

K>MOBIL

THE  **KIRCHHOFF** GROUP MAGAZINE

➤ **KIRCHHOFF Group:**

Annual report 2006: This year too, the group can look back with pride at prosperous development in all four business segments. ➔ Page 04

➤ **KIRCHHOFF Automotive:**

KIRCHHOFF Automotive Suzhou Co. Ltd. is the name of the new plant in the province of Jiangsu, China. ➔ Page 10

➤ **WITTE Werkzeuge:**

The Intertool in Moscow is a great success for WITTE Werkzeuge. Above all, the BITSNAP bit box received an enthusiastic reception. ➔ Page 25

➤ **FAUN Umwelttechnik:**

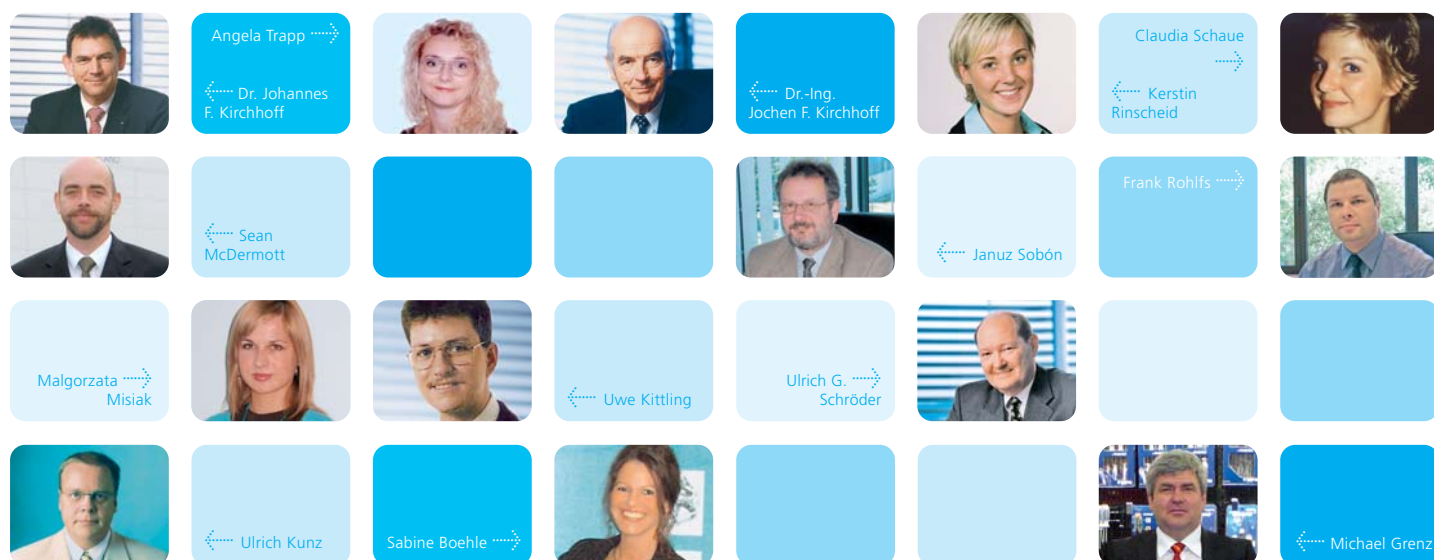
Entsorga-Enteco 2006: The trade fair, staged in Cologne, Germany, resulted in new contracts for the European market leader both at home and abroad. ➔ Page 28

robust. reliable. lasting value.

Refuse collection vehicles from FAUN



➤ Employees in this issue



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Germany on the move

➤ Iserlohn. Business development and chances for the KIRCHHOFF Group

Dr. Johannes F. Kirchhoff,
Managing Director of the
FAUN Group

»We have our employees to thank for the increase compared to the previous year. They support the success of the companies.«



Dear customers, employees and honored friends of our company group, this year's fantastic World Cup soccer championship triggered a wave of enthusiasm in Germany that no one would have thought possible.

Our feeling of patriotism is experiencing what is hopefully a long-term invigoration that our guests and spectators from near and far have enthusiastically remarked upon and accepted. As a German company, this feeling will continue to accompany us in a positive way, not only domestically, but also at our many foreign locations.

The trend toward growth that the KIRCHHOFF Group has experienced in recent years has also continued throughout 2006. Our total sales compared to the previous year have risen by 9% to over 600 million euros. Let us now benefit from that which we have achieved and profit from the opportunities we have through the innovation of our processes and products, in order to stay ahead of the competition - because we are better. This is the only way to continue developing our group and foster the growth of each one of our companies. The only way for us to fulfill our corporate duty and do justice to our social responsibility by creating safe jobs for the future.

We can be really proud of what we have achieved, but we cannot afford to rest on our laurels. The rising prices of energy and commodities as well as high labor costs at our German plants demand our entire energy and attention.

Firstly, we are grateful to our customers for that which we have accomplished, but we also owe a debt of gratitude to you, dear employees. My father, my brothers and myself would like to give you a great vote of thanks and wish you, your families and all friends of our group a blessed Christmas, all the best, good health and successful cooperation in the year to come.

A cordial »Glückauf«

Dr. Johannes F. Kirchhoff

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Annual report 2006

➤ The group continues to grow - faster than the global economy

The world economy will grow by over 4% for the third consecutive time this year. The KIRCHHOFF Group showed an above-average total growth of 9%, although with varying degrees of success in the single markets and product segments.

64.3 million vehicles will be produced worldwide in 2006. The experts forecast a growth of up to 76.3 million vehicles annually by the year 2012, although the greatest part of the production increase will take place in the new markets of China, India and Eastern Europe. This growth, combined with the outsourcing strategies of the automobile manufacturers, creates substantial market potential for KIRCHHOFF Automotive. Even the economic »problem child« of recent years, the waste disposal sector, has recovered after the completion of large acquisitions and through the further awarding of contracts by the dual systems in 2006. After the considerable investments in treatment plants that had become necessary in the last few years, purchases of waste disposal vehicles have increased favorably this year. It was not possible to pass on all rises in the cost of energy and commodities in the two segments to the customers. This demanded a great readiness to innovate in all of our companies, in order to remain competitive.

KIRCHHOFF Automotive will increase its sales to over 400 million euros in 2006. With its second consecutive award as »Supplier of the Year« by GENERAL MOTORS, KIRCHHOFF Automotive has proved that stable and innovative processes lead to sustained good results and the great appreciation of our customers. Together with WITTE Werkzeuge, this corporate segment employs almost 3000 workers at both domestic and international locations.

KIRCHHOFF Automotive Germany extended the Iserlohn plant to become the bumper manufacturing center with a production capacity of 6000 units per day and invested in an 1100-ton transfer press in order to do this.

KIRCHHOFF Portugal commissioned the new 4000 sqm. (40,000 sq.ft.) press plant in Ovar as planned, investing in a 630-ton transfer press.

KIRCHHOFF Polska opened its third plant in Gliwice in May. Assemblies for the body shells are mass-produced here for the OPEL Zafira on an area of 7200 sqm. (72,000 sq.ft.). In Mielec, construction began on a hall for the production of large tools on an area of 2000 sqm. (20,000 sq.ft.). At the beginning of 2007, a 2250 sqm. (22,500 sq.ft.) logistics center for raw materials will also be opened.

KIRCHHOFF Hungaria started expanding the assembly plant attached to the press plant for follow-up orders from SUZUKI.

KIRCHHOFF China: In Suzhou, China, in the metropolitan area of Shanghai, KIRCHHOFF Automotive founded a 100% subsidiary. Starting in 2007, metal structural parts will be produced on an initial area of 2500 sqm. (25,000 sq.ft.) for the Chinese production sites of existing European KIRCHHOFF customers FORD, MAZDA and GENERAL MOTORS (see page 10).

KIRCHHOFF Mexicana in Puebla and Van Rob KIRCHHOFF (VRK) in Queretaro were both able to extend their product portfolios as a result of new orders received from both Mexican and North American manufacturers in 2006.

WITTE Werkzeuge was also able to boost its sales revenue in the course of the year. This was especially due to the positive development in the export markets. In 2006, the mature WITTE product range was successfully enhanced with innovative products such as the »BITSNAP« and the »MAXXPRO nature« (see page 25).

REHA Automotive became the fourth market segment in the KIRCHHOFF Group in January 2006. This new member of the group specializes in equipping and modifying mass-produced vehicles to suit the needs of people with mobility limitations and had promising negotiations with well-known automotive companies regarding cooperation (see page 22).

FAUN Group achieved a remarkable increase in sales revenue compared with 2005, with sales of 195 million euros in 2006. This enabled FAUN to further improve on its domestic market leadership, remaining by far the number one body manufacturer in Europe. Innovations within the product range such as the »CURVED BODY« or the »VIAJET FILTAIR«, the sweeper specially developed to greatly reduce the emission of particulate matter into the atmosphere and the »FCS« (FAUN Control System), the perfected control system for waste disposal vehicles, all make a large contribution to the added customer benefit of FAUN products (see page 27).

The KIRCHHOFF Group, with its four business segments, grew in 2006 to reach total sales figures exceeding 600 million euros, achieved with a total staff of approx. 4000 employees.

Dr. Johannes Kirchhoff, U. G. Schröder



The shareholders of the family-run corporate group: Arndt G. Kirchhoff, Dr. Johannes F. Kirchhoff, Dr.-Ing. Jochen F. Kirchhoff and J. Wolfgang Kirchhoff

Training in the KIRCHHOFF Group

➤ Attendorn. KIRCHHOFF Automotive and FAUN Group safeguard the future



Dennis Schlund (tool mechanic), Dr.-Ing. Jochen F. Kirchhoff, together with Katja Wilken-Klein, Managing Director of the Agency for Employment, Iserlohn, in the midst of a practical training session, Peter Malkowski (industrial mechanic)

Vocational training is a sociopolitical topic currently being publicly discussed between politicians, unions and industrialists with a great degree of interest. Both in the media and at the trade conferences of the various interest groups concerned, including state and federal parliaments, the topic is sometimes being hotly disputed depending on the various standpoints, with each group pointing the finger at the other. This is not necessarily helpful for those affected, namely the trainers and the trainees. The polarized results of the debate show that:

- Companies are offering too few vocational training opportunities.
- Schools are not sufficiently preparing young people to meet vocational training demands.

What is the reaction of the KIRCHHOFF Group, that has a tradition of offering

vocational training to young people stretching back over one hundred years?

Dr. Jochen F. Kirchhoff comments:

»The business of leading a corporation continues to be a social and not a private matter.«

The KIRCHHOFF Group is still attractive as a company that trains young people because of the following factors:

- Corporate culture
- Development opportunities
- Innovative, interesting tasks
- State-of-the-art techniques, technological leadership
- Type and nature of the products, brand recognition value
- Global orientation
- It is a stable, traditional, and successful corporate group that is constantly growing
- Image
- Remuneration
- Further training opportunities

In keeping with the company's philosophy, the KIRCHHOFF Group is offering training to 115 young people in 19 different trades in Germany in 2006. For 2007, the group is even planning to increase this number to 128 trainees, meaning that almost 9% of the total number of employees in the group are trainees (see table).

Both the trades themselves and the content taught to apprentices have been undergoing constant change in the last two years and have been continually adapted to suit the changing company necessities of an internationally operating, medium-sized automobile supplier. This has resulted in the tendency moving increasingly toward technical trades, automatically placing higher demands on the readiness to learn and the qualification of those applying for apprenticeships. This, in turn, also places new demands on the »preliminary stages«, i.e. the parents and the schools – and in this respect the KIRCHHOFF Group wants to be of help.

President of the employers' association Dieter Hundt comments: »The trainability of many young people needs to be greatly improved and this means that schools have to improve their methods of preparing them for their future vocational training. Vocational preparation also needs to be intensified at school level. It is essential to universally introduce the system of combining learning at school with practical phases in companies, especially at secondary schools.«

Christa Thoben, North Rhine-Westphalian minister for economy and medium-sized business, is of a similar opinion:

»Educational policies have been relying too much on uniformity and not enough on performance for far too long. Now it is time to »promote and expect« something from young people. It is essential

Trades m/f	2006	2007			
Industrial clerk	21	21	Packing technologist	0	0
IT clerk	3	3	Parts adjuster	1	0
Clerk for office communication	1	1	Machine operator	1	12
Specialist for stores administration	5	3	Technical drawer	3	6
Combination student	8	8	Substance tester	1	1
Tool mechanic	30	23	Mechatronics technician	8	9
Industrial mechanic for production engineering	22	21	Construction mechanic	4	5
Industrial mechanic for technical equipment	1	3	Forwarding clerk	0	1
Specialist storeman	2	3	Industrial electronics engineer	2	3
			Electronics engineer for technical equipment	2	5
			Total	115	128
			Percentage of total staff	8%	9%

to promote the idea straight from kindergarten age onwards that it is fun to achieve something.«

The Kirchhoff Group is reacting to this with a whole range of activities, in order to convey these ideas to the general public.

- Training fairs
- Visits / talks at schools
- Company tours
- Work experience
- Sponsorships with schools
- Sponsoring of schools
- Intensifying cooperation with companies and schools
- Initiatives (e.g. Girls' Day)

The strategic objectives of this program are:

- Something must be done to combat the lack of affinity to technology.
- More attention must be given to learning basic skills.
- School education must cater increasingly to the needs of industry.
- The attractiveness of technical professions must be better publicized in the society and in schools.

On the medium term, this is the only way to eliminate the discrepancy between the demands of school leavers for white-collar professions and the needs of companies for technical trades – and the level of ability of the applicants, which has dropped greatly in recent years, e.g. in basic arithmetic and spelling, needs to be lifted to deal with the tasks required of them. Why should young people complete their vocational training in a medium-sized company instead of in a large corporation? Dr. Jochen F. Kirchhoff comments again: »One reason is, for example, the better opportunities for promotion that exist in companies in which one still sees the owner on a daily basis. Our trainees should be a guarantee that customer service continues to remain a key factor in the future and that jobs are secured through effective work, for future generations of trainees too.«

Even after the successful completion of an apprenticeship, vocational training in the KIRCHHOFF Group is by no means finished. The group also offers trainees the opportunity to do combined studies, get work experience, or work for degrees and dissertations.

Talking of careers: A former trainee is currently managing director of KIRCHHOFF Automotive Germany.

Is the KIRCHHOFF Group successful with its vocational training program and the accompanying measures? We are convinced of that, because our international success is based on the individual achievements of our employees, who have been largely trained within the company. Recognition from outside sources has also been apparent:

KIRCHHOFF Automotive has repeatedly produced state winners, e.g. in 2006 the national winner in the trade of industrial mechanic, specializing in production technology.

Further information on vocational training programs and the opportunities they provide is available on the internet at: www.kirchhoff-gruppe.de or in our brochure »Opportunities for a successful career at KIRCHHOFF Automotive«.

Ulrich G. Schröder

The new trainees at the KIRCHHOFF Witte plant, Iserlohn



Training in 2006 is very important at the Attendorf plant too



Cohesion and team spirit

➤ Ovar. The fourth KIRCHHOFF Group international soccer tournament in Portugal



The Attendorn team

One of the two home teams, Ovar 2

The team from Gliwice, Poland

Iserlohn 1 before the tournament began

On November 4, 2006 the time had come again to blow the whistle and kick off the fourth and to date largest KIRCHHOFF Group soccer tournament. This year, the whole event was organized by the people from the KIRCHHOFF Automotive plant at Ovar in Portugal. A total of 15 teams from six countries took part and, together with fans and supporters, around 200 people from the entire KIRCHHOFF Group gathered to witness the event.

Many of those present made the most of the opportunity, arriving several days before the tournament to visit the Ovar and Cucujães locations and do some sightseeing in the delightful Portuguese cities of Porto and Fátima. With temperatures around 21°C (70°F), the mild, pleasant weather also attracted many to take a trip to the beach.

The evening before the opening game, the local colleagues made a fuss of their guests with typical Portuguese delicacies at a large welcome dinner.

In spite of early rainfall, the first days' play kicked off punctually on Saturday at 9 a.m. for the qualifying round, in which three groups of five teams played against each other.

Everyone was treated to an excellent barbeque that continued throughout the entire day. The atmosphere was absolutely fantastic and lasted for the whole of the tournament. At this point it is especially worth mentioning that the international communication worked out perfectly in all languages! Although each team fought its hardest and the fans only cheered »their« boys on, the combined team spirit was unmistakably present. »Ultimately, we were one big team. Events like this foster motivation and team spirit. We are very grateful to be able to take part in something like this!« said one of the participants. After the subsequent trophy presentation, all those present from the various KIRCHHOFF locations celebrated a great big party and everyone felt like a winner.

Victory looks like this!



Accompanied by the Portuguese company director Fernando Leal, Dr.-Ing. Jochen F. Kirchhoff presented the winner's cup to the Ovar 1 team





The FAUN soccer team with legendary goalkeeper Dr. Johannes Kirchhoff



One of the most important teams – the catering staff



Impressions from picturesque Porto – bridge over the river Douro



Everyone returned home again with great experiences and impressions to remind them of a great weekend, healthy and with newly made friendships within the KIRCHHOFF Group. The participants are, of course, happily anticipating the fifth group tournament next year. In view of the fact that this tournament was seen as a mini European championship, is it going to become a world championship next year?

Opinions from the various plants:

»We wish to thank all our colleagues from KIRCHHOFF Portugal for the excellent and warm reception. For our first participation in this football tournament we were proud to hold the colors of KIRCHHOFF France. This tournament allowed us to exchange with the others participants and organizers.«

»Even if the weather was not so good we keep in our minds the excellent memory of a very nice and well organized reception, a very good way to meet our colleagues and particularly

concerning people who are not used to have professional trips regularly abroad.«

»Once again ·BRAVO!« to the winners !!!« We hope to do better next year in Poland.

»Sportsmanlike (sporting) regards, the Team KIRCHHOFF France.«

»We, the Hungarian team, participated for the first time in this tournament and were very satisfied with the organization and the atmosphere as well. Thank you very much to the Kirchhoff family and our Portuguese colleagues for this pleasant weekend and congratulations to every team!«

Ulrich Kunz / Kerstin Rinscheid

The victorious team from Ovar 1 – in the end, everyone was a winner



The main results

SEMI-FINAL A

Ovar 1 - Ovar 2 3 : 1
Ovar 1 - Cucujães 0 : 0
Ovar 2 - Cucujães 0 : 2

SEMI-FINAL B

Iserlohn 1 - Attendorn 1 0 : 3
Iserlohn 1 - Gliwice 0 : 6
Attendorn 1 - Gliwice 0 : 0

THIRD-PLACE PLAYOFF

Attendorn - Cucujães 4 : 1

FINAL

Ovar 1 - Gliwice 3 : 1

China – the fastest growing automotive market

➤ **KIRCHHOFF Automotive follows its customers to China**



Suzhou, in the east of China, is part of the metropolitan area of Shanghai



KIRCHHOFF Automotive Suzhou Company Ltd.

With the foundation of »KIRCHHOFF Automotive Suzhou Company Ltd« KIRCHHOFF opens its 17th plant as 100% subsidiary at Suzhou, China in the metropolitan area of Shanghai.

Metal structural parts will be produced on an initial area of 2500 sqm (25,000 sq.ft.) for the Chinese production sites of existing European KIRCHHOFF customers FORD and OPEL. These include bumper systems for the FORD Fiesta and MAZDA 323 as well as Cross Car Beams for the OPEL Vectra. True to the KIRCHHOFF Automotive strategy, both products and tools were designed to perfection in close cooperation with customers at the company's central development department located in Attendorn, Germany before finally being passed on to China for series production. Arndt G. Kirchhoff, CEO of KIRCHHOFF Automotive emphasized: **»We are not outsourcing, but simply following our customers to the countries in which they produce.«**

In its initial phase of expansion, KIRCHHOFF Automotive China will be employing 65 workers, led by a local management team. »We wish to become a Chinese company in Suzhou in the Shanghai metropolitan area. Our employees come from that region and the heavy machinery, for instance the presses, have all been purchased locally.

At least this makes it possible for our employees to read and understand the manuals«, said Arndt G. Kirchhoff in an

interview with the »Iserlohner Kreisanzeiger«, a local German newspaper.

KIRCHHOFF is planning to invest around 5 million euros in presses ranging from 250-500 tons pressure capacity and various types of gas welding equipment. The production will be running at full capacity from November 2007, with a further expansion projected for mid-2008. Operating permission for the company was granted in June 2006.

After a benchmark analysis of seven industrial areas, KIRCHHOFF Automotive finally decided for the Suzhou location because of its proximity to customers, its infrastructure and its management criteria. Suzhou, with its many canals, is often known as the »Venice of the Orient« and its excellent transport connections have been crucial in helping it become one of the typical boom cities of modern China with over two million inhabitants.

With the establishment of this plant, KIRCHHOFF Automotive has taken the first step in the fastest growing automotive market in the world. In 2007, the production of automobiles in China will exceed that of Germany for the first time with a planned production of 5.7 million vehicles. Growth rates in double figures can be expected every year from now till 2012.

Ulrich G. Schröder

The land of the dragon

➤ **Suzhou. The industrial region, economy, culture, country and its people.**

Suzhou is located in the province of Jiangsu on the emperor's canal and, with around 2.1 million inhabitants, is the metropolis of the Suzhou district. Lake Taihu, the third-largest lake in the people's republic, lies to the south of the city.



Suzhou at night

With a history stretching back over 2500 years, the city is one of the oldest in the Jangtze basin and the cradle of the Wu culture. The city was hardly affected by the upheavals of the 19th and 20th centuries and a great number of historical sites have remained intact. Because of this, the historical and cultural heritage of the city has now been placed under special protection. Suzhou has always been a center of craft and trade in the history of China. The city experienced an incredible boom with the completion of the emperor's canal as a trading route to the north. Suzhou is a two-hour drive along the highway from Shanghai airport and, apart from its importance as a producer of silk, the city currently plays a central role in the hi-tech industry and because of its infrastructure has become one of the fastest growing economic regions in China. With 72 canals and almost 400 bridges, Suzhou is also known as the »Venice of the Orient«. One of the most picturesque places is the nearby water village of Tongli. Many Chinese people, especially those from Shanghai, make the most of their Sundays to take a trip to the famous »Lingering Gardens« or the »Master of the Nets Gardens«, which were built during the emperor dynasties by wealthy officials and merchants. Germans enjoy a good reputation among the Chinese as hard working, reliable, correct and punctual. On the other hand, they are also said to be lacking in humor, inflexible and arrogant. Nevertheless, they still profit from the good reputation of German products because »Made in Germany« is considered to be a seal of quality in China.

Sabine Boehle

Suzhou Industrial Park



The Humble Administrator's Garden



International Suppliers Fair

➤ KIRCHHOFF Automotive was present again this year at the IZB, the International Suppliers Fair in Wolfsburg, Germany

The fair booth displayed the company's three core areas of expertise – forming, fixing and surface treatment, documented the efficiency of the new KIRCHHOFF Automotive development center and visualized the company's increasing internationalization with 17 plants in nine countries.



From 11 to 13 October 2006, the IZB, the International Suppliers Fair, took place in Wolfsburg for the fourth time. What used to be the VW factory fair, initiated in 2001, has now become an international achievement show for the automobile supply industry that is meanwhile also being increasingly visited by representatives of other car manufacturers and is now seen as an alternative to the individual in-house fairs.

The growing internationality and attractiveness of the fair is evident from the increasing number of exhibitors and trade visitors, the ever-growing area covered by the exhibition and the variety of countries taking part. As a matter of interest, in 2001 there were 128 exhibitors from six countries, whereas this year there were over 600 suppliers present from 24 nations as well as over 45,000 trade visitors.

This year, KIRCHHOFF Automotive was present at the IZB for the third time with quite a large booth. On an area of 60 square meters we presented trade visitors with innovative automobile constructions, from single parts to assemblies right up to complete chassis structures displaying our core technologies of forming, fixing and surface treatment.

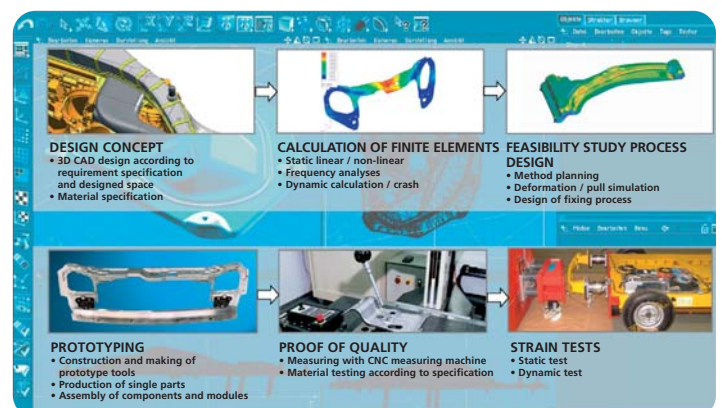
However, the focal point of the company's appearance at the fair was the initial presentation of the new KIRCHHOFF Automotive development center in Attendorn. In keeping with the expectations placed on us by our customers and to prove our value as suppliers of innovation, in our new development center we are able to directly carry out everything

from design concepts, finite element calculations, feasibility tests and process design right up to prototyping to match every development requirement, proofs of quality and endurance tests on the samples created.

For KIRCHHOFF, the IZB International Suppliers Fair has developed into a highly interesting complement to the IAA because our sales and engineering team in Wolfsburg deals almost exclusively with the technically oriented specialized personnel of our customers, enabling them to make key business contacts with both automobile manufacturers and first tier suppliers.

Ulrich G. Schröder

Process chain of product development



Bill Clinton as guest in Iserlohn

➤ KIRCHHOFF Group sponsors the »Campus Symposium« of the BiTS

Dr.-Ing. Jochen F. Kirchhoff, project manager Matthias Thelen, Dipl.-Kfm. Ulrich. G. Schröder

J. Wolfgang Kirchhoff (l.) and Dr.-Ing. Jochen F. Kirchhoff (r.) with the former President of the USA, William Jefferson Clinton

Left to right: J. Wolfgang Kirchhoff, Arndt G. Kirchhoff and Dr.-Ing. Jochen F. Kirchhoff



On 28 and 29 September 2006, an event took place in Iserlohn that was unique throughout the whole of Germany that year. We are talking about the »Campus Symposium«, organized by students of the Iserlohn private university BiTS. This international economic symposium took place for the second time since being initiated in 2005.

The subject of this symposium is the various challenges facing Germany in the course of globalization. »The Campus Symposium pinpoints well-founded perspectives for the future. The famous speakers give those present the stimulation and impetus essential for the development of their companies«, explained Dietrich Walther, president of the BiTS. Under the motto »Future Needs Competence«, subjects such as the development of the Asian market, the question of a global currency and the changes in the banking world, the automobile industry and the communications and media landscape were dealt with.

The event is organized by the Iserlohn Institute for Event Management. The institute was formed from a student initiative in 2004. The Campus Symposium is also chiefly organized by students. They are supported in this endeavor by professional partners. »The combination of student commitment and the experience of large external partners allows us to implement our innovative concept in an optimal way«, explained project manager Matthias Thelen. For two days, the approx. 900 guests of the symposium had the unique opportunity to experience high-quality speakers such as:

NATO commander-in-chief General Jones, Lord Chris Patton, the last British governor of Hong Kong and today rector of the elite Oxford University, Audi director Ralph Weyler, the CEO of telecommunications company O2 Rudolf Gröger and, as the highlight of the whole event, the former president of the USA, Mr. Bill Clinton. They were also able to make contacts and collect new ideas and stimulation to take home with them.

The »stars« Bill Clinton, Lord Patton and especially General Jones, who does not usually speak at economic forums or similar events, were all so enthusiastic about the student initiative of the Campus Symposium that they immediately agreed to participate as speakers.

Project manager Matthias Thelen described the purpose of the symposium in the following way: »In our opinion, business and ethics need to be tightly interwoven with each other and it would be fatal to separate them. But unfortunately we increasingly get the impression that this separation is gradually taking place. As students, we would like to make use of this discussion to express the view that apart from purely economical aspects, ethics are of high importance.« Both the shareholders and directors of the KIRCHHOFF Group support this opinion entirely. For this reason, they are among the many sponsors who have made the Campus Symposium possible through their support. In the words of Matthias Thelen: »This shows that success is possible through common effort.«

Ulrich G. Schröder

Third managing director

Attendorn. Peter Gauchel, Managing Director of KIRCHHOFF Automotive Germany

Peter Gauchel, third managing director of KIRCHHOFF Automotive Germany



As of October 2, 2006 Peter Gauchel was named managing director of KIRCHHOFF Automotive Germany GmbH. He is now responsible for the management of the Sales & Engineering sections and is directing operations together with managing director Andreas Haase and Stefan Leitzgen. The continuing growth of the automotive group and the strategic orientation of our global customers make it necessary to tighten the level of coordination and concentration of our sales and engineering departments. After completing an apprenticeship as toolmaker, Gauchel studied mechanical engineering at the technical school in Siegen. He was then employed in the product development department and technical sales at the Attendorn company Muhr & Bender – commonly known as MUBEA – before switching to Arvin Meritor in Finnentrop (formerly Schmitz & Brill). There he had been sole managing director and also solely responsible for several global business divisions, including sales and marketing. Peter Gauchel is married and the proud father of one daughter. Apart from his family, his main hobbies are digital photography and sport. We would like to give Peter Gauchel a big welcome to KIRCHHOFF Automotive and wish him every success in his new role.

Kerstin Rinscheid

Managing growth

Moehnesee. KIRCHHOFF Automotive management convention 2006

Dr.-Ing. Jochen F. Kirchhoff, Dr. Klaus Murmann (honorary president of the BDA) and Arndt G. Kirchhoff



In September, the management of KIRCHHOFF Automotive met for a three-day convention at romantic Delecke House in the district of Moehnesee, under the experienced moderation of Prof. Dr. Beckendorff to discuss basic strategy for the planned growth of the group over the coming years. During the opening speech on the previous evening, held by the honorary president of the BDA, Dr. Klaus Murmann, a highly dramatic film depicting a deep sea sailing regatta was shown, posing the question: »What can managers learn from teams of high-performance sportsmen?« The answers turned out to be in the ability to motivate specialized individuals to work as a team and that 95% of the success is due to good preparation and planning. Firstly, seven fields of management for growth were defined. Company strengths and weaknesses within these fields were then analyzed, measures were defined, priorities were set and requirements on personnel, machines and capital were defined to be tested for their ability to be realized.

The diversity of those taking part – executives from nine different countries, from various corporate functions including clerical and technical management, sales and development, production and administration – guaranteed the success of the convention in long and sometimes passionately led workgroups. This resulted in a conception of the group's growth through innovation and customer satisfaction that can be achieved through optimal processes and consequential cost leadership, realistic risk assessment and strengthening of profitability in order to remain, as an independent medium-sized group, an accepted partner of the international automotive industry in the future. The implementation of the defined strategies in concrete activity programs and projects has already begun – true to our motto – **WE.MOVE.FUTURE.**

Ulrich G. Schröder

Enjoying the sun in the garden of Delecke House, Moehnesee



Irish anniversaries: Tribute for many 5 x 25 years years of service

➤ Letterkenny. Company service anniversaries at KIRCHHOFF Ireland

Sean Roulstone, Françoise Arnaud-Kieran, Sean McDermott (Managing Director of KIRCHHOFF Ireland), P.J. Friel



At a small celebration in August this year in Ireland, four employees and the company itself were all honored for 25 years of successful work.

Sean Roulstone started his career at KIRCHHOFF as a machine operator before moving to the welding department and then later to the quality management section. He is currently team leader of the dispatch department.

Françoise Arnaud-Kieran, who originally comes from France, joined the company straight from university where she had worked in the foreign language department and started in the administration of the Irish company. She now manages the finance department.

P. J. Friel, who currently leads a production team, has also worked in various sections of the company, such as the welding and toolmaking departments.

Last but not least, Sean McDermott is also celebrating his long service anniversary. Since completing his apprenticeship as a toolmaker, Sean has worked in nearly every department of the company. Today he is the managing director of the KIRCHHOFF location on the emerald isle.

Sean McDermott

➤ Attendorn / Iserlohn. Long service anniversaries at KIRCHHOFF Automotive Germany

Guests of honor in Attendorn ...



In the restaurant »Himmelreich« in Attendorn and in the dancing school »Buchenwäldchen« in Iserlohn, both the management and the works council of KIRCHHOFF Automotive Germany honored the staff members who celebrated their long service anniversaries during the current year with traditional anniversary celebrations. Senior executive Dr. Jochen F. Kirchhoff and his sons Arndt G. and J. Wolfgang Kirchhoff were all present to congratulate one employee on 45 years of company service and 21 employees on their 25-year long service anniversaries.

Traditionally, these celebrations are also used to thank all those employees who contributed toward achieving a positive result during the year and to give a vote of thanks and recognition on the part of the shareholders and management.

Ulrich G. Schröder

... and in Iserlohn.



SOY Award 2005 presentation

➤ **KIRCHHOFF Automotive honored by GM for the second consecutive time as »Supplier of the Year«. Special tribute to the Polish staff members**

Guests being addressed by
Arndt G. Kirchhoff
(CEO of KIRCHHOFF Automotive)

Invited guests: Helmut Kittler
(Purchasing Director, GM Europe),
Romuald Rytwinski
(Managing Director, GM Poland)

Helmut Kittler symbolically handing
the prize to the management of KIRCH-
HOFF Polska in Mielec

The management team of KIRCHHOFF
Polska from right to left:
Januz Sobón (managing director),
Ryszard Muzyczka (plant manager)
and Ryszard Czachor (QM manager)



For the second consecutive time, KIRCHHOFF Automotive has been honored by General Motors as »Supplier of the Year 2005«.

GM has been awarding this prize since 1992. The winners are selected from 3500 suppliers by a team of directors responsible for global purchasing, engineering, production and logistics. The four most important criteria are: quality, service, technology and price.

On April 24, 2006, this prize for outstanding achievements had already been officially awarded to the management, represented by Arndt G. Kirchhoff, CEO of KIRCHHOFF Automotive and Andreas Nebeling, Senior Engineering Manager of KIRCHHOFF Automotive, in Detroit, USA.

»We see KIRCHHOFF Automotive as an example for all other suppliers. The company exceeded our expectations for 2005 and will therefore receive the title of supplier of the year«, stated Bo Andersson, GM vice President Global Purchasing and Supply chain.

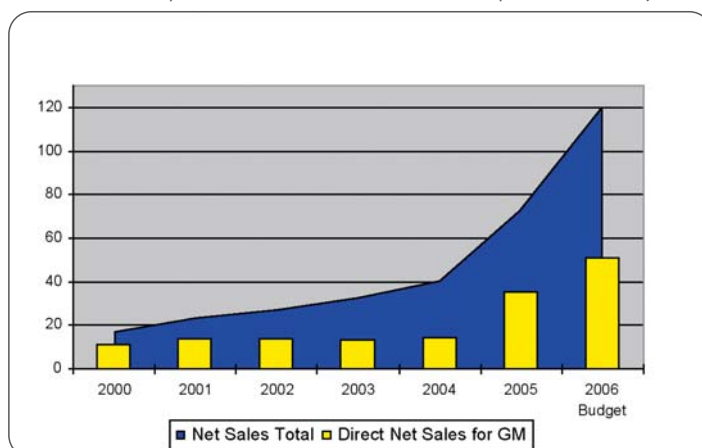
»KIRCHHOFF Automotive is one of the world's best companies and we thank them for their hard work and commitment, which has helped make GM the leading car manufacturer worldwide«.

In order to thank the employees of KIRCHHOFF Automotive for their dedication and hard work, the prize was symbolically awarded directly to the employees – this year in the KIRCHHOFF Polska plant in Mielec.

KIRCHHOFF Automotive CEO, Arndt G. Kirchhoff, addressed the guests and the employees of KIRCHHOFF Polska. GM purchasing director Helmut Kittler then spoke in the name of GM Europe, congratulating the plant management and all KIRCHHOFF Automotive employees. He commended the dedication shown in the supply of the qualitatively best parts to GM in the year 2005 and presented the prize to the management of KIRCHHOFF Polska. Managing director Januz Sobón promised that KIRCHHOFF would undertake every effort to again be awarded the SOY Award in the following year.

The highlight of the event was the subsequent raffle of an OPEL Astra donated by the KIRCHHOFF management. The lucky winner is Sebastian Polak from the company's welding department.

Business development with GM in Central Eastern Europe in the last six years



MOE Award

➤ Praise for KIRCHHOFF activities in Central and Eastern Europe



The plant in Mielec supplies structural parts for six GM models – the Agila, Astra II and III, Zafira, Vectra and Corsa. In 2005, the plant achieved production quality factors of 5 PPM (the number of defective parts per million parts supplied). The plant in Mielec is currently a center of expansion for KIRCHHOFF Automotive in Central Eastern Europe – GM is strategically the most important customer in this region. In May 2006, KIRCHHOFF already opened its second plant in Gliwice. The plant manufactures assemblies for the Opel Zafira. KIRCHHOFF Automotive supplies over 600 components to all OPEL/GM plants in Europe. The local presence of the production plants enables KIRCHHOFF to offer customers the best possible conditions.

Januz Sobón, Malgorzata Misiak

The KIRCHHOFF Polska team in Mielec – proud of what they have achieved



J. Wolfgang Kirchhoff and Ulrich G. Schröder (2nd and 3rd from left) accepted the prize.

This year, the HypoVereinsbank, in collaboration with the business journal »Impulse«, presented the MOE Award, the most important prize that can be awarded to medium-sized businesses for economic commitment in the new growth regions of Central and Eastern Europe. The companies that receive the award are those medium-sized businesses successful in making use of the opportunities offered by the region, thereby creating growth for themselves.

KIRCHHOFF Automotive, the medium-sized international supplier to the automobile industry with its headquarters in the German towns of Attendorn and Iserlohn, received the award because of the consistent policies of expansion it has been implementing since 1998 in Poland, Hungary and soon Russia. KIRCHHOFF is currently running four production plants in Eastern Europe. Almost 900 of a total of 3000 workers employed by the automotive group are located in Central and Eastern Europe.

On presenting the award to Dipl.-Ing. J. Wolfgang Kirchhoff, managing director of KIRCHHOFF Automotive at the ceremonial prize giving event, Johann Berger, director of the HypoVereinsbank, commented, »KIRCHHOFF Automotive is receiving the MOE Award 2006 for successful customer expansion and the development of new customer fields while simultaneously complying with high environmental and quality standards.«

In the course of expanding its business with customers from the automotive industry, KIRCHHOFF Automotive is also planning further investments in Central and Eastern Europe. Today, KIRCHHOFF Automotive already produces metal structural parts for both passenger and commercial vehicles in 17 plants located in nine countries. The company is expecting a sales volume of 380 million euros in 2006.

Ulrich G. Schröder

Ten years VIA

Olpe. The VIA, the association of innovative automobile suppliers celebrates its tenth anniversary

Left to right: Christa Thoben, Minister for Economy, Medium-Sized Businesses and Energy for the State of North Rhine-Westphalia, Arndt G. Kirchhoff (CEO of KIRCHHOFF Automotive) and Hartmut Schauerte (parliamentary state secretary for the federal minister of economy and technology)



It all started with regular informal meetings – medium-sized companies in the South-Westphalia district of Sauerland in North Rhine-Westphalia, all suppliers to the automobile industry, used to meet regularly to exchange ideas concerning both daily problems and future challenges.

They soon realized that common action made more sense than small-minded competitive ways of thinking and this led to the formation of the cooperative company known as the »VIA«, long before such commonly used phrases as »network« or »cluster« became well known.

A well-oiled association of companies soon came into being from this original idea under the motto »From medium-sized for medium-sized companies«. VIA Consult, VIA Lasertec and VIA Surface Tech-

nology are companies that act as mediums of know-how for each of these technologies for their associates, are experts in their fields according to the latest state of the art and after ten years have created 130 jobs in the district of Olpe alone.

Arndt G. Kirchhoff, CEO of KIRCHHOFF Automotive and a founding member of the VIA, declared in his speech at the group's 10-year anniversary: **»We wanted to become more efficient through co-operation. We have achieved that. Our competitors are not here at home, but act globally in all regions of the world«** For that reason it was a smart decision to have work processes needed again and again by various companies inexpensively streamlined through one common company consisting of real experts.

In her commemorative speech, which she named »SKILLS OF THE REGIONS«, the North Rhine-Westphalian minister Christa Thoben called the VIA »an economic motor, exemplary for proactive medium-sized companies that is rated as being worthy of support by the state government«.

KIRCHHOFF Automotive heartily congratulated the »Verbund innovativer Automobilzulieferer VIA« on its ten years of successful work and looks forward to a long future together.

You can find detailed information on the various activities of the VIA on the internet at: www.v-i-a.de

Ulrich G. Schröder

VDA day in Thuringia

➤ Erfurt. Federal platform for the suppliers of the state of Thuringia

Left to right: Prof. Dr. Bernd Gottschalk (VDA president), Dieter Althaus (Prime Minister of Thuringia), Arndt G. Kirchhoff and Dr. Michael Militzer (chairman of the board of »automotive thüringen e.V.«)



For the first time this year, the »automotive thüringen e.V.« held its annual trade day as part of a cooperation event with the VDA – the German Association of the Automotive Industry. On May 31, 2006, the VDA day in Thuringia, which took place at the fairgrounds in Erfurt offered the Thuringian automotive supply industry a unique opportunity to prove their efficiency to outside visitors.

Apart from over 300 companies from Thuringia and guests of the VDA from the entire country, members of the board of the BMW Group, Opel AG and FORD AG were present too. KIRCHHOFF Automotive also had a booth and Prof. Dr. Bernd Gottschalk, President of the VDA, Dieter Althaus, Prime Minister of the State of Thuringia and Dr. Ing. Michael Militzer, chairman of the board

of »automotive thüringen e.V.« were very impressed by what KIRCHHOFF Automotive had to offer in the field of automotive structures as they toured the fair.

The main focus of the VDA day in Thuringia was the trade conference »Automotive«, in which well-known representatives from politics and business clarified their standpoints on the subject of the significance of the automotive industry in Thuringia. **»The state of Thuringia wishes to show how important this key industry is for growth and employment in this area«, emphasized Prof. Dr. Bernd Gottschalk.**

330 companies of the automotive industry, among them many suppliers, employ 36,000 workers to achieve annual sales of 5.4 billion euros.

In the panel discussion that followed, Hans H. Demant (president Adam Opel), Michael Militzer (chairman of Automotive Thüringen), Jürgen Reinholz (Minister for Economy, Technology and Employment for Thuringia) Jürgen Stackmann (board member of Ford), Siegfried Wolf (CEO of Magna) and Arndt G. Kirchhoff (CEO of KIRCHHOFF Automotive) debated the topic of »International Orientation of Medium-Sized Companies«. »The greatest opportunities for medium-sized automotive suppliers are to be found in the emerging markets. We have to build and offer vehicles where people live who do not yet have as many cars as we do in Germany or America«, said Arndt G. Kirchhoff when summing up.

At the end of the discussion, Dr.-Ing. Michael Militzer, chairman of the board of »automotive thüringen e.V.« was visibly satisfied with the VDA trade day. »The automotive suppliers from Thuringia have now been able to create themselves a platform for the first time.« He then thanked the companies that had taken part in the exhibition in hall 2 of the Erfurt fairgrounds, thereby making this unique show of achievement possible for the first time.

Sabine Boehle



KIRCHHOFF supports company sports groups



KIRCHHOFF sponsored the world altitude record for mass-production vehicles in 2005

For peak performance

➤ Iserlohn. The various KIRCHHOFF Automotive sponsoring activities

KIRCHHOFF Automotive has much more than the task of achieving high performance through its employees each day in its various locations to give maximum satisfaction to its customers – the international automotive industry.

In the opinion of its shareholders and the board of management, a successful industrial corporation should also support other activities in its surroundings through sponsoring, such as sporting, cultural and social institutions – to help others to achieve peak performance in these areas too.

Our support begins within the company by equipping in-house sports groups that compete in an annual international tournament, playing at a different one of our various European locations each year for the KIRCHHOFF company challenge cup.

It continues by supporting regional amateur sports clubs and goes all the way up to sponsoring national league ice hockey with the »Iserlohn Roosters« who hail from the hometown of the KIRCHHOFF corporate group. The company also sponsored Rainer Zietlow and his team in setting a new world altitude record for mass-production vehicles with a VW Touareg that drove its way into the Guinness Book of Records in 2005 (see K>MOBIL no. 25 / June 2005). At the social level, we took an active part in the »Tour of Hope«, a 345-kilometer cycling tour dedicated to raising money for children

with leukemia and cancer. The regular donation of newspaper subscriptions for nursing homes and support for regional schools and children's day-care centers is also part of our social activity.

We support cultural institutions with the help of associated agencies that assist in event management and we also offer scholarships, especially for schools and universities. KIRCHHOFF also played a part in arranging the »Campus Symposium« organized by the Iserlohn private university BITS – see the separate report on page 13 for details. Why do we do all this? Arndt G. Kirchhoff, CEO of KIRCHHOFF Automotive gave the following answer: »Because we work with people, for people and because as a locally based medium-sized company, we are conscious of our responsibility, both to the region and to the environment. And because we support people who push themselves to their limits in order to achieve peak performance.«

Ulrich G. Schröder

Taking part in the »Tour of Hope«





The KIRCHHOFF logo is displayed on each arm of the team jerseys of the Iserlohn Roosters

KIRCHHOFF plays at top level

➤ Iserlohn. KIRCHHOFF Automotive is premium sponsor of the Iserlohn Roosters in the top German ice hockey league (DEL)

The Sauerland district is not only known for its forests, mountains and rivers, but also for its sporting diversity. Local sportsmen and women compete for times, goals, points and championships with great dedication in town after town. One of these towns is Iserlohn – the original hometown of the KIRCHHOFF Group – and even today, KIRCHHOFF Automotive still has its administrative headquarters there. Iserlohn is well known throughout the country because of its successful ice hockey team, the Iserlohn Roosters. In the highest German ice hockey league (DEL), the local team chases that hard black rubber disk across the ice in search of points and goals to fight for a place at the top of the table. What could be more suitable than that our company commit themselves in this field? »We would like to see the IEC continue playing top-level sport in this region and keep up the local ice hockey tradition.« This was how J. Wolfgang Kirchhoff described the commitment of KIRCHHOFF Automotive to the Iserlohn Roosters. As a home-grown company, KIRCHHOFF Automotive also supports other types of sport and teams in the local region apart from the Roosters.

In the end, the Iserlohn Roosters and KIRCHHOFF Automotive have quite a lot in common. Both of them have their roots in Iserlohn and can look back at a long tradition. KIRCHHOFF Automotive, with its KIRCHHOFF Witte plant in Iserlohn, has been active in the area for 220 years and the Iserlohn Roosters, originating from the former EC Deilinghofen, can be proud

of a local club history that goes back over 50 years. Both have teams that inspire through performance. Arndt G. Kirchhoff wrote in the K>MOBIL edition of June 2005, »Outstanding achievements are possible because people make them happen.« Good preparation, teamwork and using ones head are the prerequisites for outstanding accomplishments.

That is true for both the business and the sporting worlds. »WE.MOVE.FUTURE« is the KIRCHHOFF Automotive motto that the Roosters have also written on their shirts and made their motto, also presenting the company in their away games in the cities of prospective customers. Their goal is always to give the best possible performance.

Angela Trapp



REHA – mobility for mankind

➤ Hilden, Munich. Exemplary cooperation between the REHA Group Automotive and BMW



Individual conversions of series vehicles – this is the core competence of REHA Group Automotive

REHA Group Automotive, the fourth and latest division of the KIRCHHOFF Group, is a medium-sized automotive company dedicated to improving the mobility of disabled people. Their 25 years of experience makes them one of the leading companies in this sector. Each and every disabled person should be supported in their endeavors to increase their mobility through suitably equipping a car, even those who only have a small chance of being able to drive a modified vehicle safely on public roads.

The main field of activity at REHA is the consulting, planning and creating of tailor-made conversions for mass-produced vehicles. This is achieved through the manufacture and installation of, e.g. lowering devices, various lifts, ramps, hand-operated controls and pedal conversions. This, of course, is all done in close cooperation with car manufacturers and their service outlets.

Since the end of last year, BMW, for example, has been offering a comprehensive driver assistance program for disabled people in cooperation with REHA Group Automotive. This makes it possible for disabled drivers throughout Germany to have the BMW vehicle of their choice simply and easily converted to suit their needs. The numerous conversion configurations have all been developed and tested in close cooperation with BMW. This ensures that the conversions are ideally suited to both the vehicle technology and the particular mobility limitation being catered for and can be installed in any new, suitable

BMW series vehicle. After customers have selected the vehicle of their choice at their BMW official car dealer or one of its branches, they are then informed of the various conversion options by a representative of the REHA Group. The conversion is then carried out in one of the six industrial locations of the REHA Group. In most cases, the user-friendly new vehicle is then ready to be handed over to the customer within 20 working days at the corresponding BMW official car dealer or one of its branches. More complex conversions can, of course, lead to longer conversion times in some cases. If necessary, a member of the REHA Group team is then present to instruct the customer on the specific features of the new BMW.

In the specialist magazine »HANDICAP« (edition 3/06), a person with paraplegic disability in a wheelchair tested a specially converted BMW 320d. The boarding aid used for the transfer from the wheelchair to the driver's seat is a foldable sliding board with which one can easily slide over to the quite low-lying sports seat. A swiveling seat enables an easy entrance for a disabled passenger too.

Door locks and a starting button are activated through the »easy access« and especially for people with motor dysfunctions, this is an advantage over the conventional remote control or the turning of the ignition key in the lock.



Mobility for everyone

In combination with the rotating steering wheel grip, the manual control unit »Classic« guarantees drivers with paraplegic disabilities and those unable to use their legs safe control over the vehicle with the manual operation of accelerator, brakes and steering. The ergonomic operation of the push-pull mechanism is supported by the armrest in the 3-series BMW that can be slid forwards because the lower arm rests comfortably on it. The unit also includes the »Multicommander mini«; a device designed by the REHA Group themselves. While the right hand remains on the control unit, the index finger operates a tiny joystick that controls functions such as the indicators, the windscreen wipers or the horn. An additional button allows the high beam to be switched on with the movement of a finger. This is a great contribution to increased safety because the left hand always remains on the steering wheel.

The »Ladeboy S« is used in combination with a sliding door. A wheelchair loading system is especially useful with a relatively compact station wagon such as the BMW 320d Touring, with a length of 4.52 meters (14 feet 10 inches), because the manual loading of a wheelchair onto the passenger seat can become both a feat of strength and a balancing act in many conventional 4-door vehicles. Once fixed to the »Ladeboy«, the folded wheelchair comfortably and quickly slips past the automatically opening and closing sliding door, finishing behind the driver's seat.



Ladeboy S

For those able to walk or who are traveling with children, an alternative to the »Ladeboy« is the swiveling tailgate lifter with motorized lifting mechanism operated by cable remote control.

To sum up the »HANDICAP« test: »The BMW 320d – a sporty powerhouse capable of awakening the joy of driving in disabled drivers too – thanks to the conversions that have been tailored to suit the vehicle.«

Interested parties receive further details from:

REHA Group Automotive GmbH & Co. KG
Kleinhülsen 41
40721 Hilden
E-Mail: info@reha.com
Internet: www.reha.com

Ulrich G. Schröder

Keeping together is progress, working together is success

➤ **Saarlouis. Summer festival at the FORD Supplier Park in Saarwellingen**

As FORD supplier and workplace for over 1800 employees, the FORD Supplier Park and the Industry Park Saarwellingen had made it their aim to organize a summer festival for employees, family members and guests. The festival was to be a further way of cementing the good cooperation between FORD Saarlouis and its partner companies in the adjacent Supplier Park. A date for the festival was soon agreed upon and the preparations got under way, carried out by a total of twelve suppliers including companies such as Benteler, Brose, SAS and KIRCHHOFF Automotive.

Unfortunately, the date then had to be postponed at short notice from July 15, 2006 to 26 August, 2006 because of urgent special weekend shift work that had to be done at FORD. As KIRCHHOFF Automotive and TDS Logistics work together on a daily basis, they also decided to plan the festival together. TDS organized the beer stand and the barbeque, while KIRCHHOFF arranged a bouncy castle, face painting and a handicrafts corner for children plus an information booth with a large company presentation, music, a raffle and a wine stand. With these attractions, the basis for a successful festival was already formed.

But then, the day before the event was due to take place, TDS Logistics announced the alarming news that they would have to do two extra Saturday shifts in the shipping department, right at the spot where the festival was supposed to be held! With both teams working together and putting in an amazing effort, the staff of KIRCHHOFF and TDS barely managed to clear the hall and set everything up just in time – finishing on Saturday morning at five to twelve, only minutes before the festival was due to begin. There was no time to take a breather as the first guests were already beginning to show up.



KIRCHHOFF Automotive also has a location in the Saarwellingen Industrial Park

The plant manager of KIRCHHOFF Automotive in Saarlouis, Kai Uwe Stark, was delighted to see so many employees with their families, suppliers and customers in spite of the bad weather. They all took part in a tour of the plant with great interest and were even able to witness a production plant running »live and in color«. All in all, the festival turned out to be a great success. In his opening speech, Jacques Pollenus, the plant manager of FORD Saarlouis, aptly quoted the company founder Henry Ford with these words: »Coming together is a beginning, keeping together is progress, working together is success.« In this spirit, we would like to thank everyone involved for their hard work.

Sabine Boehle

INTERTOOL – growth in Russia

➤ **Moscow. WITTE takes part in the international trade fair for tools.**



Michael Grenz, happy with the presentation at the trade fair



Well-known German brands were on show



Quality and surface feel were thoroughly tested

Almost 200 national and over 140 international exhibitors presented their portfolios at the INTERTOOL in Moscow, which ran from November 7-10, 2006. A total of 21 nations took part in Russia's international trade fair for tools, metalworking and production technology. With 88 % of the visitors being experts from the various trades, the fair lived up to the expectations of nearly all exhibitors.

WITTE Werkzeuge presented its internationally recognized products at a common booth together with a number of other German brand products known through-

out the world for their high quality. »The fair is an ideal opportunity to present the brand products of our company, to find new customers and reinforce cooperation with existing customers«, said Michael Grenz, representative for the Russian market, commenting on the level of satisfaction.

The WITTE headquarters in Hagen also saw the INTERTOOL in Moscow as a great success. »Because of the great dedication of our sales representative Michael Grenz and our local partners, in the last few years – and above all this year – we have

again been able to greatly improve on the pleasing level of sales we had already achieved« added sales manager Mark Liebholdt, commenting on the business activities in Russia and the level of interest.

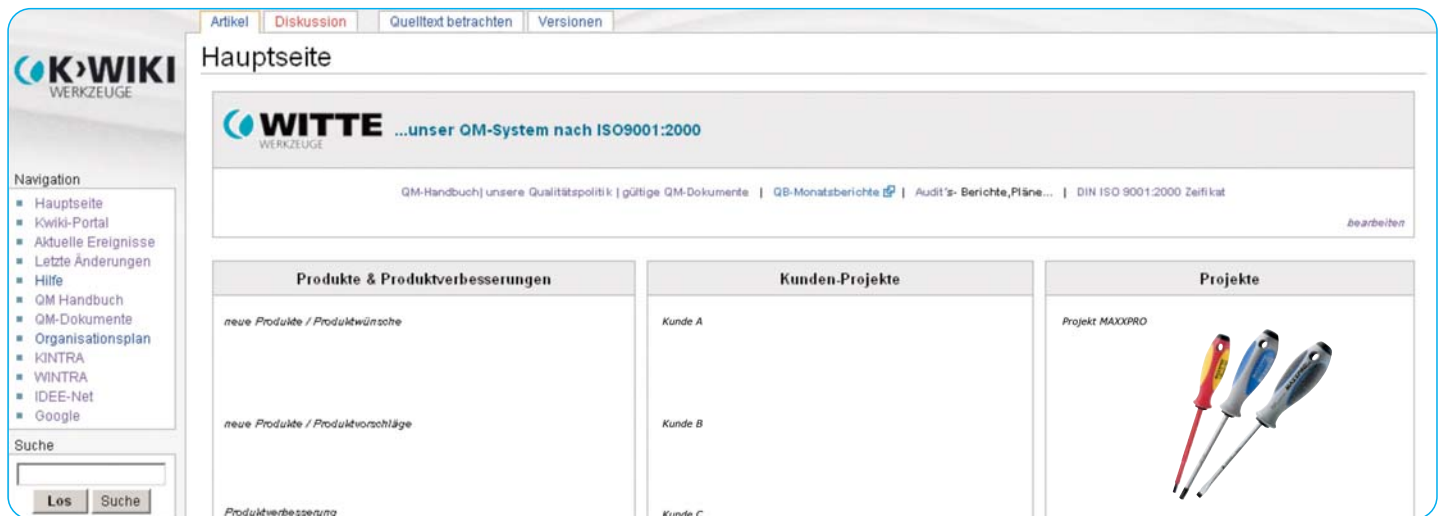
BITSNAP and MAXXPRO nature, the new highlights in the WITTE range that had already been presented at the »PRACTICAL WORLD« fair in Cologne, Germany in the spring were a great success here in Moscow too. The new bit box and the innovative screwdriver with the cork handle are quickly becoming international best-sellers.

Michael Grenz, Mark Liebholdt

K>WIKI – the in-house knowledge database

➤ **Hagen. Always well informed – WITTE Werkzeuge creates a knowledge database**

The new in-house information portal K>WIKI



We all know the problem of how to make information, e.g. regarding projects, accessible to all those concerned at the same time. In order to solve this problem, the people at WITTE Werkzeuge in Hagen have created an online information portal that can be accessed by employees at any time.

This new in-house information source has been called K>WIKI, in an allusion to the online encyclopedia »WIKIPEDIA«, which has meanwhile become a household word among internet users. When looked at more closely, WIKIPEDIA is not so much an encyclopedia in the normal sense of the word, collated by a handful of authors and then published, but rather a knowledge database written by volunteer authors – a multi-lingual online encyclopedia. It works on the principle of that which is accepted by the community is allowed to remain. To date, over 200,000 registered users and an unknown number of anonymous contributors have published articles in the project. Over 7000 authors work regularly on the German-language version.

The expression WIKIPEDIA is a portmanteau word made up of the English word »Encyclopedia« and WIKI, i.e. a largely server-based software with which every internet user can edit articles or create new ones via an internet browser.

WIKIs were initially created as knowledge management tools in the field of »design patterns« of theorists, originating from an idea from 1995. The first one was developed by American software specialist Ward Cunningham.

The concept of WIKI is similar to that which Tim Berners-Lee, inventor of the World Wide Web, originally wanted to do back in 1990. The information should be available online and immediately editable.

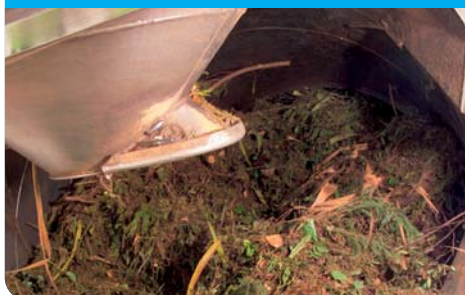
That is exactly what the people at WITTE Werkzeuge are doing with this WIKI. Here in Hagen it is called K>WIKI [:QUIKI] and every employee publishes his or her information on projects and processes, allowing all those working on a project to be kept up to date with the latest information. In the Hagen K>WIKI not only the projects are available, but also the QM documentation and the safety data sheets related to them. Norms and patents – even those from the competition – are also available as well as alarm plans or safety guidelines.

Texts are simple to create in the browser via an easy-to-use desktop environment. Illustrations and drawings can be quickly and easily included too. Links, e.g. to Excel files or pdf documents can also be created. The special thing about this system is that any changes done to K>WIKI content can be followed up according to author and time of change. Only a few articles, e.g. those of the QM documentation, can for obvious reasons only be changed with special rights.

By the way, WIKI is Hawaiian and means »fast«. In this spirit, »Aloha« from Hagen!

Frank Rohlf

The British chose unconventional methods to illustrate the benefits of the ROTOPRESS. The »Big Daddy« of waste disposal vehicles is ideal for collecting all types of waste, including garden trimmings - not only household refuse and organic waste.
»Lead the green revolt«



Lead the green revolt

➤ **Birmingham. Lowest total cost of ownership decided order for six ROTOPRESS vehicles.**

The British subsidiary FAUN Municipal Vehicles Ltd. presented its products at two large trade fairs this year. The appearance at the »Commercial Vehicle Show« was not only a debut for FAUN, but also a highly successful one. It was traditionally followed with a presentation at the RWM (Recycling Waste Management) in Birmingham in September.

Apart from the products themselves, the focus was on the accompanying service offers. It was also important to demonstrate to British trade customers the benefits of working together with a globally active company like FAUN that has locations in all of the main markets.

TCO MINIMUM

The ROTOPRESS shown in the above photo is one of a batch of six vehicles ordered by the Eastleigh Borough Council. Situated in southern England, the Eastleigh Borough Council decided for FAUN not because of its lower purchase price, (the ROTOPRESS is initially more expensive than other alternatives) but awarded the order to the supplier able to offer the lowest TCO (total cost of ownership). Apart from that, after-sales service, quality

and reliability were also key factors in the decision. David Burton – Head of Services at Eastleigh says, »Our priority was to get the purchase process right and offer an opportunity to all manufacturers.« Eastleigh used the EU procurement route looking beyond purchase price to assess; whole of life costs, after sales support, product quality, and reliability to find a manufacturer that would work with them. »We wanted a supplier who would listen to us and tend the vehicles like they were on loan,« says David. Andrew Corless, Managing Director of FAUN Municipal Vehicles Ltd., says, »We know that ROTOPRESS has less down time, lower maintenance and repair costs than

modification. FAUN Service provides comprehensive coverage for you throughout the UK and Ireland. Eastleigh are fully supported by FAUN, »The FAUN service staff are very responsive, if we have a problem they come straight down and sort it,« says David.

Claudia Schaeue

FAUN presented for the first time at the Commercial Vehicle Show in Birmingham – with success.



35 real FAUN vehicles clean up the Rhein-Sieg district

By the end of November, 30 VARIOPRESS and 5 POWERPRESS vehicles should be serving the Rhein-Sieg Abfallwirtschaft- Gesellschaft mbH (RSAG). The rear loaders, built on Mercedes Benz AXOR chassis, will be used to collect both the household refuse and the bulky waste for the area's 460,000 residents.

RSAG managing director Van Keecken explained the decision for FAUN like this: »FAUN made us the most economical offer. Decisive factors for us were the service, competence and experience of the market leader. Apart from that, FAUN was able to supply the vehicles in a short space of time.«





The FAUN trade fair booth aroused a great deal of interest. On the right the new »CURVED BODY« will be mass-produced from 2008 onward.

ENTSORGA-ENTECO 2006

➤ Cologne. FAUN presents stability that lasts longer.

From October 24-27, 2006, 910 companies from 28 countries opened their doors to guests at the ENTSORGA-ENTECO, according to figures published by »koelnmesse«, who hosted the Cologne Trade Fair. Apart from the supply and disposal companies and their related business sectors, the body now supporting the trade fair, the VDMA, the German machine and plant construction organization, is the ideal partner and also attracted many a new exhibitor and visitor to Cologne. At 25%, the proportion of foreign exhibitors was higher than in the past, although the actual number of exhibitors dropped compared with 2003. According to the fair organizers, 43,000 trade visitors from 106

countries visited the ENTSORGA-ENTECO. FAUN had two main reasons for being present at the trade fair. Firstly, as market leader for waste disposal vehicles it wanted to offer its customers a contact point and secondly, it wanted to present its latest innovations, which really got things rolling in the truest sense of the word. The highlight of this year's trade fair presentation at the FAUN booth was, without a doubt, the new, rounded and therefore curvy-looking VARIOPRESS body, with the neat name »CURVED BODY« (see picture above).

With the »FCS« FAUN is bringing a completely new generation of control system onto the market (see report on right).



»From the point of view of sales, I see our presence at the fair as very positive. We had the privilege of welcoming customers from all over Germany, including many high-ranking and very well-informed figures. In Cologne itself we sold 15 vehicles and in the wind-down to the trade fair we sold several more as well.« With these words, FAUN sales manager for Germany, Burkhard Oppmann demonstrated how satisfied he was with the way things had developed at the fair.

The VIAJET FILTAIR provides cleaner air wherever it goes. You will find its technical details on page 30.

Honorable visitors in Cologne: Left to right: Dr. Johannes F. Kirchhoff (FAUN associate), Rüdiger Bandit (head of the »Zweckverband Abfallwirtschaft West«), Michael Scheffler (Deputy Mayor of the City of Iserlohn), Klaus Müller (Mayor of Iserlohn), Dr.-Ing. Jochen F. Kirchhoff (Chairman of the KIRCHHOFF Group) and Dr. Armin Vogel (Managing Director of FAUN).





Please note:

FAUN will be present at the following trade fairs in 2007:

BAUMA. April 23-29,
Munich International Trade Fair

RWM. September 11-13,
NEC Birmingham

Ekhard Uhlenberg (l., Minister for Environment, Ecology, Agriculture and Consumer Protection of the State of North Rhine-Westphalia), Jürgen R. Thumann (President of the Federation of German Industries), Dr. Stephan Harmening (3rd from r., Managing Director of the BDE) and Peter Hoffmeyer (2nd from r., President of the »Bundesverband der Deutschen Entsorgungswirtschaft e.V.« BDE) were highly interested in the FAUN products and innovations that Dr. Johannes F. Kirchhoff (r., Managing Director of the FAUN Group) described to them in detail.

Product innovations 2006

➤ New body: CURVED BODY

In the past, the side struts had always been a typical hallmark of FAUN bodies, but the new vehicle body now has smooth sides. The cubic design has a number of advantages. Firstly, the integrated rain gutter on the roof of the body allows rainwater to flow toward the rear of the vehicle, thereby minimizing any annoying build-up of dirt on the roof. The well-thought-out design of the body guarantees an optimum center of gravity, thereby distributing the weight over the axles more evenly. The body construction has become much lighter, partly due to the runners that are now integrated, increasing the payload because the body now weighs around 400 kg less than its predecessor. The payload can now exceed 12 tons, depending on the body type and configuration. The stable and shapely side walls can be ideally used by the waste disposal company to display various types of advertising. Whether it is for the curvy body of a beautiful woman or for the company logo. But those are just ideas for the future. This modular body concept will be used for all types of vehicle in the coming years. From January 2008, the »CURVED BODY« will be mass-produced with the VARIOPRESS.

This exhibit from the ENTSORGA, complete with its non-slip design, will be used by the City of Düren. The Düren team are now collecting household refuse with the first »CURVED BODY« and are excited to see how their new look will be received in the urban area.

FCS – FAUN-Control-System



➤ FCS – the FAUN Control System

The world's first control system ideally suited to the needs of waste disposal vehicles celebrated its premiere at the trade fair, built into a VARIOPRESS. FCS is a CAN bus controller (Controller Area Network) and consists of three different components: the main computer, the control unit and the input/output modules. The main computer is installed in the radio housing of the driver's cabin and the control unit, a color display, is installed in a spot easily visible to the user. The input/output modules can be mounted on the body as needed. Cameras can also be connected to the control unit, to allow all functions and movements of the vehicle to be portrayed on the display.

FCS can localize and call up control errors. This eliminates long-winded error analyses, thereby minimizing repair and maintenance times. If required, the system can be extended to include counters to record the operating hours and measure freight. Data can also be stored on an SD card on the display. A clean-open interface is also available for connecting various additional components such as a lifter, weighing equipment, etc. Information such as driving speed, vehicle weight or fuel consumption can be called up via the CAN interface to the body. FCS is also equipped with encapsulated and therefore watertight connections and plugs able to withstand a high degree of vibration.

FCS is a joint project developed by FAUN engineers from both France and Germany. Around five years of development work have gone into this system, which is to be built into all FAUN vehicles from 2008 onward.

Claudia Schaeue

FAUN in search of new faces

➤ Zurich, Barcelona, Herne. FAUN expands team of expert staff



Rainer Janssen – Managing Director of J. Ochsner AG

Since October 2006, the Swiss subsidiary J. Ochsner AG in Zurich/Urdorf has been managed by Rainer Janssen, who originates from the Rhineland area of Germany. Stations of his professional career so far:

- Studied business, focusing on waste disposal logistics at the University of Mannheim
- 1992 – Westab Holding GmbH, industrial waste disposal subsidiary of VEBA AG, management assistant
- 1995 – Mannert Abfallwirtschaft & Recycling GmbH, commercial director
- 1998 – Breslauer Stadtreinigungsbetriebe AG (subsidiary of VEW Edelhoff) firstly as director and then as chairman
- 2003 – With the merger of VEW and RWE Umwelt, Janssen moved to the RWE group headquarters in Viersen and became departmental head manager for the logistics of the group
- till 2006 – managing director of a former subsidiary of Gelsenwasser AG.

Rainer Janssen has taken over his new task in Urdorf with great vigour and 13 years of experience from the customer side. When asked about his hobbies and the new challenges facing him, Janssen replied: »I have already hiked through the entire country of Switzerland and now my next task is to explore the needs of our Swiss customers.« Apart from mountaineering, skiing is Janssen's other great passion. The 41-year-old is married and father of one daughter.

Hansulrich Zellmer – Managing Director of FAUN Medioambiental

Originally from Dortmund, Hansulrich Zellmer became a director of FAUN Medioambiental Ibérica S.L. on August 1, 2006. Zellmer now takes on full responsibility for the company and Ramon Secanella is now responsible for sales.

Brought up in the Münsterland area, Zellmer studied mechanical engineering at the RWTH Aachen, focusing on production technology. His urge to travel was already apparent in early years and after completing a practical training session in Columbia he went to Spain to complete his degree. This was followed by his first appointment as project manager in the production of tailored blanks at ThyssenKrupp. As a counterpart to his practical daily work, Hansulrich Zellmer, who is now 34, took up business studies. From 2001 until his move to FAUN, Zellmer was employed in Barcelona at Applus Idiada, a development service provider for testing, engineering and homologation. He views his new tasks with great interest. Zellmer loves Spain, is married to a fiery Spanish woman and also father of a seven-month-old son.

Thomas Maser – new salesman in North Rhine-Westphalia

The FAUN team has now been strengthened by the addition of a new salesman to its staff.

Since August, Thomas Maser has been working at the customer center in Herne and is responsible for the sale of our vehicles there. Together with colleague Volker Hengstenberg, he is responsible for parts of North Rhine-Westphalia as well as the federal states of Rhineland Pfalz and Hesse. Volker Hengstenberg is responsible for the sweepers and Maser for waste disposal vehicles. Thomas Maser is a qualified fitter and after completing his apprenticeship worked as a customer service technician at Zöller Kipper. This gradually led to an increased amount of sales work and promotion, first to customer service manager and then regional manager of Zöller Kipper were the next logical steps in his career.

He spent the last two years working at Hüffermann as product manager, responsible for sales throughout Germany. The 37-year-old is married and father of one child.

We would like to offer these three new colleagues and all other new faces in the FAUN Group a hearty welcome and wish them a lot of success.

Claudia Schaeue

Improving trade relations with Russia

➤ The country of golden domes, endless forests and immeasurable hospitality



Joint press conference with Governor Valerij Schanzev and Dr. Armin Vogel after the first business visit.



Russian return visit to FAUN: Jürgen Thirase (FAUN Sales Manager), Dr. Armin Vogel (FAUN Managing Director), Roman Lobov (FAUN dealer Priorität), Alexander Kotelnikov (Deputy Mayor), Vitaly Kovalev (head of the main administration for living standards), Eugenia Funk (FAUN).



Alexander Kotelnikov wants to know exactly how it works.

»We couldn't have wished for a better start to our business relationship.« With these words, Dr. Armin Vogel, Managing Director of FAUN Expotec GmbH, set the seal on the delivery of eight ROTOPRESS vehicles to the region of Nischnij Nowgorod (NN). The FAUN company group has been actively engaged in Russia for quite some time now and again been able to register a good degree of success. »In order to expand and strengthen our market presence in the region we have signed a cooperation agreement with a local company named Kommash and the government of the region of Nischnij Nowgorod, home to 4.3 million people, that will improve economic cooperation« explained Dr. Vogel. Within the terms of this agreement, Alexander Kotelnikov, Deputy Mayor of the region of Nischnij Nowgorod, visited the FAUN factory in Osterholz-Scharmbeck in October, in order to obtain an overview of the FAUN products and to visit the most modern plant in the world for the production of waste disposal vehicles. New sweepers are also currently being purchased for his home district. FAUN sees the sales markets of the future partly in the central and eastern European countries. Although in the past these countries had no access to this technology and relied on used

vehicles, economic prosperity is leading to an increased desire for modern waste collection vehicles and sweepers. In Russia, waste disposal systems are just beginning to be introduced. Starting with door-to-door pickups, the right containers, the transport of the waste and finally the treatment plants, the government is willing to create a professional waste disposal system. Ageing vehicle technology is constantly being renewed and the experience of an international company from Germany is welcome. As European market leader in the field of mobile waste disposal technology, FAUN is well able to satisfy these new requirements. In the world's most modern factory for the production of waste disposal vehicle bodies, perfectly tailored and high quality vehicles are produced with industrial production technology.

Claudia Schaeue



The famous Diveevskij convent; home to 400 nuns

Russia and the region

Golden domes, the largest and most beautiful rivers in Europe as well as fabulous buildings and works of art draw visitors like a magnet to this largely undiscovered country in terms of tourism. The city of Nischnij Nowgorod (when translated the name means »lower city«) with its 1.5 million inhabitants is the third largest in Russia. The atmosphere of the region itself is shaped by the great number of industrial centers, in which 4.3 million Russians live. Apart from research and development experts, nearly 300,000 students live annually in the city, which was founded in the year 1212.



This VIAJET FILTAIR is currently undergoing a 6-month trial at AWS



Sweeping in complete darkness in Iceland's approaching winter: In 2006, Jens Hoffmann of FAUN (r.) brought two VIAJET vehicles to Reykjavik.

Growing market share

➤ **Grimma. FAUN Viatec boosts production by 25%**

FAUN Viatec will produce 175 sweepers this year. That is a 25% increase on the previous year. »Our products are very good. They work efficiently, produce the best cleaning results and above all they are setting new quality standards.« Helmut Schmeh, Managing Director of FAUN Viatec GmbH, explained the success of the sweepers in these words. »Of course we are still mainly supplying the German market. But with orders of 20 sweepers to Qatar, for example, or three units to Romania, we are even exporting way over the European borders«, he continued. His 80-man team produces between 15 and 20 vehicles per month. The latest development from Grimma celebrated its premiere at the »Kommunal Live« in Hanover and at the »ENTSORGA« in Cologne.



DUST-FREE SWEEPING WITH VIAJET FILTAIR

The tried-and-tested VIAJET 6 has now been equipped with particulate matter filter technology. The integrated filter elements are capable of reaching an excellent separation rate of 99.95% for particulate matter – a level not achieved by any other conventional system. The filter is combined with the patented FAUN air circulation system used in the VIAJET 6

model. During the sweeping process, the suction mouthpiece takes in everything, including those fine particles that are invisible to the naked eye. This means that when the filter is 100 % covered with particulate matter of the size »PM10«, 99.95% of that fine dust gets caught by the filter. Only 2%, i.e. 1/50, of these fine particles manages to return to the surrounding air via the exhaust. This kind of result can only be achieved by means of a filter. The filtering of the sweepings takes place within the dirt collector itself, effectively protecting the entire air exhaust system from wear and tear, including the blower. Other manufacturers need to use a lot of water in their efforts to reduce dust when sweeping, but the VIAJET FILTAIR manages to do this with very little because the sweepings do not require additional water to bind them. This not only allows the machine to keep sweeping for much longer periods, but also greatly reduces the cost of waste disposal because of the lower level of water in the waste matter. The filter is continuously cleaned by a compressed air system during the sweeping process itself. During this process, the caked matter is mixed in with the rough sweepings. Neither personnel nor the environment are at risk, because the fine particulate matter is emptied together with the rough material. The integrated filter is built into the roof of the body, giving the sweeper its typical look.

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Air circulation system: The air drawn in through the suction shaft is divided into approx. 70% circulating air and approx. 30% newly intaken air. This 70% is automatically used to stir up the sweepings and take them in again via the suction mouthpiece.

In FAUN vehicles, this division between circulating air and outgoing air can be controlled by the driver, depending on the working situation. This is an effective circulation system only used by FAUN and employed in the VIAJET 6 and 7 sweepers.



20 VIAJET 6 sweepers on Renault chassis carry out their daily work in Qatar in front of an impressive backdrop. A specially designed »sand kit« protects the machines from the inhospitable weather conditions in this Arabic country. The vehicles are exposed to sand, salt, high levels of humidity and searing temperatures every day.



Managers gain both caliber and substance

➤ **Osterholz-Scharmbeck. FAUN employs specialized vocational training methods to mold its employees.**



In June 2006, the Junior Management Program »JUMP« was first initiated for the training of junior staff members and

since the end of September the future FAUN executives are being honed and polished. Chief Financial Officer Thilo

Bollenbach explained these training measures as follows: »At the end of a total of six modules, the directors and managers are familiar with the essential approach necessary to successfully structure and solve problems that need to be overcome over and above the technical ones. They learn how to deal with their own energy and contribute toward fostering motivation, resilience and goal-oriented behavior in their own fields. Finishing in April 2007, the participants will attend seminars with titles like »Personal Authority«, »Coaching«, »Self-Coaching« and »Teamwork«. »If we achieve good results with our executives through these seminars, this can only have a positive effect on all of our employees«, continued Bollenbach.

Claudia Schaeue

Even when you go...

➤ **...you never really go. Celebratory farewell for Walter Fambach in June 2006**

Active together for FAUN for many years, Walter Fambach (l.) and FAUN owner Dr. Johannes F. Kirchhoff



Celebrating a farewell amongst family, business partners and colleagues can be a very nostalgic affair. But the goodbye to our long-serving sales manager Walter Fambach was tinged with both the familiarity and experiences of over 26 years together and the magic of the new. It was a case of paying homage to Walter Fambach, the man who molded an entire era – when we think of the legendary LP 901, today's POWERPRESS – and the way he had of winning people over with his Bavarian geniality. After 46 years of hard

work, it is time to enjoy the sweet years of idleness - or to phrase it in the words of the 19th-century Austrian poet and dramatist Franz Grillparzer:

*»Become that which you not yet are,
Remain that which you have become.
In this becoming and remaining
Lies the key to earthly beauty!«*

Claudia Schaeue

FAUN Services – more than just bodies

➤ Osterholz-Scharmbeck. Rental, leasing or hire purchase instead of buying?

Company owner Paulus (r.) from the company of the same name together with FAUN manager Alfred Schießer and six of the seven newly rented vehicles.



No-problem packages without capital commitment

Owning a fleet of vehicles not only requires capital but also an incredible amount of time. In future, the waste disposal expert can make more effective use of his time by concentrating on his core business - with the able support of FAUN Services - the number one professional service provider for vehicle fleets in the waste disposal industry. The 100% FAUN subsidiary is the ideal partner for maintenance, leasing or rental agreements. The company offers a whole range of quickly available vehicles at fair rates. No matter whether it is a sweeper, rear, side or front loader, for a day, a week or even longer. FAUN Services offers its customers every type of support from rental, hire purchase or leasing plus servicing, maintenance and repair. This allows the waste disposal company to concentrate on what it knows best, i.e. providing good service - and FAUN looks after the vehicle fleet.

Customer benefits:

- vehicles available when you need them
- comprehensive global network of service stations and technicians
- high technical reliability and motivation of personnel through use of latest vehicles with lower fuel consumption, plus lower running and downtime costs
- retention of value, high availability, economic use of vehicles

Purchase and sale of used vehicles

Even after many years of hard work, a real FAUN still retains a high market value. That is not just a good argument when purchasing. FAUN Service purchases used vehicles - not only when selling a new vehicle.

Up-to-date offers are always available in our vehicle exchange at: www.FAUN.com or via our hotline:

Tel. +49 (0) 479. 5955- 444

Rental: In September 2006, the company Paulus from Friedrichsthal received seven rental vehicles from FAUN Services. After winning a waste disposal contract from the »Abfall- und Entsorgungsverband Saar«, Paulus ordered the vehicles for the collection of household and organic waste. The vehicles will be used to collect the waste in twelve cities and communities in the German state of Saarland till 2009. The deciding factor for Paulus was the fact that FAUN Services were able to provide his company with all the necessary services from one source. This enables him to dedicate himself entirely to the task of waste disposal and leave the rest to FAUN Services.

Used vehicles: In October, five used waste collection vehicles left the FAUN Customer Service Center South in Augsburg. Destination: Luanda, the capital city of Angola. The waste disposal company Triambiente ordered the used vehicles for waste collection in the African city on the Atlantic coast, home for almost three million inhabitants. The scope of the delivery includes a spare parts package for both body and chassis.

Support: Reinhard Frank, well-versed waste disposal vehicle salesman with 30 years of experience will be starting work for FAUN Services with immediate effect. Frank's chief reason for switching to this section of the company is to boost the acquisition and resale of used waste collection vehicles. Reinhard Frank is an old hand in this business and can make the most of his knowledge to give ideal support to this young and expanding service section.

Claudia Schaeue

Five real FAUNs before their departure to Angola. Robust used vehicles are internationally sought after.



Merry Christmas and best wishes for 2007



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