



Flexibility, Opportunities, Innovations

EDITORIAL

Dear partners and friends of BIW,

a turbulent year is coming to an end and things are nevertheless encouragingly positive for BIW looking back: many new projects and developments were brought to us as problem solvers and some have already successfully been made into series products.

New materials in the area of LSR moulded parts and new textile designs in the area of cable protection systems are especially interesting. The trend toward electric mobility now seems unstoppable and has motivated us to enter the market early with a wide range of products. You can recognize trends in the area of classic silicone extrusions: complicated contours with filigreed sealing lips, clamping profiles with metal inserts as well as co-extrudates, such as hard-soft combinations or electrically conductive silicone, which is injected together with insulating silicone.

In addition to our newsletter, we are also increasingly using new media to always keep you up to date. For more on this, see the new image video on our website or the commercial about our unique marten protection sleeve.

Ralf Stoffels
Ralf Stoffels

Dr. Markus Wiethoff
Dr. Markus Wiethoff



INDIVIDUAL AND PROFESSIONAL APPLICATION CONSULTING FOR BIW SILICONE MOULDED PART PROJECTS

The intensive consultation and economical special solutions for customers form the basis of a successful silicone moulded part project

The Silicone Moulded Parts division is also showing an extremely positive development trend in the context of BIW's dynamic expansion. The "Silicone Mouldings" production hall at Pregelstraße 2, which we moved into in 2012, has now allotted the last free space for injection moulding machines.

Meanwhile, the machinery includes an additional 30 horizontal and vertical injection moulding machines. Last but not least, the strategic change in project support and technical support is the key to success.

The keywords here are silicone project management for customers from a single source and professional technical application consulting on site.

This makes it possible to offer customers better consulting and concept solutions for technology and design.

In the context of this project support, it has become clear in the last six years that we were able to increase the quality of our projects. The gradual expansion of the area and more efficient working leads to an optimal consulting rating.

Please also make use of the consulting services of the moulded parts team!

» **CONTINUATION OF THIS FEATURE INSIDE**



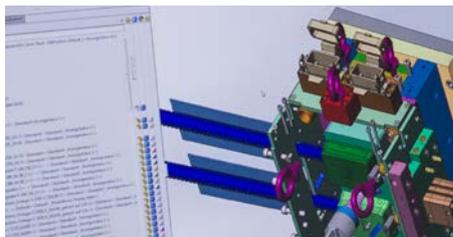
» CONTINUATION OF THE COVER FEATURE

BIW COMPETENCE CENTRE FOR MOULDED PARTS INTRODUCES ITSELF

Its strengths are above all pilot series production and series production of products made of LSR or HTV silicone



The hall of the BIW competence center for moulded parts was built in 2012



Tool for 3-D-displaying of constructions

AREAS OF APPLICATION:

- Door seals for steam cookers
- Silicone frames for industrial flushing systems and ovens
- Sealing systems for kitchen appliances
- Endoscopic membranes for the medical industry
- Grommets and cable lugs for automotive applications
- Breathing tubes for intensive care

A moulded parts project always starts with thoughts and ideas that are further assessed for feasibility and implementation together with our customers within the framework of project meetings. The automation of processes is our prime goal for every project. We achieve this goal in the course of the project and individually develop project phases that are passed on to the customer in the form of an offer. The goal is to economically manufacture the products with the desired quality. In addition to the consulting function, we can also offer design services, which allows us to present a comprehensive approach to our customers.

This includes the creation of a drawing of the product and the 3D dataset for the customer's module. Depending on the requirements for the product, 3D moulded parts are manufactured using LSR or HTV injection moulds. Different injection technologies are used depending on the component size, material and arrangement in the mould. Components with direct injection are often chosen. To this end, BIW has its own cold runner technology which is an essential element of the mould design.

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. After the mould is designed, the sampling phases agreed upon with the customer are worked through – which allows specific personal project monitoring. The first prototypes are often examined and assessed with the customer on site at the BIW Moulded Parts Competence Centre. Due to the large number of customer demands, all phases are worked through jointly and on a customized basis. The project support only ends once the customer approves the series and the project is completed successfully.

The BIW Moulded Parts Competence Centre team carries out technically and economically efficient projects with particular challenges and customer requirements.

Make a consultation appointment with us.

— SVEN BRAATZ

NEW BIW ARAMID PROTECTIVE HOSES FOR E-MOBILITY

The BIW product range is also constantly being specially developed in the area of electric mobility.

The latest addition to the product range is the **1 ARA-TEXFLEX DUO L**, a double-walled aramid/PET protective hose with a liquid silicone (LSR) coating » biw.de/en/ara-terflex_duo_l

It is mainly used for crash protection applications. As shown by a report, it is also qualified as protection against marten gnawing. This family of protective sleeves is OEM-approved and available in the standard nominal sizes in orange and black. The excellent suitability is proven through an extensive analysis by an accredited laboratory in accordance with LV312-3.

In comparison with other products on the market, the very good colour fastness after long-term and temperature tests stands out in particular.

2 ARA-PETFLEX reverse is another addition.

» biw.de/en/ara-petflex_reverse

This highly flexible protective hose is made of aramid/PET and designed with a reverse weave. In addition to the superior strength through the use of aramid, threading the cables to be protected is made easier. Due to the design, the flexible hose has a very installation-friendly and smooth interior compared to conventional weaved solutions. In addition to the optimal cutting resistance, the sleeves are, among other things, highly resistant to abrasion and media, as well as self-extinguishing.

Data sheets, test results and samples of these as well as of other protective hoses from the BIW portfolio can be made available on short notice and are specifically tailored to your application.

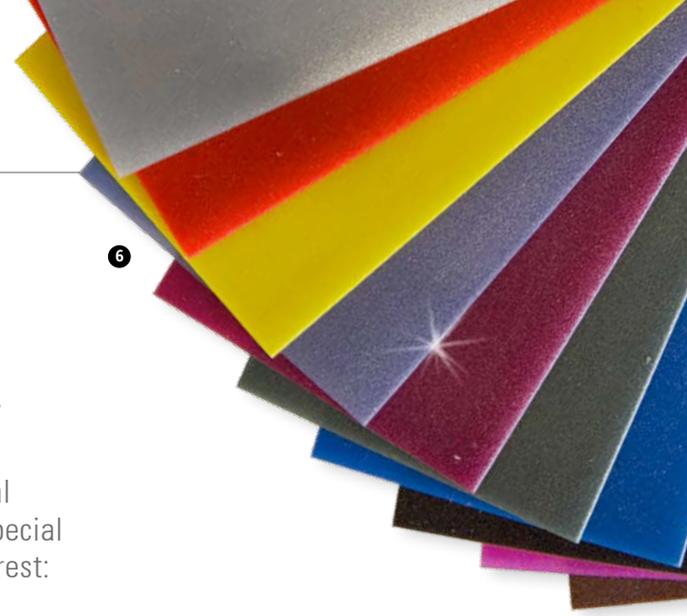
— DIRK HOLSTEIN

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EXPANDED SILICONE PRODUKT RANGE

The product range for silicone has recently been expanded by several specialty products. Materials with particular properties that meet special requirements were introduced at K'16 and were met with great interest:

3 Magnetisable silicone:

Can be manufactured in various degrees of hardness in black and anthracite shades. The holding force can be adjusted within certain limits.

4 Silicone that changes colour depending on the temperature:

The material changes colours from blue to red at 30–40 °C and can be used as a temperature indicator in various applications. Other temperature ranges and colour variants are also available on request.

5 Fibre-reinforced silicone:

Has increased strength with comparable properties of the base material and is particularly resistant to cracking and notch effects. Various types of fibre are possible.

6 Silicone with metallic effect:

In addition to the pure metallic shade in silver or aluminium, various colour variants with an adjustable metallic effect are available. Above all, decorative applications in the visible area are the primary focus.

Other products with new and interesting properties are under development and will be presented in the next editions.

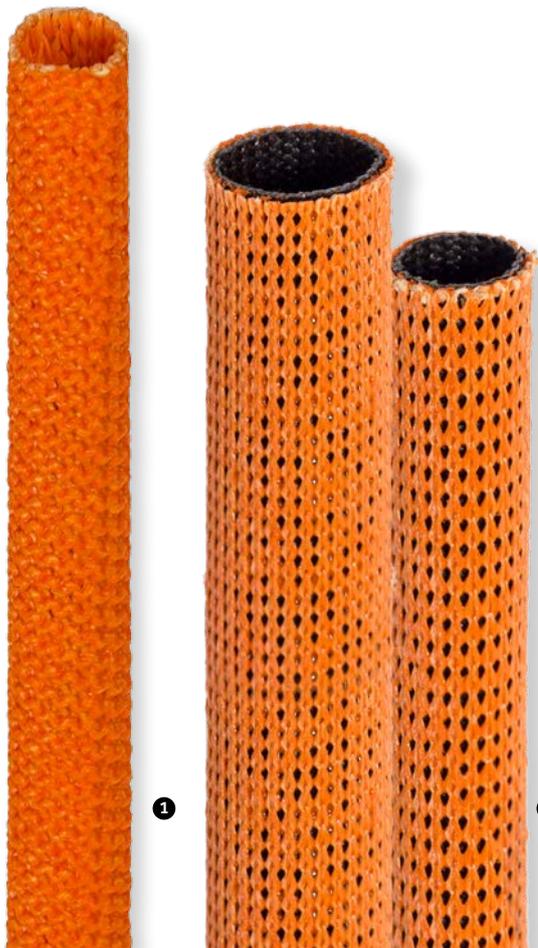
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— HANNS-WALTER TUNGER





IIP/TL Introduction

Standard Investors In People was introduced at BIW in 2012.

The quality management system has the goal of enabling a framework guideline and neutral evaluation standard. Companies are evaluated based on how they improve the performance of employees and the organisation. BIW works hard to achieve steady improvement in all areas and at all management levels. The audit in 2015 made it clear that another management level was necessary. The subsequent introduction of team leaders showed a clear improvement in the area of leadership



INVESTORS
IN PEOPLE

Accredited
Until 2018

and communication in this year's IIP audit. The team concept, which is to develop along the process chain, continues to grow and allows for common learning. The KAIZEN sessions, during which the employees discuss day-to-day business and ideas for process improvement, help coordination within the team. Training courses can also be conducted during the KAIZEN sessions. With the introduction of team leaders and the Investors in People Standard, BIW is focusing on continuous development and increasing performance that also go beyond the certifications required by the market..

___ LUTZ STOFFELS

Ralf Stoffels – SIHK President

The 14th of September was President's Day at the South Westphalia Chamber of Industry and Commerce in Hagen (SIHK). The Plenary Assembly unanimously elected Ralf Stoffels as the new Chairman of the Chamber. He has been a member of the SIHK Plenary Assembly since 2003. The highest decision-making body of the Chamber, made up of entrepreneurs from all industries, selects, among other things, the president from among its ranks. The 54-year-old, who in the future will represent the economic region to the outside world, immediately made a few focal points of his future work clear. "South Westphalia must show its strength as a region more clearly," he explained. This included future-proof jobs as well as "very good housing and living conditions". On the other hand, the infrastructure is still far from being the best, the new president criticized. "The existing data networks in particular are far from satisfying the requirements of an increasingly digitized economy."

___ SOURCE: WWW.COME-ON.DE

BIW Presents Itself at the IZB

In parallel to the K trade fair, BIW also exhibited another booth at the IZB (International Suppliers Fair for the Automotive Industry). With around 800 exhibiting companies from 32 nations, the International Suppliers Fair took place in Wolfsburg from 18 to 20 October. BIW seized the opportunity to introduce its expanded brochure for the automotive industry brochure to its customers in the industry. The brochure, which originally had 37 products, was expanded by 57 new products to a total of 94 products. Feel free to take a look inside » biw.de/en/epaper-Automotive

___ ANJA LANGNER

An Important Trade Fair For Us – The K 2016



With around 3,300 exhibitors, the world's most important trade fair for the plastics and rubber industry once again presented the entire range of plastics and rubber products in 2016. 230,000 visitors from over 160 countries attended the fair.

For the ninth time already, BIW can look back on a successful participation in the rubber and plastic trade fair. Our booths were very well received by the visitors to the trade fair. In particular, our "sample display", a 1968 Ford Mustang Bullitt, proved very exciting. It was used as an example to show how BIW's products are used in the automotive industry. We were able to wow our customers and potential future customers with our product range. Our **image video** and **marten commercial** were also shown for the first time. It is definitely worth having a look. At the end of the trade fair week we wound up with more than 200 registered contacts and can now look back on many interesting conversations with national and international customers and business partners. **The next K will take place from October 16–23, 2019 in Düsseldorf and one thing is for sure: we will once again be there.**

___ ANJA LANGNER

CELEBRATING THEIR ANNIVERSARIES



25 YEARS OF BIW

Peter Mathea, 1st October 1991



30 YEARS OF BIW

Ralf Stoffels, 1st September 1986
Thomas Perian, 3rd November 1986

IMPRINT

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**When it comes
to competence**