanical engineering



View of the TLS Manufacturing Procedure



Form-fitting silicone masking for blasting and coating

» CONTINUATION OF THE COVER FEATURE

The TeroLab Surface Group is one of the leading experts in the field of surface coatings. Customers of the internationally operating company include companies from the fields of mechanical engineering, aviation technology, power generation, agriculture, food and textile industries.

TLS is also active in the areas of anilox roll production and laser engraving. At the same time, TLS operates in the highly sensitive area of biomedical implants. The company's roots are in Switzerland. The holding company and the management company are headquartered in Lausanne.

There are two locations in Germany and another branch in France. The aim of the group of companies is to achieve a considerable positive effect on public welfare as well as on the environment through its business activities.

In 2016 TLS sought a suitable partner for the production of individual moulding solutions – from small batches to batches of a few thousand.

Due to the wide range of capabilities and support in project management, design and engineering, it was very clear that BIW would be a suitable partner for long-term cooperation.

An advantage in the design of the components is the flexibility of BIW – due to its own design of the articles and the development of a modular tool concept. Within the scope of the mould proving, it was possible to implement adjustments quickly and in a targeted manner. The result is remarkable.

With BIW as a supplier, TLS sees a long-term partner for various questions in the field of silicone processing. The future lies in silicone as a material which offers a very great advantage for process optimisation. The articles can be reused to some extent. The masks are replaced by the user depending on the degree of wear.

Depending on the requirements for the product, silicone masks are manufactured using LSR or HTV injection moulds. All TLS projects are designed by BIW and ultimately

produced in-house by the BIW tool manufacturing department.

The first prototypes were assessed and evaluated together with the customer at **BIW competence CENTER Mouldings**. **BIW competence-CENTER Mouldings** implements technically and economically efficient projects with special challenges. Contact us if you have a suitable application!

We look forward to your inquiry.

— SVEN BRAATZ



The components are usually masked manually with the aid of special adhesive tapes and mould trays for protection during corundum blasting and coating. The time savings attributable to the use of silicone moulded parts are more than 50 % in some cases.

Dr. Thorsten Stoltenhoff
Authorised officer and head of R & D

TeroLab Surface GmbH
www.terolabsurface.com



**WELCOME TO THE TEAM,
DR. RER. NAT. DANIEL SIEBLER**



POSITION
Deputy Chief of Development

TRAINING
Doctorate in chemistry

OBJECTIVES AT THE BIW
The development of silicone with improved properties and new functionalities

"SMART" MATERIALS

Silicone changes colour due to temperature influences

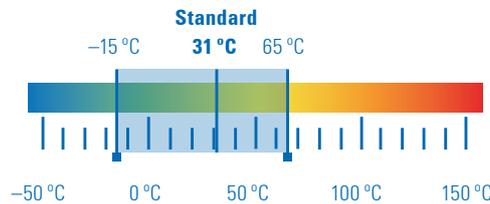
The colour change of coloured silicone is realised by thermochromic colour pigments. A reversible molecular structure change occurs in these pigments due to the external thermal stimulus, whereby a colour change from coloured to colourless can be observed. More complex two-colour changes can also be realised by combining the colours yellow, magenta and light blue – with up to 3 colour variations.

The temperature window of the colour changeover is also variable, irrespective of the currently available nine adjustable colour shades. It should be noted that the colour change does not take place in a sudden manner, but over a temperature interval of approx. 2–10 K.

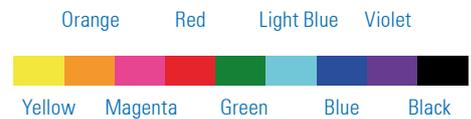
Together with you, we would like to develop systems adapted to your requirements and applications.

__ DR. DANIEL SIEBLER

TEMPERATURE WINDOW



COLOUR SHADING



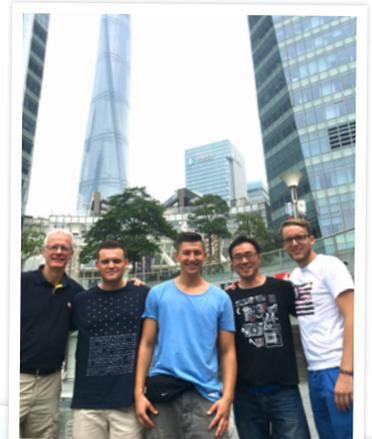
BIW INSULATION AND SEALING TECHNOLOGY (KUNSHAN) CO., LTD.

With the founding of BIW Insulation and Sealing Technology (Kunshan) Co., Ltd., BIW Isolierstoffe GmbH once again expanded its business areas internationally in 2014 under the umbrella of the Silicone Group. The Chinese-based independent company is developing very well. The excellent international cooperation is also to be highlighted.

The international team is thus working to expand the product and customer portfolio. There is an intercultural and collegial exchange in close collaboration. During a visit to BIW Insulation and Sealing Technology (Kunshan) Co., Ltd. by a four-person group consisting of developers and technicians, the foundations for further development were laid on site. Employees got to know each other personally and worked together on the development of BIW Kunshan.

The openness, friendliness and willingness to help all have made the whole group a team. The whole group enjoyed a game of basketball during lunch break despite the tropical temperatures. A weekend visit to the huge city of Shanghai accompanied by the Chinese colleagues rounded off the program.

__ LUTZ STOFFELS



ANNUAL MEETINGS IN SIEGEN

SIHK President and Managing Partner of Silicone Group GmbH and BIW Isolierstoffe GmbH Ralf Stoffels made a point to highlight the economic strength of the South Westphalia region, particularly in the year of the Bundestag election and the NRW (North Rhine-Westphalia) parliamentary election. To this end, the chief executives and presidents of the three South Westphalian chambers of industry and commerce of Hagen, Siegen and Arnsberg agreed on a joint position to speak with one voice for South Westphalia, the strongest economic region in NRW and the third largest in Germany. About half of the employees who are entitled to provision of social insurance are employed in the manufacturing sector and more than 150 world market leaders come from the South Westphalia region, where goods are developed, researched, designed and, above all, produced for the world market. Solely the chamber district of Hagen with the Märkischer district and the Ennepe-Ruhr district comprises nearly 47,000 companies, the interests of which are collectively represented by the chamber president, Stoffels, both within the region and also with respect to policy-making in Düsseldorf and Berlin.

— RALF STOFFELS



The traditional annual meeting of the South Westphalian IHK presidents and chief executives took place in May in Siegen. The mayor of the city of Siegen, Steffen Mues, availed himself of the opportunity to personally present the project "Siegen zu neuen Ufern" (Siegen to new Shores) to the guests on site. (from left to right: Dr. Ralf Geruschkat, Chief Executive Officer SIHK in Hagen, Klaus Gräbener, Chief Executive Officer IHK Siegen, SIHK President Ralf Stoffels, Ralf Kersting, President IHK Arnsberg, Steffen Mues, Dr. Ilona Lange, President of IHK Arnsberg, Felix G. Hensel, President IHK Siegen)



Fakuma
Halle A3 | Stand A3-3304

International trade fair for plastics processing
Friedrichshafen, 17th–21st October
www.fakuma-messe.de/en

IMPRINT

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SUCCESSFUL PLASTICS AND RUBBER INDUSTRY FOREMAN TRAINING

We congratulate our employees **Sascha Gellert, Evangelos Tassis and Dario Pojavnik** on the successful completion of advanced training to become plastics and rubber industry foremen.

Sascha Gellert – In the company since 2007. Team Leader, Glass Silk since June 2016. Trained car mechanic. He started working for BIW as a production assistant. After seven years of professional experience, he fulfilled the prerequisite for a qualification as a plastics and rubber industry foreman. He passed his examination after more than two and a half years of advanced training.

Evangelos Tassis – In the company since 2008. He successfully completed his three-year apprenticeship as a process mechanic for plastics and rubber technology in 2011. After 2014 he trained for plastics and rubber industry foreman for two and a half years. Since June 2017 he has been working as Team Leader, Silicone.



Dario Pojavnik, Sascha Gellert, Evangelos Tassis

Dario Pojavnik – In the company since 2006. Team Leader, Silicone since June 2016. Also started his two and a half-year continuing education in 2014 as a plastics and rubber industry foreman and has now successfully completed it.

— ANJA LANGNER

BIW WELCOMES NINE NEW TRAINEES



On 1st August 2017, nine new trainees started on their future career path – four apprentices as process mechanics for plastic and rubber technology, one apprentice as machine and plant manager and two industrial mechanic apprentices under the direction of their training manager Thomas Perian and two industrial buyer apprentices under the direction of their training manager Daniela Lombardi.

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

— ANJA LANGNER

From left to right: Training Manager for professional trades Thomas Perian, Training Manager for industrial buyers, Daniela Lombardi, Nico Weber, Michael Ileoyinje, Housein Otouzmpir, Jean-Marie Biereke, Commercial Managing Director Lutz Stoffels, Personnel Officer Sonja Schwikardi, Hamza Büyükalay, Mohamed Al Harouat, kneeling at front Waldemar Filimonov, Arshadullah Wadeer; Kevin Roo is missing from the photo.

THANK YOU TO OUR ANNIVERSARY

20 YEARS BIW

Sinasi Irmak, 20th May 1997
Claudia Horn, 1st June 1997
Lars Windhövel, 1st August 1997
Daniela Lombardi, 1st August 1997
Ramos Ramon, 1st August 1997



25 YEARS BIW

Ingo Matecki, 7th September 1992
Dirk Huwald, 1st September 1992



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When it comes
to competence