

K>MOBIL

THE **KIRCHHOFF** GROUP MAGAZINE

➤ KIRCHHOFF Group:

Consolidated sales revenues totaled approx. 686 million euros in 2007. This represents growth of approx. 12 % compared to the previous year.

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➤ KIRCHHOFF Automotive

is a globally operating supplier of innovative development. The TEC Center has been the company's development and prototyping center for over two years now. → Page 19

➤ REHA Group Automotive:

Humans are capable of becoming 120 years old. What kind of auto-mobility do we require when we get old?

→ Special supplement inside

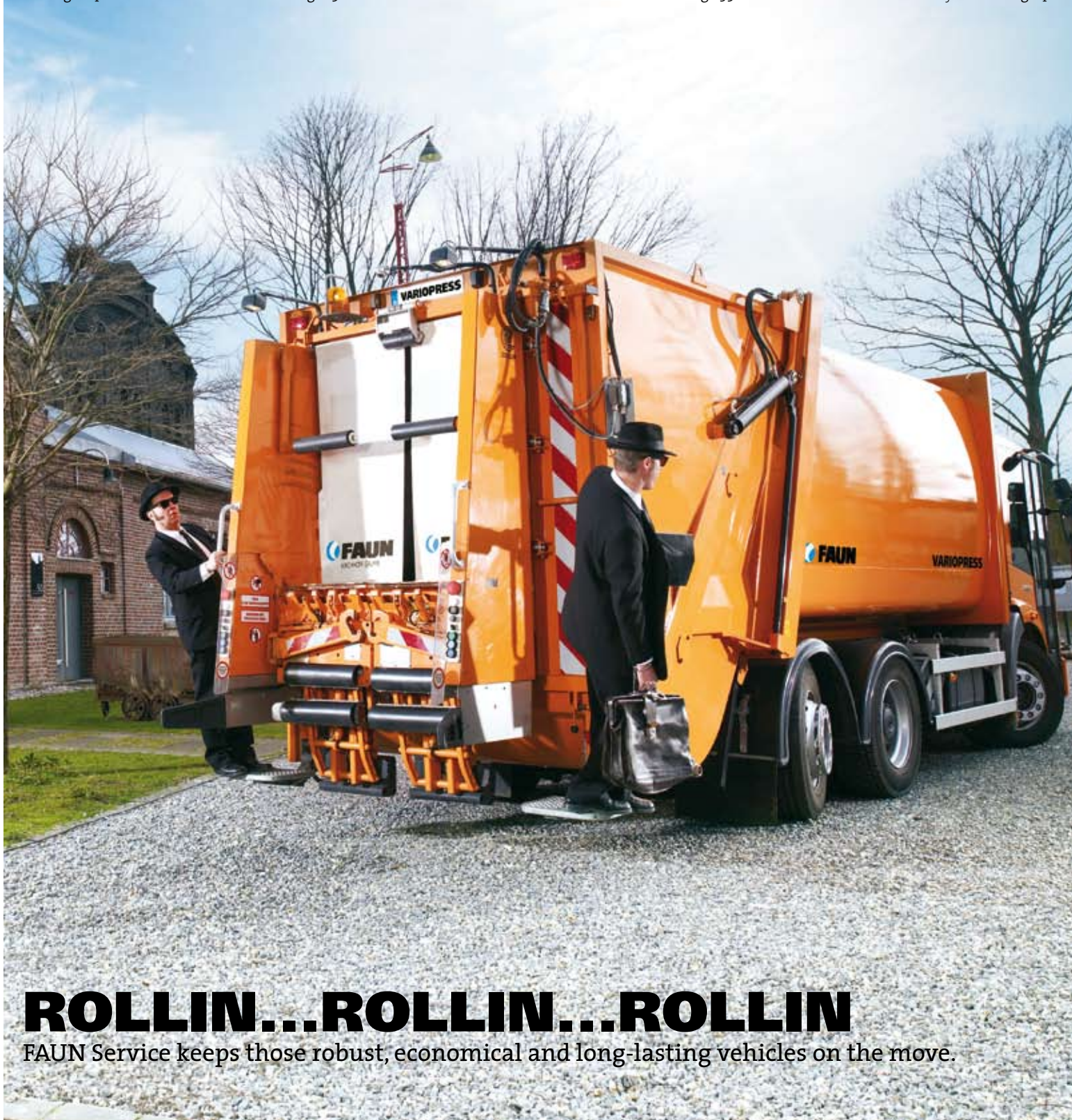
➤ WITTE Werkzeuge

presented the new PROTOP II screwdriver series in Cologne. The optimized handle has been designed in line with the latest ergonomic findings.

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➤ FAUN Umwelttechnik:

The leading international trade fair for the waste disposal industry, the IFAT, was staged from 5–9 May 2008 and for FAUN it proved to be one of the most successful in the last 10 years. → Page 40



ROLLIN...ROLLIN...ROLLIN

FAUN Service keeps those robust, economical and long-lasting vehicles on the move.

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The setting up of the KIRCHHOFF Automotive Tec Center in Attendorn two years ago was another important step in becoming a development supplier to the international automotive industry. It enables us to expand our range of services from “build-to-print” supplier to independent development partner. KIRCHHOFF Automotive is capable of offering the entire chain of development including the design concept, the calculation of the finite elements, feasibility tests and prototyping with the concluding quality certificates and endurance tests.



Imprint

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The PROTOP series of screwdrivers has been known on the market as an established and proven tool for many years. WITTE Werkzeuge is now presenting its successor model, the PROTOP II.

Based on the tried-and-tested PROTOP quality concept, the handle of the screwdriver has now been optimized to integrate the latest ergonomic findings. With its three-zone concept the new PROTOP II screwdriver enables its user to work more quickly and efficiently and optimizes the transmission of force: the multifunctional zone, the twist zone and the power zone.

IFAT 2008, Munich 5–9 May

During his official visit to the trade fair, Federal Minister of the Environment Gabriel took some time to view the FAUN booth in the open-air section. While there he met Hassan Mohammed Makki, Director of Waste Management of the Dubai Municipality (on right) who was in Munich with a delegation to visit the FAUN booth at the IFAT fair.



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- "konaktiva" in Darmstadt
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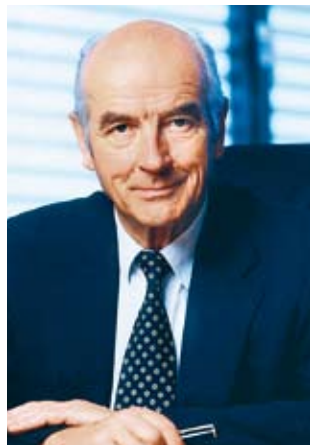
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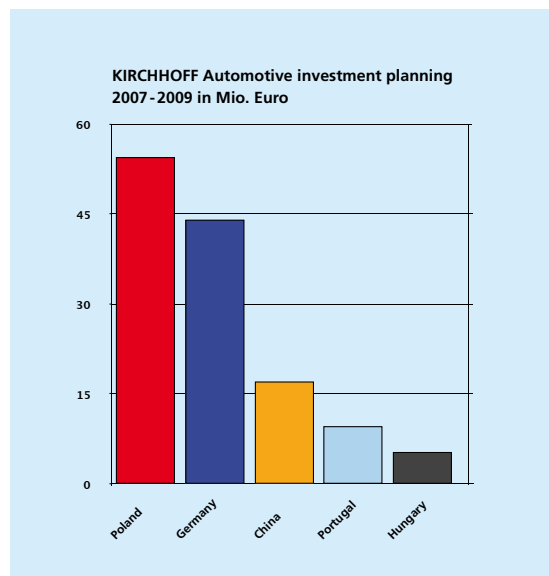
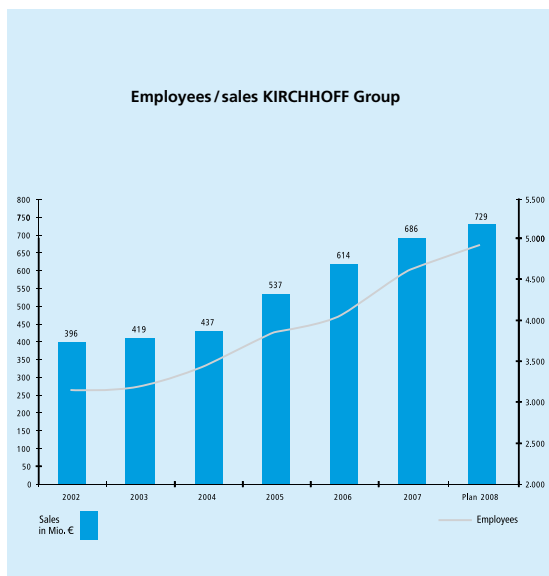
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Globalization securing jobs in Germany

➤ Competitive potential improved by increased investments in production, information technology and service. Current situation in the KIRCHHOFF Group.



Dr.-Ing. Jochen F. Kirchhoff,
Chairman of the Advisory Board
of the KIRCHHOFF Group



Both sales and employment figures continue to grow in our company group (pic. 1).

Dear customers and friends of our company group, dear members of staff,

The consolidated sales volume for the Group in 2007 amounted to some 686 million euros (previous year: 614 million euros), representing annual growth of approximately 12%. This development is likely to slow down in 2008, but an increase of around 6% to achieve an approximate total of 730 million euros can still be expected.

The size of our workforce grew to 4600 in 2007 from 4036 in the previous year, a plus of 14%. The current development in Germany is particularly pleasing. The number of jobs on the home market has increased by about 10% to 2075 since 2003 and is predicted to rise by a further 4% to around 2160 in the course of 2008.

The example of our company group confirms the statement made by the President of the Automotive Industry Association (VDA) Matthias Wissmann: *"Globalization is usually a win-win situation for our innovative industries. Precisely because German sub-suppliers open new production plants all over the world, precisely because medium-sized companies improve their competitive edge and install production facilities in low-cost countries, employment in the German automotive industry has, contrary to the general trend on the employment market, grown over the last 15 years,"* Wissmann said. It has had an even greater stabilizing effect

due to the significant role played by medium-sized companies in the automotive industry. *"Globalization tendencies and upheavals in the value-added structure within the automotive industry had in fact led to a reduction in the number of sub-suppliers over recent years,"* Wissmann continued. *"The VDA does not, however, believe that this trend will continue. In some sectors of the sub-supplier field, the consolidation process already seems to have come to an end to a great extent,"* said Wissmann. *"Many manufacturers prefer to cooperate with medium-sized companies as sub-suppliers because they particularly appreciate their flexibility and innovative strength."*

Global competition in the automotive industry has now become even more intense. New suppliers, particularly those from Asia and eastern Europe, are struggling to enter the market.

This is the reason why the KIRCHHOFF Group, apart from expanding production facilities overseas, has also steadily continued to improve efficiency in its domestic plants.

The years 2007 to 2009 are marked mainly by total investments of over 130 million euros. This enormous effort represents the preliminary work to smooth the way for the introduction of new models by car manufacturers in the coming years.

It is our firm objective to reduce CO₂ emissions, to protect the climate and to participate to an even

KIRCHHOFF Automotive will be investing more than 44 million euros in new large-scale presses, welding facilities and information technology for its German plants in Iserlohn and Attendorn between 2007 and 2009. The company's main overseas activities are concentrated in Poland, Hungary, Portugal and China (2nd photo)

We have continued to tighten the product portfolio for passenger vehicles and added some sophisticated components (3rd photo).



Front cars



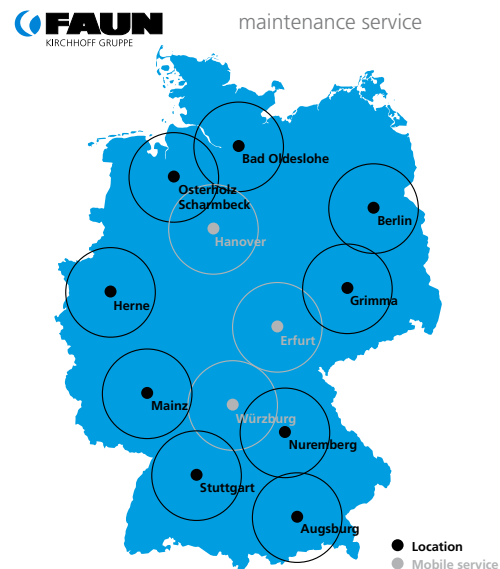
Cross car beams



Front ends



Engine cradles



greater extent in developing innovative solutions for lightweight body construction.

Furthermore, during the current year we at **KIRCHHOFF Automotive** will be completing work on the new Technical Information System (TIS) that will benefit both our domestic and our overseas production plants. With this accomplishment we will have installed a benchmark system.

The domestic market for environment technology from **FAUN Umwelttechnik** has now recovered after a long dry spell. In order to fulfill legal requirements (residential waste standards) the waste disposal sector was obliged to invest around 10 billion euros in mechanical-biological waste treatment plants during the first half of this decade and therefore postponed the purchase of new waste collection vehicles. Since 2007, however, the backlog of requirements has led to a pleasant increase in incoming orders.

Overseas, particularly in the eastern European and Arab countries, market trends have shown a steep upswing since 2006. Since then the order intake in the export sector has almost tripled.

WITTE Werkzeuge has also been able to assert its strong position for screw and nut assembly tools in the face of increasing competition on the global market. Thanks to its product strategies in the premium screwdriver segment WITTE Werkzeuge has

been able to maintain its share in a stagnating domestic market and managed to increase sales in the most important export markets. The export share of high quality screwdrivers "made in Germany" has in the meantime exceeded the 60% mark.

The **REHA Group Automotive** is also right on course. In accordance with the changing demographic structure in Germany, the specialist company for retrofitting series vehicles to meet the requirements of those with restricted mobility is developing increasingly into a partner for a generation of senior citizens who intend to remain independent and mobile up to a high age. A special brochure attached to this edition of K>MOBIL will inform you about the performance of the REHA Group.

The KIRCHHOFF Group sees increasing market opportunities for all company sectors over the coming years.

Our most important tasks continue to be our endeavors in product innovation, customer service and personnel qualification.

With the best of luck!

Dr.-Ing. Jochen F. Kirchhoff

It is essential to us that sales volume and service in the FAUN Group both continue to grow in a smooth, coordinated upward progression.

In the course of 2008 and 2009 we will be extending our domestic service network, thereby providing considerable benefits for our customers. The FAUN service will then generally be available in less than an hour's drive from any customer location (4th photo).

The KIRCHHOFF Group Advisory Board

➤ Important controlling body with considerable international experience



Andreas Dornbracht

At the constitutive meeting held on 17 April 2007 the shareholders of the KIRCHHOFF Group – Dr.-Ing. Jochen F. Kirchhoff and his sons – selected an advisory board in accordance with the articles of association of KIRCHHOFF Automotive GmbH, Iserlohn.

The board is responsible for all companies within the Group and carries out comprehensive monitoring and advisory functions as defined in paragraphs 90 and 111 of the Companies Act.

In view of the worldwide activities and the extensive investment projects planned by the Group, the most important duty of the board is consultation in matters of strategy.

Topics of discussion at the meetings are the managing directors' reports on the current business situation, sales, earnings, employment and the financial performance of each company, taking the competition situation into account.

We are very pleased to have found competent persons capable of taking on this responsible task who fully satisfy our following selection criteria:

1. They have been successfully managing family businesses for years.
2. They have international experience.
3. They possess market know-how, i.e. they come from industries similar to that of our company.

Our Advisory Board now comprises:

- Dipl.-Kfm. Andreas Dornbracht
Managing Director (Marketing, Sales) of Aloys F. Dornbracht GmbH & Co. KG, Iserlohn
- Dipl.-Kfm. Bernd G. Hoffmann
Chairman of the Board of Schmitz Cargobull AG, Horstmar
- Dipl.-Ing. Bernhard Wolf
Deputy Chairman of the Board of the Woco Group, Bad Soden-Salmünster
- Dr.-Ing. Jochen F. Kirchhoff

Andreas Dornbracht was appointed Deputy Chairman, Dr. Jochen F. Kirchhoff Chairman of the Advisory Board.

Vita Andreas Dornbracht

After school matriculation and military service, Andreas Dornbracht (49) completed his studies of business economics at the University of Dortmund in 1983. He then spent a year working overseas as the marketing vice-president of a sanitary equipment importer in the USA before joining Aloys F. Dornbracht GmbH & Co. KG in 1985 as a management assistant. Since 1991 he has been chief executive for the Marketing and Sales divisions at the company. Since 1985, at the initiative of Andreas Dornbracht, the company has been working in co-operation with professional designers on bathroom development and is currently the market leader for design faucets and accessories. Andreas Dornbracht is Chairman of the PR Committee on Sanitary Faucets in the VDMA, Chairman of the Controlling Committee of the AGSI (consortium of the German sanitary equipment industry), Chairman of the Professional Association for Faucets in the VDMA and since 2005 has held the position of President of the IFS (Industrial Forum Sanitary Equipment). Andreas Dornbracht is married and has two children.

Vita Bernd G. Hoffmann

Bernd Hoffmann was born in 1943 and after obtaining his degree in engineering economics joined the commercial vehicles sector via the truck industry. He then occupied various positions of responsibility (from 1968 to 1973) at Hanomag-Henschel, Deutsche Fruehauf and Rheinstahl-Henschel. In 1970 he founded the Rentco Trailer rental company in Germany and Benelux. In 1974 he joined Schmitz-Anhänger GmbH as head of marketing. On taking up the position of Managing Director of Trailer Engineering (a Swiss subsidiary of the company) he built up a sales structure for all non-EU countries, which is still running successfully today. In 1983, Hoffmann became shareholder and managing director of Schmitz-Anhänger GmbH and since 1998 (after a company re-organization) he has been the Chairman of Schmitz Cargobull AG. In this position he is responsible for marketing and sales in Central and Eastern Europe. Bernd Hoffmann has been Chairman of the Board of Schmitz Cargobull AG since 2003. He is a member of the board of the Association of German Automobile Manufacturers (VDA), a board member of the commercial vehicles division of the VDA and also holds advisory positions in other industries. Bernd Hoffmann is married and the father of three children.



Bernd G. Hoffmann



Bernhard Wolf



DORNBRACHT: sanitary fittings

Aloys F. Dornbracht GmbH & Co. KG is based in Iserlohn and internationally active as a manufacturer of high quality design faucets and accessories for both bathroom and kitchen. In 2007 the medium-sized, family-run company with 844 employees achieved sales revenues of 190 million euros. The company is a regular winner of international awards for product design and since 1996 has also been noted for its sustained cultural commitment. Since 2006 the publication "Dornbracht – the SPIRIT of WATER" has appeared as a bathroom and kitchen edition. It documents the self-conception of Dornbracht as a company with cultural relevance and refers to the product range of the Dornbracht brand. A mixture of magazine and catalog, the publication manages to combine the inspiration, dialog and innovation that form the basis of thought and activity at Dornbracht.

Schmitz Cargobull AG – The Trailer Company is both market and technology leader in the European trailer and commercial vehicles industry. The company was founded in 1892 as a smithy and has developed into the largest European manufacturer of trailers and semi-trailers. Its great wealth of



SCHMITZ CARGOBULL: trailers

experience, consistent corporate policies and intensive efforts to find solutions in transportation have made the name Schmitz Cargobull a synonym for innovation, quality and reliability. Schmitz Cargobull supplies articulated truck bodies for food and refrigerated transportation, articulated platforms and curtainsiders for general cargo and commercial finished products (steel, paper, drinks), tippers for bulk products, articulated container chassis for modal tours and also moving floor trailers. The offer is rounded off by a service package: Cargobull Finance - finance, leasing and hire purchase, Cargobull Parts & Services - service, spare parts, repairs and maintenance, Cargobull Telematics - trailer telematics and the Cargobull Trailer Store - used vehicle sales. Schmitz Cargobull has a total of nine industrial production plants in Europe and with around 4,500 employees achieved sales revenues of more than 1.68 billion euros during the financial year 2006/2007.



WOCO: ventilation conduits for cars

The Woco Groupe has activities worldwide, is based in Bad Soden-Salmünster and a medium-sized family-run company. With approximately 3,000 employees the Group achieved sales revenues of 400 million euros in the automotive and industrial sectors during the year 2007.

Among the core products it manufactures for automotive construction are acoustic, actuating elements and polymeric systems. Woco develops and produces components designed to improve acoustic properties and safety in motor vehicles. At the same time it contributes towards protecting the environment by minimizing noise and reducing fuel consumption. In the industrial sector Woco develops and manufactures innovative solutions for use in household appliances, industrial anti-vibration systems, measurement and control systems and conduit systems.

Vita Bernhard Wolf

Bernhard Wolf (44) is shareholder and Deputy Chairman of the Woco Group. The graduate engineer studied mechanical engineering and plastics technology at the RWTH in Aachen. He began his career in 1991 with ECIA (now Faurecia) in France as a project engineer. In 1995 he joined the Woco Group as a management assistant. In 1996 he transferred to Woco Automotive Inc., Toronto, Canada and as vice-president he was responsible for developing the NAFTA market. After his return from North America in 2000 he served as Managing Director of the Woco Michelin AVS joint venture until 2002 and then became a member of the Woco Group management as Chief Technology Officer. In 2007 he was appointed Deputy Chairman of the Woco Group management. He is currently responsible for the operational area Market, which includes sales and customer service, marketing, product development and project management worldwide. Bernhard Wolf is a graduate of the Young Managers Program of INSEAD in Fontainebleau and a member of the advisory committee of Manufacturer Group 3 of the VDA. Bernhard Wolf is married and has three children.

Dr.-Ing. Jochen F. Kirchhoff

The future of the German automotive industry

➤ International comparison of the car industry in 2007



No other country identifies itself as closely with the car industry as Germany. No other country depends so heavily on this industry for its growth. It is therefore important not only for us of the automotive and sub-supplier industries but also for Germany as an industrial region to develop concepts capable of meeting future challenges.

However, in order to know which direction to take, it is essential to know where we currently stand.

Last year approximately 71.9 million vehicles were produced worldwide, an increase of almost 6 % on the previous year's figure.

[We are pleased to say that the growth rate of 8 % recorded by KIRCHHOFF Automotive was above the global average..](#)

In spite of weak domestic demand, German manufacturers again succeeded in maintaining the increased market share achieved the year before. German carmakers produced 12.1 million vehicles worldwide in 2007, over 7 % more than in the previous year, thereby increasing their share of world

car production to 17 %. For the first time, more than five million of these vehicles were manufactured outside of Germany.

China is steadily increasing in significance among the overseas production sites of German carmakers. In 2007 the figure of 967,000 vehicles sold already exceeded sales of German cars in the USA. This means that growth in German vehicle sales increased at an even greater rate than the rapidly growing car market as a whole. KIRCHHOFF Automotive is benefiting from this development through its plant in China, which has been in operation since 2007.

Of the 5.7 million cars produced in German plants, 4.3 million were sold overseas, representing an export share of over 75 %. Is there any better proof of the strength of the German automotive industry and its excellent position in international competition than these figures? And they do not only refer to the premium market segment! Every second newly registered car in Western Europe is a German brand. The ongoing boom in commercial

vehicles business over the last four years is also continuing to benefit KIRCHHOFF Automotive with increasing significance. As both manufacturers and sub-suppliers were producing at maximum capacity in 2007, the growth rate was "only" 10 %. The market, however, could have assimilated an even greater figure.

The success of the German automotive and sub-supplier industries would not have been possible without the sustained high level of new investment. Investment figures of over 10 billion euros were 15% higher than those of the previous year. The total of over 100 billion euros in investments made by German car manufacturers and sub-suppliers represents over one fifth of total industrial investment volume. These investments reflect the automotive industry's awareness of its responsibility to both maintain and expand its role as global leader in technology.

One successful point of this strategy is the fact that the automotive industry continues to be the most important source of employment in Germany. In spite of the considerable overseas growth, KIRCHHOFF Automotive has still been able to maintain and secure employment for its staff in Germany.

Together with our customers we look towards the future with great optimism. Experts predict that by the year 2014 domestic and foreign manufacturers will be producing approximately 900,000 more cars in German plants than in 2006 and that by 2020 the worldwide production of cars and light commercial vehicles will increase to over 90 million units. This growth, however, will be more likely to take place in the new markets of Eastern Europe, China and India than in the traditional producing countries of USA, Japan and Western Europe.

With its development, production and plant location strategies, KIRCHHOFF Automotive feels well equipped to meet this future challenge. Without the automotive industry Germany would not be world champion in exports.

Without this key industry Germany would not have experienced the clear recovery on the employment market and total economic growth would have been far lower.

(Source: VDA)



Production line



Chassis structures

Let's take up the challenge!

➤ The German supply industry in global competition

German car manufacturers are among the winners in global competition. They achieved a new all-time high production record in Germany in 2007 with 5.7 million passenger cars produced, the export ratio increased to 75 %, over five million German brand cars were produced at overseas locations, their global market share increased to 17 % and in China, the fastest-growing car market in the world, German brands are even recording sales above the market growth rate.

Is the German supply industry, so heavily reliant on the middle market, able to keep up the pace? Is it well funded and financially strong enough to successfully meet the challenge of global competition with regard to product innovation (research and development), investments in cost-optimized production facilities, new plants with JIT logistics concepts and, last but not least, recruit the respective human resources needed to accomplish all this?

In its study of the TOP 100 global suppliers, the renowned market research and analysis institute Droege & Comp. raises some doubt.

The result of the study: *"The Japanese are expanding their leading market position and establishing themselves at the top, the Europeans are stagnating and the North Americans are coming a poor last by a big performance margin."*

On taking a closer look at the results of the study, however, it quickly becomes evident that it really only exposes the structural weaknesses of multinational companies. The strength and the success of middle-market, family-run businesses is in avoiding these pitfalls..

VDA President Matthias Wissmann came to the same conclusion: *"Middle-market suppliers in Germany are very well equipped to cope with the chal-*

lenge of global competition. It is particularly the middle-market suppliers who have the courage and energy to exploit the opportunities globalization offers by building new production plants overseas. On the contrary, not opening sustainable production plants on site in up-and-coming markets would greatly weaken our ability to compete."

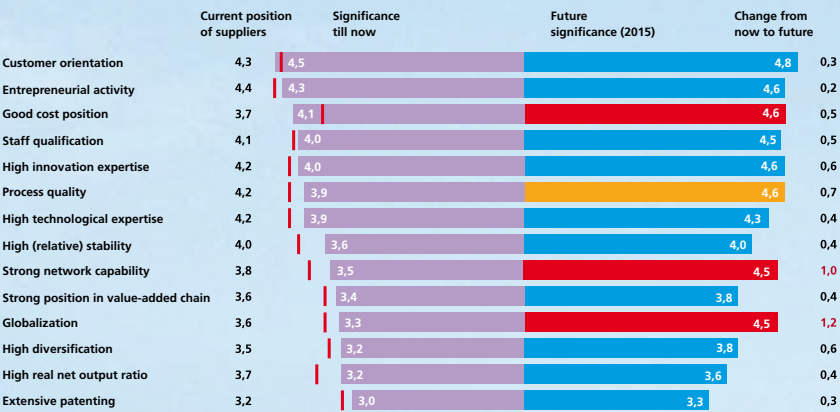
On the subject of innovation, Wissmann continues: *"The subject of "eco innovations" is a sphere of activity particularly suited to our supply industry. The middle-market companies with their flat hierarchical structures and high degree of innovative power represent a great opportunity for our industry to rapidly implement new ideas and get them on the market."* With over 16 billion euros, the automotive industry provides almost one third of all industrial research funding in Germany. A significant part of these funds is provided by the supply industry.

KIRCHHOFF Automotive already introduced this successful development several years ago. It founded an R&D center, the TEC Center at the company's headquarters in Attendorn, it purposefully expanded its prototype and toolmaking center, it optimized costs at several plants and initiated efficient production and logistics concepts at 17 new locations in 9 countries.

Arndt G. Kirchhoff, Managing Director and CEO of KIRCHHOFF Automotive, states: *"We are on the right track. But we are still a long way from reaching our objective. . Our customers' problems are our opportunities internationally, if we are capable of offering the right individually tailored solutions."* Let's take up the challenge!

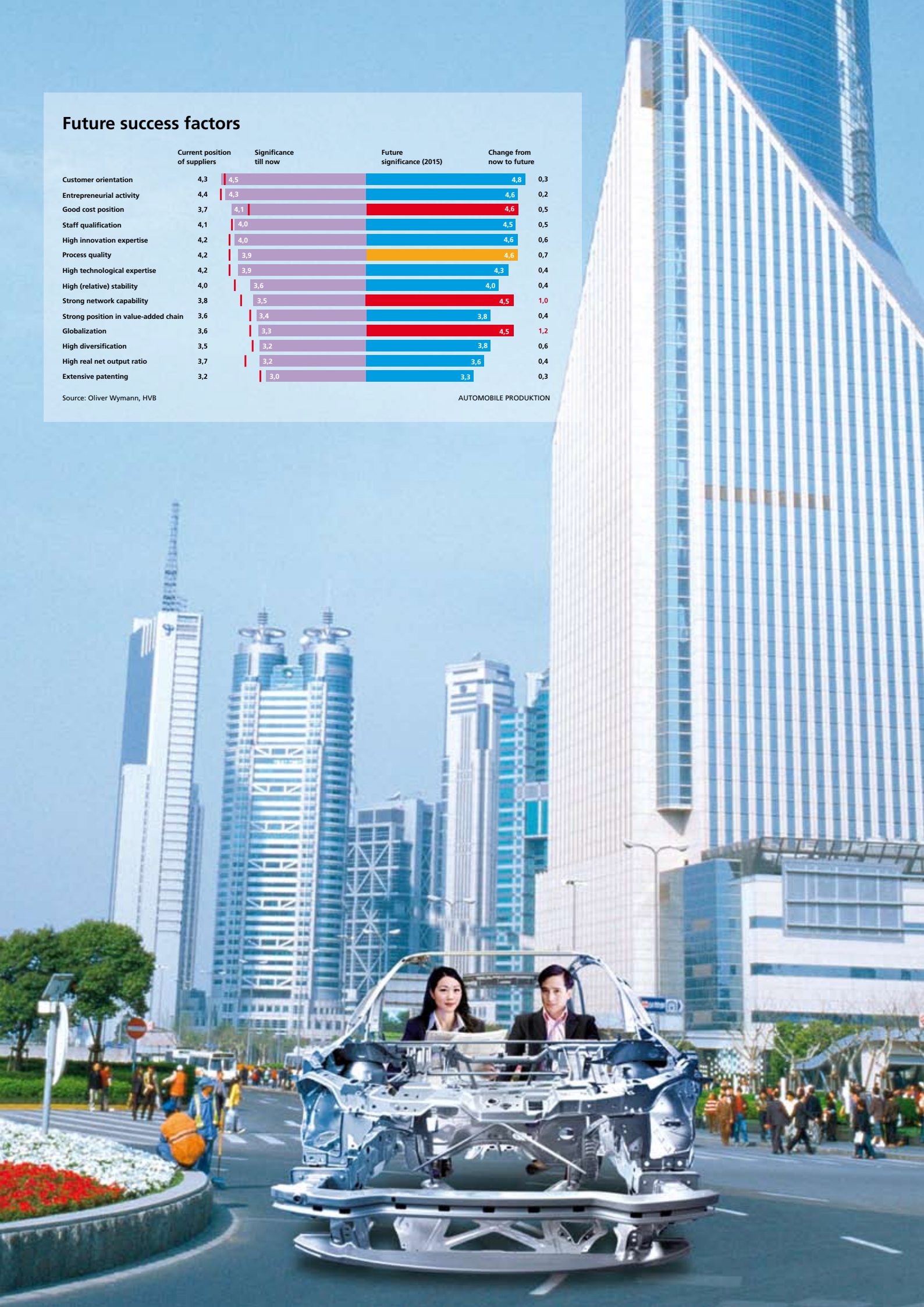
Ulrich G. Schröder

Future success factors



Source: Oliver Wymann, HVB

AUTOMOBILE PRODUKTION



“The middle market is a way of life”

➤ PricewaterhouseCoopers: “Family-run companies are fit for the world market!”



Matthias Wissmann, President of the Automotive Industry Association (VDA)



Arndt G. Kirchhoff, Managing Director and CEO of KIRCHHOFF Automotive

With its article “All in the family” on 11 January 2008, the German newspaper FAZ declared: “German family-run companies are anything but obsolete.” According to the latest study by PricewaterhouseCoopers, German family-run companies are, in fact, well suited to competing on global markets. They meet the challenge of international competition with self-confidence and put their trust in the technical superiority of their products.

Many of these family-run businesses are particularly innovative and numerous world market leaders are hidden among German middle-market companies. They can afford to go about their business with a long-term strategy because there are no dividend-hungry shareholders breathing down their necks from one quarter to the next. This fact allows them to make different decisions and view risks differently than salaried managers. But this “ticking differently” does not mean that middle-market clocks are running hopelessly slow.

This was confirmed by practically all speakers at the 8th VDA Middle Market Day, held in May 2008. For instance, Hartmut Schauerte, middle-market delegate for the German government, describing the focal points of the government’s economic policy for middle-market companies in his talk “Requirements and reality”, and Frank W. Deiß, head of materials purchasing for passenger cars at Daimler AG, who honored the role middle-market sub-suppliers play in safeguarding the premium standards so crucially important for the German automotive industry.

Arndt G. Kirchhoff, Managing Director and CEO of KIRCHHOFF Automotive, summarized the benefits of the German middle market in global competition: *“We are ahead, particularly when it comes to creating innovations and registering patents. Not only up-and-coming nations such as China, but also other European countries can learn from us. That is why other countries also try to copy our recipe for success. But it is not as simple as it looks – the middle market is a way of life!”*

Ulrich G. Schröder



Before touring the plant Arndt G. Kirchhoff spoke intensively with Deputy EU Director General and “middle-market delegate” Françoise Le Bail.

CDU Future Congress NRW 2008

➤ Düsseldorf. Prediction 2015: Major role of the middle market seen for the future

On 9 May 2008 the Future Congress of the CDU of North Rhine-Westphalia took place for the fourth time. The KIRCHHOFF Group was one of its sponsors. 1,300 personally invited guests from the worlds of both politics and industry followed the speeches and discussions between well known politicians with great interest regarding the main topic of this year's event: "North Rhine-Westphalia 2015: opportunities for future growth".

The event began with an opening and welcoming speech held by the General Secretary of the CDU (Christian Democratic Union) of NRW, Hendrik Wüst. This was followed by a lively panel discussion titled, "Farewell to industrial jobs? The search for the jobs of the future." The panelists were State Minister of Economics Christa Thoben (Deputy Chairman of the CDU, NRW), Horst-Werner Maier-Hunke (President of the Employers' Associations in NRW), Guntram Schneider (Chairman of the DGB NRW) and Dr. Reinhold Festge (Chairman of the Board of the Association of German Mechanical and Plant Engineers, NRW) came to the positive consensus "Hurrah for industrial jobs!"

The first part of the event was concluded with speeches by the host, State Premier Dr. Jürgen Rüttgers and the Federal Chancellor Dr. Angela Merkel. After a short break the event was then continued with the awarding of promotional prizes for 2008 by State Minister of Economics Christa Thoben. The speech honoring the winner of the first prize was held by former federal minister Prof. Klaus Töpfer.

All of the speakers emphasized the extraordinary achievements and the significant role of middle-market companies in shaping the future with regard to innovation, research and development, vocational training and job security.

The middle market is hence the "supporting pillar of the economy" – strongly characterized by its family-run companies. "Around 723,000 small and medium-sized enterprises (SMEs) make up the economic backbone of the region. 70 percent of employees and 80 percent of trainees work for middle-market companies. Altogether these companies account for almost half of the gross added value produced within the state." With a gross domestic product of 529.8 billion euros, North-Rhine Westphalia is the most productive of all German states (see graph).

In the course of the event the political representatives not only pointed out the economic strength of the middle market, but also its high degree of social commitment, which often extends way past the boundaries of its companies.

Representatives of the middle-market companies particularly welcomed the fact that topics such as inheritance tax, equal taxation for limited and public companies and the creation of standard rules for competition within the EU were declared by all politicians attending to be core topics of their economic and social policies.

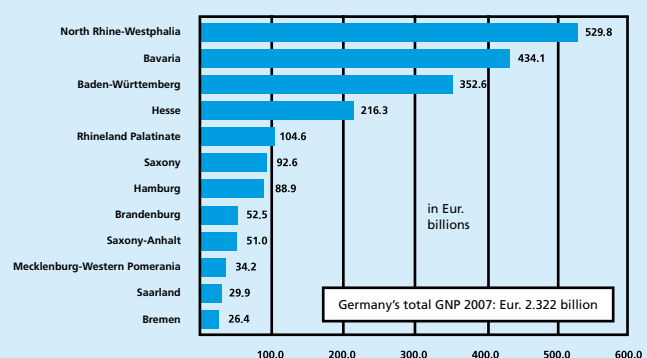
Susanne Macaluso



Dr. Jürgen Rüttgers, State Premier of North-Rhine Westphalia (center) talking to Hendrik Wüst, General Secretary of the CDU NRW (left) Dr. Jochen F. Kirchhoff (2nd from l.) and Arndt G. Kirchhoff (right).

NRW: economically strongest federal state

Gross domestic product per state 2007



Womanpower at KIRCHHOFF

➤ Throughout all functions and hierarchies, both national and international



Sabine Boehle, 41, married,
position: Marketing & Strategic Planning
At KIRCHHOFF since: 2001
Motto: Carpe diem – and always recognize even the little good things in life.
Why she is at KIRCHHOFF: Because it is the strongest growing company I have ever worked for and I am proud to be a part of it.
Meaningful experiences: Growing with each challenge that has to be mastered and knowing that the family can be a great source of strength.



Claudia Heutelbeck, 25, single, position: Controller Holding
At KIRCHHOFF since: 2005
Motto: There is nothing that cannot be accomplished!
Why she is at KIRCHHOFF: After doing an internship at Volkswagen America I wrote my thesis at KIRCHHOFF. I was then offered a job I just couldn't refuse.
Meaningful experiences: The close ties to my family give me a lot of strength; the experience I gained during my year in the USA gave me self-confidence.



Françoise Arnaud-Kieran, 49, married, position: Human Resources and Finance Director
At KIRCHHOFF since: 1981
Motto: Always look at the positive aspects of life.
Meaningful experiences: From a private point of view: the birth of my two children. From a professional point of view: having the ability to develop the company and see it grow, right from the first day we started in Ireland to the present time.



Alexandra Klein-Teske, 35, married, position: Key Account Manager
At KIRCHHOFF since: 2003
Motto: Never put off till tomorrow what you can do today!
Why she is at KIRCHHOFF: Good working atmosphere, a great deal of freedom to make personal decisions and work independently.
Meaningful experiences: Passing my license as a hot-air balloon pilot and taking part in international competitions.



Petra Knappstein, 37, single parent, position: Key Account Manager
At KIRCHHOFF since: 2001
Motto: Think positive!
Why she is at KIRCHHOFF: Family-run business, global thinking, teamwork
Meaningful experiences: Giving birth to and raising my daughter Anna; having the unquestioning support of my family.



Claudia Schaue, 32, single, position: Head of Company Communication FAUN Group
At KIRCHHOFF since: 1997
Motto: Always meet the challenges of life with an open attitude. Why she is at KIRCHHOFF: FAUN gives me the opportunity to make a difference. Meaningful experiences: Learning to swim after having been thrown in at the deep end every now and again.

In a study titled “Men and women are almost equal” the Cologne Institute for Economic Research ascertained: “Women have caught up in professional life.” Between 1960 and 2005 the proportion of women employed rose from 38 to 45%.

Nowadays an increasing number of married women are professionally active – a fact that is far more socially accepted now than it was thirty years ago. Not only that – those of the “weaker” sex are more highly qualified, which means they have better opportunities on the job market and earn more money.

Particularly in the qualified professions, the ladies are rapidly catching up to their male counterparts. Whereas in 1995 the percentage of professionally active female academics was 34%, by 2005 the figure had already reached 39%. At school the girls have long since overtaken the boys. At university they have already drawn level.

It is meanwhile normal for young women to have jobs – something that was not automatically true for their mothers' generation. The young ladies are, however, not yet making the most of the good results they achieved at school and their choice of professions is often limited to the traditional ones, which narrows their range of career opportunities.

Despite this, the number of women employed has risen sharply over the last few decades – having a job and following a career is something women do as a matter of course these days. Particularly married women are far more professionally active than they used to be.

What is the current situation of well educated, highly motivated women in the internationally active KIRCHHOFF Group? Have we got “womanpower”? The answer is, “Yes, we certainly have” – throughout all functions and hierarchies of our company Group, both at our headquarters in Germany and in our overseas locations.



Malgorzata Lezon, 36, married, position: Customer Group SUZUKI Director, Sales Department Manager
At KIRCHHOFF since: 1999
Motto: Always look to the future, as you cannot influence the past.
Why she is at KIRCHHOFF: Working at KIRCHHOFF gives me a great deal of professional and private satisfaction.
Meaningful experiences: Definitely the birth of my children; living life by my own values and not according to the expectations of others.



Mariana Lima, 39, married, Managing Director
At KIRCHHOFF since: 1992
Motto: You'll never change your life until you change your choices.
Why she is at KIRCHHOFF: KIRCHHOFF gives me the opportunity to develop my career in the business environment of my choice: the automotive industry.
Meaningful experiences: International contacts; the knowledge gained in Purchasing, HR and Finance; the knowledge I was able to gain in a leading position.



Magdalena Mlodecka, 35, married, Human Resources Manager; At KIRCHHOFF since: 2000
Motto: Theory learns, an example attracts.
Why she is at KIRCHHOFF: Because of the many benefits gained from the "Think global, act local" strategy; the chance to work together with highly qualified specialists who share their knowledge without reservation.
Meaningful experiences: Each situation brings a new experience with it, each problem solved gives satisfaction.



Sylvia Rauterkus, 30, married, Customer Group Director / Key Account Manager GM
At KIRCHHOFF since: 2002
Motto: Trying to take it easy
Why she is at KIRCHHOFF: Because it is a challenging company in a very challenging market: the automotive industry.
Meaningful experiences: Learning that each one of us grows as a result of the challenges mastered over the years. You never know what tomorrow will bring.



Kerstin Rinscheid, 29, single, Management Assistant
At KIRCHHOFF since: 2001
Motto: Never be discouraged by what you don't know.
Why she is at KIRCHHOFF: A job like the one I have at KIRCHHOFF is hard to find. It starts with the range of responsibilities and finishes with the language that is spoken. Meaningful experiences: Seeing things from a different point of view. Some situations make you think differently and help you to understand others, which makes it easier to respect and accept them.

K>MOBIL asked twelve women in leading positions at the KIRCHHOFF Group about their experiences, their plans and their opinions regarding their jobs. (Their selection had something of the fatefulness of the Judgment of Paris. We would have liked to let the other 500 women have their say too, but we are looking forward to their reactions to this article.) The results of the spontaneous survey are published here. Compliments to the ladies for their positive, committed and thoroughly critical attitude towards their company.

Of course we also enquired about possible ways of improving things and the answers were almost identical: better (systems of) communication, both between the various company locations and to the main administration. That is something we wish to improve.

Womanpower at KIRCHHOFF: it really does exist and we are proud of it. The examples given here are hopefully an incentive for all women who work for

KIRCHHOFF and for the many new female colleagues who we look forward to meeting.

[The answers clearly show that career and harmonious family life are not contradictions for the women of today, but can be combined with great success.](#)

P.S. M. Lima made a remarkable suggestion for improvement. She suggests that K>MOBIL write a report on "Manpower at KIRCHHOFF". Mariana, we will be happy to fulfill your request.

Ulrich G. Schröder



Maggie Zhou, 37, married, Human Resources Manager
At KIRCHHOFF since: 2006
Motto: Enjoy work and life, be happy every day.
Why she is at KIRCHHOFF: KIRCHHOFF Suzhou is a start-up company and I am happy to have the opportunity to contribute towards its growth. Meaningful experiences: It is essential to keep a good balance between work and private life.

Football is our life

➤ Bremen. Seventh KIRCHHOFF European Football Tournament

The 7th KIRCHHOFF European Football Tournament did not end with a surprise but with a great deal of enthusiasm. The sportsmen came from eight different countries with the will to win and the zest for a great weekend. FAUN arranged a colorful program because not only football has a lot to offer but the city of Bremen too is anything but boring. Apart from a tour of the city and a visit to the Weser football stadium, trips were also planned to go out and enjoy the nightlife of the Hanseatic city. The FAUN plant in Heilshorn was also the subject of much admiration. Very few of the 250 players had ever been to the production site. The time, however, was too short to take a more detailed look at the world of waste collectors. On the match day itself, 31 May 2008 in Bremen, the rival teams played hard but fair and on all three playing fields there was no love lost between the 18 teams. There were no easy goals either – each game was a hard-fought battle, played

before the watchful eyes of the away fans and the FAUN supporters. All of the players, including two FAUN managing directors, really exerted themselves to the limit but in the end Portugal managed to win the trophy for the third consecutive time and now has the right to display it permanently at the plant in Ovar. Nobody knows who will take the trophy home next year, but one thing we do know is the venue of next year's tournament – KIRCHHOFF in Attendorn!

FAUN was a proud host. We would like to thank all teams, fans and the management, but above all we wish to make a great compliment to the organizers: Edeltraut Riebensahm, Claudia Poppe, Ralf Kruse, Jens Stüber, Claudia Schaeue and all of those who helped locally: Thomas Grund and the trainees Janina Schedler, Laura Busch, Thomas Meyer, Dennis Arendt, Terence Williams and Wassilij Frolow.

➤ Participating teams:

KIRCHHOFF Iserlohn I & II
(Iserlohn, Germany)

KIRCHHOFF Attendorn
(Attendorn, Germany)

KIRCHHOFF Attendorn/Olpe
(Olpe, Germany)

KIRCHHOFF Ireland
(Co. Donegal, Ireland)

KIRCHHOFF France
(Ymeray, France)

KIRCHHOFF Polska Assembly I & II
(Gliwice, Poland)

KIRCHHOFF Polska Mielec I & II
(Mielec, Poland)

KIRCHHOFF Portugal I & II
(Ovar, Portugal)

KIRCHHOFF Lendület
(Esztergom, Hungary)

Ochsner (Zurich, Switzerland)

➤ Participating teams:

FAUN United Kingdom
(Llangefni, North Wales)

FAUN Osterholz I, II & III,
(Osterholz-Scharmbeck, Germany)

➤ Winners:

1st. place: Team KIRCHHOFF Portugal II

2nd. place: Team KIRCHHOFF Iserlohn II

3rd. place: Team KIRCHHOFF Polska Assembly I

4th. place: Team KIRCHHOFF Attendorn

5th. place: Team Osterholz III

Top scorer: Baujema Kribet, KIRCHHOFF France

Best player: Tamas Vamosi, KIRCHHOFF Lendület

Fairest team of the tournament:
Team Ochsner Zurich



KIRCHHOFF EURO 2008

➤ Low ball, high points





Award presentations

➤ Social commitment over and above the interests of the company

Picture left:
Dr. Jochen F. Kirchhoff receives
the Great Cross of Merit with
star from Dr. Jürgen Rüttgers,
State Premier of North Rhine-
Westphalia.

On 14 April 2008 Dr. Jochen F. Kirchhoff was awarded the Great Cross of Merit with star, the second-highest award that the Federal President can bestow. The presentation, which took place at a ceremony in the Düsseldorf state chambers, was performed by State Premier Jürgen Rüttgers.

Picture right:
Dr. Jochen F. Kirchhoff (far left),
in the presence of prorector
Prof. Dr. Erwin Schwab (far
right), presents the Dr. Kirchhoff
Prize to the graduates Christian
Funke, Alexander Kleine and
Uwe Keunecke (from l. to r.).

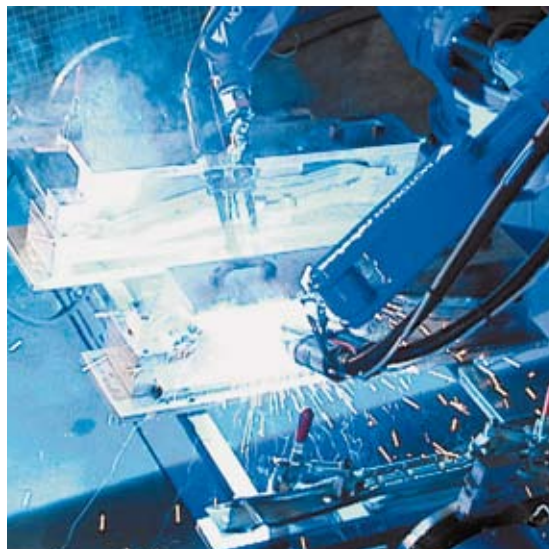
In his laudatory speech in honor of Dr. Jochen Kirchhoff he spoke of his particular merit in promoting company training and his great commitment to Germany as a business location. As member of the plenum of the South Westphalian Chamber of Industry and Commerce from 1977 to 2001, Dr. Jochen F. Kirchhoff placed the benefit of his experience at the service of the self-management of the economy. Furthermore, Rüttgers emphasized Kirchhoff's work both on the committees of the BDI and as honorary president of the two employer associations "Metall NRW" and "Arbeitgeber NRW".

In her letter of congratulations on the occasion of Dr. Kirchhoff being conferred with the award, Dr. Angela Merkel, Chancellor of the Federal Republic of Germany, particularly emphasized his dedication in encouraging dialog and cooperation with the countries of Eastern Europe: *"You have rendered outstanding services to the social market economy, both as a successful middle-market entrepreneur and through your voluntary engagement in the interests of commerce. Furthermore, you have shown exemplary dedication in the promotion of science and cultural dialog with our Eastern European neighbors. I wish to express my gratitude and appreciation."*

In her letter of congratulations, Dagmar Freitag, MdB (member of parliament) and speaker for the SPD parliamentary party, particularly honored the social commitment shown by Dr. Kirchhoff: *"Through your work and dedication in the fields of commerce, science and culture you have rendered outstanding services to Iserlohn and to our region, a great part of which is inseparably associated with your name and your personality."*

Exemplary in this regard is the Dr. Kirchhoff Prize to the value of 1,500 euros presented by the Association of the Metal and Electrics Industry of NRW in honor of the services Dr. Jochen F. Kirchhoff has rendered to this branch of industry. The prize is awarded for outstanding final year theses showing a high degree of innovation prepared in close cooperation with companies and which contribute significantly to increasing their competitive capacity. *"We are grateful to have found an ever reliable advisor and key driving force in Dr. Kirchhoff and, with our students, to be able to make a crucial contribution to fulfilling the need our economy has for technically and academically trained men and women, mainly in the field of the MINT subjects (mathematics, science, information technology and engineering),"* said Prof. Jörg Liese, principal of the South Westphalian University of Applied Sciences.

This type of social commitment far above that of the corporate needs of the KIRCHHOFF Group is characteristic for the life's work of Dr. Jochen F. Kirchhoff, "who also succeeded," continued Jürgen Rüttgers at the end of his speech, *"in transforming his family enterprise into a major company group."*



Tec Center Attendorn now two years old

➤ KIRCHHOFF Automotive's road to becoming a global development supplier

The world of carmakers and their suppliers is undergoing a continual process of change. One aspect to be considered in this changing world is that of value-added depth. The prediction that the value-added chain was likely to shift increasingly to the automotive suppliers seems to have been confirmed.

With this redistribution of responsibilities, the expectations resting on the shoulders of suppliers are constantly growing, particularly with regard to their expertise and their ability to independently drive and implement the development of new innovation.

In view of these changes, KIRCHHOFF Automotive set up the Tec Center as a development and prototyping center in Attendorn, right next door to the S & E center.

The aim is to be able to reproduce the entire process of product development under one roof. The development of a new product starts by preparing design concepts, taking the customer-defined installation space and requirement specifications into account.

The increasingly short development periods given in the car industry and the call for cost-optimized development processes are leaving less and less time for constructing prototypes and running trial series. This results in a higher degree of technical risk. When equipping the development center, great emphasis was placed on selecting tools designed to assist theoretical product development, without, however, neglecting the precise validation of the constructed prototypes by means of tests.

A great number of varying R&D calculation tools are available, such as Hyperworks, Abaqus, Dyna etc. to help design the products.

In a simultaneous process, production methods are also designed and the producibility of the metal parts is verified by way of forming simulations..

Once the design has been approved, prototypes are then constructed at the Tec Center. Apart from hydraulic presses for manufacturing the metal parts in cold forming processes, a prototype oven is also available for producing components by means of hot forming and subsequent hot stamping.

The assemblies are then completed in downstream joining operations.

After the products have been gauged, depending on requirements and in accordance with specifications, service strength tests or other tests can be carried out on the hydrodynamic testing facilities available at the center.

In the laboratory it is possible, for example, to analyze component failure with the help of a universal testing machine or to carry out metallographic tests to detect any causes of failure.

The setting up of the KIRCHHOFF Automotive Tec Center in Attendorn over the last two-and-a-half years and the continuing addition of development know-how are important steps in becoming a competent partner to the international automotive industry.

Christoph Wagener



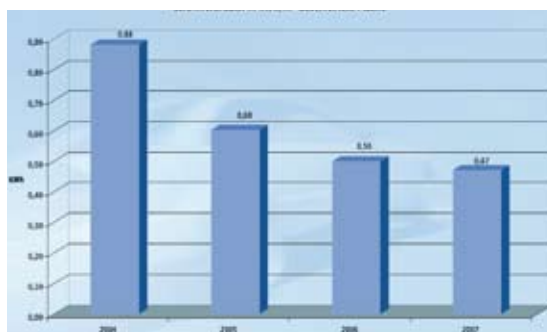
Creating product designs during the design concept phase

Upper pictures:
CAD, joining, gauging and testing prototypes at the Tec Center in Attendorn



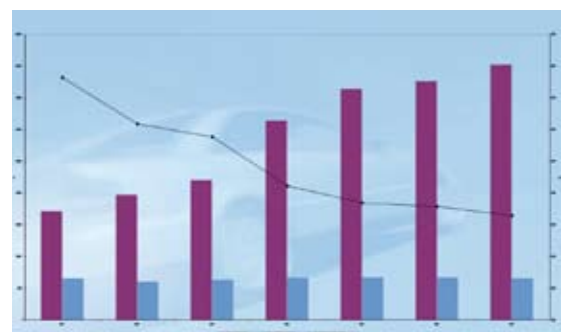
Environmental protection is not a luxury

➤ Iserlohn/Attendorn. The latest KIRCHHOFF Automotive Environment Report



Graph left: Power consumption
in KWh/m³ of coated surface
2004 - 2007

Graph right: CO₂ emissions
(blue) compared with production
volumes (red) in a decreasing
ratio (line)



Weather patterns are becoming more and more extreme – warm winters, flooding in summer, melting glaciers, storms and droughts have all led to making climate change a very hot topic. The amount of energy we use has a large influence on the climate.

According to current knowledge, climate change can only be stemmed by treating the environment with respect.

For this reason the KIRCHHOFF Environment Report 2007, relating to KIRCHHOFF Automotive Germany, will mainly be detailing environmentally compatible activities taking place within the company.

For instance, power, gas and water consumption levels per square meter painted were sharply reduced as a result of a continuous improvement

project aimed at the paint shop in Iserlohn, (see graphs). Power consumption at the Attendorn plant too, relating to the emission of CO₂, shows that economy and environmental protection are anything but contradictions in our company.

Caring for the environment is not a “luxury” for a company but rather the “point lever” of our times for economic, lean corporate governance.

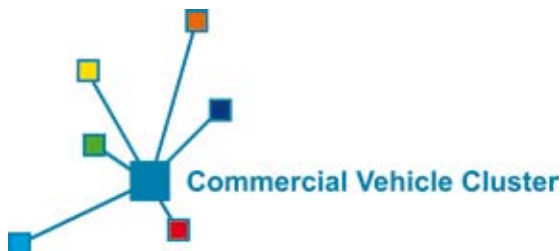
For further information, please refer to the Environment Report 2007 on the KIRCHHOFF website: www.kirchhoff-automotive.de

Uwe Suchland



CV Cluster Rhineland-Palatinate

➤ Commitment as founding member of the Commercial Vehicle Cluster Rhineland-Palatinate



Germany is the foremost producer of commercial vehicles in Europe. Particularly in the southwest of the country there is a concentration of manufacturing plants and suppliers for this important market segment for KIRCHHOFF Automotive. For this reason we decided to join the Commercial Vehicle Cluster Rhineland-Palatinate as associate and member of the Supervisory Board.

The aim of the network's activity is to take a leading position in Europe's commercial vehicle industry and combine the economic dynamics of the commercial vehicle industry with the region in the eyes of the public.

Cooperation within the cluster will help the companies concerned to improve competitiveness through their ability to develop new products and processes more quickly, raise both productivity and quality and attract qualified personnel. The cluster

Upper left picture from right to left:

Hans-Georg Schneider - Department Head of the Ministry of Economics, Roads, Agriculture and Winegrowing in Rhineland Palatinate, Minister Hendrik Hering - Ministry of Economics, Roads, Agriculture and Winegrowing in Rhineland Palatinate, Reinhold Bott - Head of Division, Ministry of Finance Rhineland Palatinate, Dr. Barbara Jörg - Managing Director, CV Cluster

helps its affiliated companies to form a network, exchange information and position themselves both regionally and globally. Improved access to information, a better response from policy-makers and more efficient, cooperative partners in the fields of business and science are of strategic significance to the region, both for the companies themselves and for their partners in science and politics.

In this regard, Hendrik Hering, Minister of Economics, Roads, Agriculture and Winegrowing, asserts: *"In Rhineland-Palatinate we were right in hoping for a particularly great advantage from promoting clusters for small and medium-sized companies and their suppliers. We want to benefit from this business expertise to become a point of crystallization for the commercial vehicle industry and its suppliers in the southwest of Germany."*

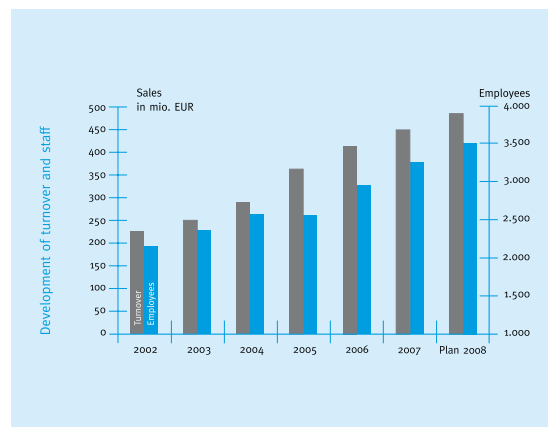
Ulrich G. Schröder

Lower left picture from left to right: Hans-Georg Schneider - Department Head of the Ministry of Economics, Roads, Agriculture and Winegrowing in Rhineland Palatinate, Theodor Ikemann - Plant Manager KIRCHHOFF Automotive Iserlohn, Dr. Barbara Jörg - Managing Director Commercial Vehicle Cluster, Ulrich G. Schröder - Member of the Board of Management KIRCHHOFF Automotive and Susanne Mörsdorf in our plant in Iserlohn.

Upper right picture from right to left: Rainer Riedel - Manager Manufacturing Engineering, Deere & Company European Office, Martin Daum - Plant Manager Mercedes-Benz Wörth, Daimler AG, Ulrich G. Schröder - Member of the Board of Management of KIRCHHOFF Automotive GmbH, Hartmut Müller - Director of GRAMMER AG

Upwards

➤ KIRCHHOFF Automotive maintains growth strategy. 17% of revenues invested.



Graph right: Sales (grey) and employee development (blue) at KIRCHHOFF Automotive 2002 - plan 2008

With sales revenue growth of 8 % in 2007 to achieve a total of 450 million euros, KIRCHHOFF Automotive outperformed the European automotive industry as a whole, which continues to be our most important customer group on the global market.

We predict the same rate of growth for 2008 and therefore above the forecasts for general market performance.

In order to generate this growth we selectively and strategically invested 55 million euros, 12 % of sales revenues, in 2007. In 2008 we will be investing an even greater sum, not only in absolute terms but also in relation to sales. In order to secure firm orders for both 2008 and the years to come and therefore our own growth in the medium term, we will be investing 80 million euros or 17 % of sales revenues this year both in expanding existing plants and setting up new production locations. 23 million euros of this amount will be invested in our German plants, thereby serving to safeguard jobs in Germany. In this context it is worth mentioning

that although the major part of the Group's growth has taken place in other European countries in the last few years, sales revenues in Germany have risen slightly too and with them the number of employees.

KIRCHHOFF Automotive is in good company with this trend. The German automotive industry has increased the total size of its workforce by 1.5 % to a figure of 752,000 employees. With 6,000 new jobs created (equivalent to 2 % growth), the greatest increase was achieved by the German automotive supply industry. As a result of its investments, KIRCHHOFF Automotive is safeguarding jobs for motivated employees both in Germany and overseas. These employees are, in turn, the cornerstone of our success and thus for the growth of our customers. We work with people for people, true to our motto:

WE.MOVE.FUTURE.

Ulrich G. Schröder



Overseas plants

➤ KIRCHHOFF Automotive continues to expand

New plant in China nearing completion

The new 10,000-m² large production building and over 1,000 m² of office space will be finished according to schedule in May 2008. This means that production will be able to start in June as planned. This signifies the end of one of the most exciting projects that the Manufacturing Engineering Group headed by Armin Berthold has ever carried out.

Under the management of Lutz Leibe, the most ambitious construction project in the history of KIRCHHOFF Automotive is successfully coming to a conclusion. The project took eight months to complete and was full of surprises, both great and small. The greatest challenges were the determining and implementing of quality standards, the cooperation with local authorities and, last but not least, the support of the construction site.

The close communication between the on-site project management team in China and the central planning team in Attendorn was a particularly crucial factor.

Visits to the site in China took place every four to six weeks throughout the entire planning and construction phase.

Those involved will not, however, have many opportunities to sit back and take a break because work is continuing feverishly to install the presses and robot welding facilities and also to train the new Chinese employees. This is due to the fact that GM will already be starting to produce the latest Vectra in August to coincide with the series start-up in Europe.

Stefan Leitzgen

The manufacture of structural parts in China will be commencing in June with 1,000 m² of office space and a 10,000-m² production area.

Back row from left to right:
 Sérgio Pericão - Process Engineering Welding, Sílvia Aguiar - Process Engineering Welding and KTL Painting, João Meireles - Manufacturing Engineering Manager, Rui Pereira - Process Engineering Welding, Ludger Reuter - Tool Manufacturing Manager, Paulo Couto - Process Engineering Stamping

Front row from left to right: Jorge Tabuada - Process Engineering Stamping, Aurélio Costa - Methods, Cipriano Ferreira - Tool Manufacturing Maintenance, Nuno Moura - Methods, Joaquim Lima - Tool Manufacturing New Tools



KIRCHHOFF Portugal – restructuring in engineering segment

KIRCHHOFF Portugal is changing its structures in the Engineering segment, which has been headed by Stefan Krämer since 2001.

Due to past growth, predicted increases in the future and the growing complexity of the orders, each of the teams in the Engineering department are to be expanded and reinforced.

The areas of responsibility have already been divided into sales and production engineering.

Stefan Krämer will remain responsible for Sales Engineering, which includes calculations, project management, CAD and quality planning, “APQP”.

The team has now been strengthened by two new project managers and an additional APQP specialist



in order to play a greater role in the industrialization of new projects.

In February KIRCHHOFF Portugal recruited João Meireles to head the Manufacturing Engineering department. He has 18 years of experience in the automotive industry dealing with our core technologies. His areas of responsibility will include preparing work schedules, investments, tools and directing the processing and production engineers.

The team has also gained two new processing engineers, two production engineers and several tool-makers in order to help position the new products and processes ideally on the market and improve production performance at the same time.

We are sure that the enlargement of the engineering team will contribute towards the successful launching of new products and thereby lead to increased company earnings worldwide.

We would like to welcome João Meireles, Paulo Couto, Jorge Silva and António Lopes who joined our team in 2008.

Tomas Moreira



Our Polish plants are getting stronger

Small picture above: current size of plant 1 KIRCHHOFF Polska in Mielec

More than 1,000 employees work at our two Polish plants, Mielec und Gliwice. Sales revenues for 2007 totaled over 126 million euros.

Small picture below: illustration of the planned size of plant 1 in Mielec after extension at the end of 2008

In 2008 production volumes in the Polish plants are going to increase by approximately 10 %. The development strategies employed at the two plants, however, differ a great deal from one another.

Work at the KIRCHHOFF Polska plant in Mielec is clearly focused on its own press shop and tool shop. According to predictions, the Mielec plant is to surpass the 100-million-euro sales mark within the next few years.

In 2008 two new transfer presses are going to be installed in Mielec, mainly to serve the GM Delta

project. Furthermore, additional automatic presses for progressive dies and a 1,000-ton mechanical press for stamping high-strength steel will also be integrated. These investments make it necessary to expand the existing production areas and comprehensively reorganize the Mielec plants. Construction work already began in April 2008. It is to be completed by the end of July 2008 in order to carry out the reorganization and set up the machines during the summer shutdown.

After all of these steps have been completed an additional 5,100 m² of production space will be available.

Plant 2 in Gliwice is also due to be enlarged. However, a completely different development strategy



will be employed. The green-field plant in Gliwice was founded in 2005 and has only been in operation for two years. At the beginning we first had to convince our customers of the just-in-time project. We began cooperation with General Motors by supplying components for GM programs such as the Agila, which has meanwhile gone out of production, the Astra II, Astra III and the Zafira. Mass production for all these parts will cease within the next two years because the life cycles for the Astra and the Zafira will be coming to an end.

Newly signed contracts for 2009 and 2010 will mean the manufacturing of completely new product packages for the KIRCHHOFF JIT plant in Gliwice.

In the last edition of K>MOBIL we already featured products that are going to be manufactured in Gliwice, such as the engine cradle, the floor panel assembly and the instrument panel beam for the GM Delta program. Bumpers for the BMW 1 and 7 Series, bumpers for the SKODA Yeti and instrument panel beams for the FORD Fiesta have also been ordered. In order to fulfill these orders it will be necessary to expand production floor space, install a new KTL coating line and a completely new assembly line. Construction work started in April and is due to be concluded by mid-October 2008. The new section of the production building will comprise 9600 m². An additional 3000 m² of roofed area will also be created for logistical needs.

Janusz Sobon

Large picture: the entire future area of plant 2: KIRCHHOFF Polska Assembly in Gliwice

REHA – new ideas

➤ Mobility for mankind



What is the latest from the youngest business division of the KIRCHHOFF Group, the REHA Group Automotive?

So much, in fact, that the K>MOBIL editorial team decided to add a special supplement to this edition of our Group magazine informing you all about the REHA Group Automotive. [You will find it in the middle of this magazine.](#)

The supplement conveys some of the fundamental thoughts of Christian Fröhlich, Managing Director of the REHA Group Automotive, on the subject

of demography, gerontology and the respective business prospects for our Group division. It also shows you the latest examples of products that facilitate mobility, e.g. the new RoofSpider roof lifter fitted to an OPEL station wagon, the Schwartz-Lift wheelchair hoist, trunk lifters, manual fold-out steps, loading assistants and a range of mechanical supportive units both for operating vehicles and safeguarding the auto-mobility of the disabled.

For any further queries please visit the REHA Group Automotive at this website: www.reha.com.

Ulrich G. Schröder

IAA Commercial Vehicles with KIRCHHOFF

➤ Hanover. A new exhibitor record has already been achieved



Left: Impressions of the 61st IAA Commercial Vehicles which took place in 2006

The 62nd IAA Commercial Vehicles is already setting new records both in the number of exhibitors and in the size of the display surface area – and KIRCHHOFF Automotive will also be among the exhibitors.

Five months before the opening of the 62nd IAA Commercial Vehicles, one thing is already certain: this mobility fair, the most important one worldwide, is going to set new records for the number of exhibitors (over 1,700), for internationality (exhibitors from 47 countries) and in terms of the display area occupied (265,000 m²).

Thus the 62nd IAA Commercial Vehicles taking place in Hanover from 25 September until 2 October 2008 will again this year present an ideal platform for exhibitors and trade visitors to initiate business and close contracts. Matthias Wissmann, President of the Automotive Industry Association (VDA) emphasized: *“You will not find more innovation or vehicle representation at any other trade fair.”*

“After a pause of eight years, KIRCHHOFF Automotive will be appearing in Hanover for the first time as a development supplier that accompanies its

customers at every stage from the initial design concept, to the finite element calculation, feasibility studies, prototype construction and endurance testing through to series production.

At the IAA Commercial Vehicles KIRCHHOFF Automotive will be facing international competitors with confidence based on the knowledge that an owner-managed, middle-market commercial vehicle supplier offers advantages in flexibility, innovative strength and performance.

Even the slogan of the 62nd IAA Commercial Vehicles: “Commercial vehicles: on the move for everyone” emphasizes the service character of the key industry that is indispensable for economic growth both at home and on overseas markets.

In hall 13 at booth B54 we look forward to showing you our product innovations from the metal structure sector for commercial vehicles and also the latest technologies in the field of lightweight bodywork and wish to extend you a warm welcome in advance to the KIRCHHOFF trade fair booth. Further information on the IAA can be obtained from the official IAA website: www.iaa.de.

Sabine Boehle

GM Supplier of the Year for the fifth time

➤ KIRCHHOFF Automotive honored with the General Motors Supplier of the Year Award 2007.



The Managing Director Arndt G. Kirchhoff (photo right), the Executive Vice President KIRCHHOFF Automotive, Janusz Sobon (photo center) and Bo Andersson, GM Vice President Global Purchasing and Supply Chain (photo left) took part in the ceremony.

Attendorn - The automotive supplier KIRCHHOFF Automotive was honored for the fifth time by GM with the Supplier of the Year Award for its leading participation in the worldwide success of GM. The award was presented for the sixteenth time under the title "Best of the Best" during the ceremony in Jacksonville, Florida. Managing Director Arndt G. Kirchhoff (photo right) and the Executive Vice President KIRCHHOFF Automotive, Janusz Sobon (photo center) took part in the event.

"We are proud to honor KIRCHHOFF Automotive as one of our Supplier of the Year Award winners," said Bo Andersson, GM Vice President Global Purchasing and Supply Chain (photo left). "KIRCHHOFF Automotive is receiving this award for its outstanding performance and the significant role it plays in our worldwide vehicle production."

KIRCHHOFF supplies all GM/Opel plants in Europe with more than 600 different components. GM is among the largest automotive customers of the KIRCHHOFF Group, which has a plant situated at almost all European GM production locations.

The "GM Supplier of the Year" award has been presented since 1992. The winners are selected by a global team consisting of the directors with worldwide responsibility for purchasing, engineering, production and logistics. The four main criteria for selection are quality, service, technology and price. This year, 92 of the 36,000 suppliers worldwide received awards for their performance.

The manufacturer of metal structure and chassis components for the automotive industry currently produces at 17 plants worldwide and employs a workforce of over 3,500 people.

In order to produce follow-up orders for the Meriva model a 1,250-ton press for the production of structural components was purchased for the plant in Portugal. In this connection the KIRCHHOFF plant in Spain has been extended to accommodate the production of peripheral welded components.

Kerstin Rinscheid



Arndt G. Kirchhoff with Fritz Henderson, COO GM Group



Arndt G. Kirchhoff with Carl-Peter Forster, President GM Europe, and Janusz Sobon

New: the KIRCHHOFF Collection

➤ KIRCHHOFF getting dressed for success



The impulse actually came from the family day at the KIRCHHOFF Automotive plant in Iserlohn-Sümmern in September 2007: the helpers were all dressed in dark blue KIRCHHOFF T-shirts and the question most frequently asked by visitors was: "Where can I buy one of those?"

The idea of offering clothing with the KIRCHHOFF Automotive logo to all employees at cost price was born.

At the end of the year the KIRCHHOFF Shop was opened featuring T-shirts, polo shirts, sweatshirts and hoodies, but also waistcoats, windcheaters and even a roller suitcase.

And there was even something on offer for children – because who, if not the youngest of us, can better embody our slogan WE.MOVE.FUTURE. than they can?

The KIRCHHOFF Shop page, which can be accessed by our employees both in Germany and overseas via the KIRCHHOFF intranet (<http://kmobil.automotive.local>) has already been visited 2,300 times in only five months. Quality was a key factor in selecting the items, which shows by the fact that the garments are happily worn both at work and at home and have also become popular gifts for both female and male colleagues. At company events and trade fairs or exhibitions too, staff enjoy being seen in "the KIRCHHOFF look".

We don't only work with people for people – we dress them fashionably, too.

Sabine Boehle

The KIRCHHOFF Collection presented by:

Back row from left: Udo Fritz, Niels Gröndahl, Axel Spies, Mounir Hamoudi, Philipp Eberling, Diana Wiegand
Front row from left: Ute Schlemmer, Sandra Schäfer, Daniela Deutscher, Rebecca Pahlke, Gabriela Sandu, Erkan Kutlu

Picture right: The youngest fan of the KIRCHHOFF Collection! Charlotte Lindner!

Human Resources

➤ The present and the future of KIRCHHOFF Automotive



Professor Dr.-Ing. Rainer Herbertz (1st row left) from the University of Applied Sciences South Westphalia together with his combined studies students for mechanical and production engineering.

University of Applied Sciences South Westphalia visits the KIRCHHOFF Automotive Iserlohn plant

On 25 January 2008 we welcomed 30 students who are currently undergoing a combined study of mechanical and production engineering at the University of Applied Sciences South Westphalia. The students were accompanied by Prof. Dr.-Ing. Rainer Herbertz and engineer Wolfgang Vatteroth. After a brief welcome and introduction to the company by Ulrich G. Schröder of the KIRCHHOFF Automotive Marketing and Strategic Planning department, the students formed small groups to view the production department, following the material flow. This led to a lively discussion on a number of topics including production automation and logistics.

The meeting between students of the University of Applied Sciences South Westphalia and KIRCHHOFF Automotive takes place at the Iserlohn-Sümmern plant every two years. We would also be happy to offer regular tours of the plant to other schools and interested parties.

Theodor Ikemann, Sabine Montenbruck

All on board: 18 graduate trainees taken on

Around 90 young people are currently undergoing training in the nine different trainee professions offered at KIRCHHOFF. This is equivalent to a trainee ratio of almost 9 %, well above the average for the industry. For this reason we were particularly happy to be able to offer further employment to all those who completed their apprenticeships in winter 2007/2008.

At the Attendorn and Olpe locations the four industrial clerks, three industrial mechanics and seven tool mechanics who successfully completed their examinations will be further employed in the clerical administration, toolmaking and production departments.

At the Iserlohn plant two tool mechanics and two industrial mechanics also successfully completed their training. In Iserlohn too, all those who finished their apprenticeships in the toolmaking and production departments are being offered further employment.

In line with planning for 2008, KIRCHHOFF will continue to offer young people a high number of apprenticeships. Ten traineeships will be provided at the Iserlohn plant and eleven in Attendorn.

Dietmar Epe



Traditional visit of all trainees to the IAA Cars 2007 in Frankfurt, Germany.



Trainees at KIRCHHOFF Automotive: back row from left: Alexander Schmidt (training completed), Marc Wulff (training completed), Benjamin Harfenmeister (combined studies student); front row from left: Michael Pahl, Mario Richter, Andreas Henke (training completed)



Quality assurance for front-end assembly

Training programs at KIRCHHOFF Automotive

High flexibility in providing apprenticeships is the optimum guarantee that KIRCHHOFF will have sufficient young talent to take on the jobs of the future. Whether school pupils, students on practical training, clerical or industrial trainees, combined or dual students, bachelor or master studies, right up to the highest possible level of the trainee program, the entire range of educational opportunities our company has to offer is actively taken advantage of. In close cooperation with each of the company departments, the queries from interested applicants are constantly examined and compared with the requirements and possibilities of each department.

We are proud to present our balance for the first three months of 2008:

School pupil trainees	:	4
Student practicals	:	19
Final year theses	:	4
Industrial trainees	:	69
Clerical trainees	:	17
Combined studies students	:	2
Dual studies students	:	6
Other trainees	:	3

Dietmar Epe

Ryszard Czachor takes on leading position in quality organization

The meetings of the quality managers from all KIRCHHOFF plants have played an important role for years in international benchmarking and exchanges of experience. At the beginning of the year, the 6-monthly meetings were restructured and complemented by an equally restructured system of group-wide quality reporting. The first meeting of quality managers under the leadership of Ryszard Czachor took place in April. Czachor is taking over an important role in the further development of the quality organization at KIRCHHOFF Automotive.

After graduating from the polytechnic university in Silesia, in 1981 he began working for the airplane construction plant in Mielec as a welding engineer. During the following years he worked in various positions including those of processing engineer, production head and quality engineer. In 1991 he was appointed quality director and in the course of the next eight years he had the opportunity to expand his experience in cooperation with international companies such as Aerospacial, Alenia, British Aerospace und Boeing. In 1999 he moved to the newly founded KIRCHHOFF plant.



Ryszard Czachor

Stefan Leitzgen



Picture right: The Automotive Network of South Westphalia held its initial event at KIRCHHOFF Automotive (l. to r.) Ulrich G. Schröder - Member of Management, KIRCHHOFF Automotive, Dirk Hackenberg - Head of the Location Policy and Innovation department, SIHK Hagen, Ulrike Schulz - comprehensive school principal, Jürgen Dröge - Head of Personnel Management KIRCHHOFF Automotive, Joachim Fütterer - Head of Personnel HJS Fahrzeugtechnik GmbH & Co KG

Training programs at KIRCHHOFF Automotive in Attendorn

Over the last few months, attention in Attendorn was strongly focused on training courses for the ERA performance assessments that are to be carried out in summer. This involved holding workshops for over fifty employees in leading positions. IT courses in Excel were also held for 52 employees. The executives of the S & E department were able to take advantage of "professional leadership" training courses given by Pro Aktiv. The courses were organized in four training sections over a period of four months. Various training courses were also held over the last few months for all department heads and foremen in the production, toolmaking, quality assurance, maintenance and logistics departments on the subject of personnel management and organization under the aspect of "healthy and present". Apart from these main training aspects, language and specialized training courses were also held regularly in all departments of the company. Measures for the future include sales and project management training courses already being prepared in the S & E department. On the technical side, further training for department heads and foremen will be continued together with the Focus team. Health training is also being promoted at KIRCHHOFF Automotive. Various supportive activities ranging from training for the back and cardiovascular system to advice on nutrition are planned for the second half of 2008.

Dietmar Epe

Informational event for school principals: career opportunities in the automotive industry

A concerted range of activities to combat the threat of a shortage of skilled personnel has been initiated by the Automotive Network of South Westphalia, of which KIRCHHOFF Automotive is a member. KIRCHHOFF Witte in Iserlohn hosted the introductory event, which took place on 19 February 2008. The principals of all general-education schools in the district of Ennepe-Ruhr and career selection coordinators were invited under the auspices of the South Westphalian Chamber of Industry and Commerce in Hagen (SIHK), and the district government of Arnsberg. The response was very good. Forty school principals and career selection coordinators were able to gather information regarding career opportunities in the automotive industry, expectations on future trainees and possible ways of developing cooperation between schools and companies. The Automotive Network of South Westphalia has a policy of informing pupils at the schools at an early stage. It attempts to awaken interest in young people with regard to technical trades.

The teachers were called upon to inform their pupils regarding career opportunities in local industry. On 4 and 5 September 2008 school pupils have the opportunity to get their own on-site impressions of companies and the versatile and attractive professions on offer in conjunction with the statewide exhibition event "Fascination Automotive".

Jürgen Dröge

Careers exhibition 2008 in Olpe: Runway to the future

Together with three other member companies of the association of innovative automotive suppliers (VIA), KIRCHHOFF Automotive presented itself at the VIA joint participation booth during the careers exhibition held in Olpe on 27–28 May 2008. As in previous years, the automotive supplier presented the entire range of professions of the future in Germany. The company is particularly interested in attracting young people to take up training in the technical professions. Due to the dwindling number of school leavers, competition is going to become tougher in the years to come. It is the task of companies to inform school leavers with regard to occupational images, qualifications, trends, opportunities and prospects for the future. A successfully completed training in a profession is the first step to take in climbing the career ladder. In addition, we give school leavers the opportunity to get to know their future companies, together with their parents if they so wish, and take up direct contact with us. Not only school leavers receive information on the companies offering training and the respective professions, teachers too can make contacts at the careers exhibition.

Dietmar Epe



Standing from left: Thomas Bieker - trainee at Heinrich Huhn, Katharina Jeck - Personnel department Heinrich Huhn, Berthold Lange - Fischer & Kaufmann, Karl Heinz Rupp - KIRCHHOFF Automotive, Jens Rauterkus - Heinrichs, Kai Lechner - VIA Consult, Klaus-Jürgen Clemens - Heinrich Huhn; front row from left: Paolo Ampezzan - trainee at Fischer & Kaufmann, Björn Esleben - trainee at Heinrichs

Students meet KIRCHHOFF Automotive at the "konaktiva" in Darmstadt

The company contact exhibition konaktiva, which took place from 6–8 May 2008 in Darmstadt, was an excellent platform for KIRCHHOFF to contact young, qualified talent and to awaken the interest of young academics in the company at the same time.

The contact exhibition was held at the renowned Technical University of Darmstadt and this year again succeeded in attracting several thousand visitors.

A great number of interested students from a variety of specialized fields including mechanical engineering, IT, logistics and administration came to our exhibition booth.

The students were particularly interested in our offers for direct entry, trainee programs, bachelor and masters theses and practical training.

The participation at the exhibition is one of the many activities carried out by our personnel marketing staff who establish early contact to students in order to present our company. As a result of the positive response we have also decided to participate in the konaktiva exhibition taking place in Dortmund in November 2008. Measures such as these support us in our efforts to stay on top in the tough competitive environment for successfully acquiring specialists.

Jürgen Dröge



Center picture: Sabine Boehle of the Marketing and Strategic Planning department informing a visiting student.

Picture right: Dietmar Epe (left) with Eva Rademacher, a trainee in the Personnel Marketing department.



Fair for Technical College Graduates in Shanghai



A lot of promising discussions were held.

On 12 March 2008 the second Fair for Technical College Graduates for German companies in China was held at the German Centre in Shanghai. KIRCHHOFF Automotive also participated in the event. Due to the great demand, not 22 but 40 companies belonging to the CDHAW network were present at the exhibition. About 300 student trainees and graduates from two technical college cooperations attended the fair – some from the CDHAW of Tongji University, others from the Joint College of the University of Shanghai for Science and Technology (USST).

Both German-Chinese Technical College cooperations regard German as the primary foreign language and a practical semester as part of the study program, whereby they adopt the German model of technical college education.

The fair was opened by Consul Ebba Scholl from the German General Consulate in Shanghai, Matthias Müller, Deputy Manager of the German Centre and the organizer of the fair, Dr. Carola Hantelmann, Deputy Head Coordinator and German Deputy Director of the CDHAW. Many first-year students of the CDHAW had already been successful in finding practical training courses at German companies in Germany and China at the first Technical College Graduate Fair In March 2007. As the Joint College of the USST was also interested in its students participating, the German companies were provided with contacts to over 300 student trainees and graduates in mechatronics, supply engineering, vehicle technology and service (CDHAW) as well as mechanical engineering, electronics and economics (Joint College).

The two directors of the cooperations, Prof. Dr. Qian Yanyun (Joint College) and Prof. Dr. Feng Xiao (CDHAW) both visited the fair. The German specialist coordinators of the Joint College were also present, which led to a direct exchange of opinions on current trends in research, teaching and concrete study programs. Numerous visitors from the fields of industry and education again attended the fair to obtain information on trends, the status of cooperation and German companies.

The students themselves were very happy to have been able to establish so many contacts. The companies, on the other hand, were pleasantly surprised by the open approach of the Chinese students and their good knowledge of German. In view of the fact that the concept of the “technical college” is still new in China, the Chinese students and their lecturers will have new ground to cover in their follow-up and the successes of the first year in finding training courses in Germany should encourage later intakes.

The exhibitors were highly satisfied with the professionalism of the organization. For their part, they had the opportunity to review the personal data of numerous future graduates and plan long-term cooperation with the two technical colleges. The German companies, Consul Ebba Scholl and the German Centre emphasized the significance of this fair as a regular “Shanghai institution” that not only provides opportunities to recruit and exchange opinions with the lecturers of the technical college cooperations but also for the German companies among themselves.

Carola Hantelmann

Convention of automotive companies in Iserlohn

Third automotive companies convention at South Westphalia University of Applied Sciences

The main issue at the third automotive companies convention held on 13 March 2008 by the South Westphalia University of Applied Sciences in cooperation with the South Westphalia Automotive Network was climate change. The challenges involved for car manufacturers and automotive suppliers in conjunction with new technologies and innovations were the main topics of discussion.

The proposed EU commission ruling on the reduction of greenhouse gas emissions of new vehicles starting in 2012 from the present 160g/km of CO₂ emissions to an average of 130g/km per vehicle calls for rapid action on the part of car manufacturers and thus also of their suppliers. If the emission values are exceeded – an average value of the total vehicle program of a manufacturer is used as a basis – high penalties are involved which can quickly go into the billions.

For this reason the main address of Matthias Wissmann, President of the Automotive Industry Association (VDA), on the association's position regarding climate protection was awaited with some suspense by suppliers, who represent a key industry in South Westphalia.

Matthias Wissmann emphasized the fact that the research and development efforts in engine technology, aerodynamics and weight saving in order to reduce the level of CO₂ emissions are unusually high, particularly on the part of the middle-market supply industry in South Westphalia and in this point precisely commended the considerable inno-

vative efforts of family-run companies such as KIRCHHOFF Automotive.

In his speech to decision makers and students from South Westphalia he explained that the middle-market suppliers in this region represent one of the key innovative motors of the automotive industry: ***"The intensity of research and development carried out by middle-market companies in particular is far above average. And only through new ideas can we master the challenges of climate protection, consolidate our position as world leaders in the car industry and secure jobs."***

He further pointed out that it was precisely the intensification of research and development as well as a rational framework on a European level that represented the basis for positive economic development of automotive regions. Consumers are already demanding vehicles with reduced levels of CO₂ emissions, as this automatically means lower fuel consumption. They are also prepared to pay more for this when purchasing a new vehicle.

Frank Herrmann of the South Westphalia Chamber of Industry and Commerce (SIHK), which created the Automotive Network that in the meantime includes over 300 member companies, emphasized that integration within the region was the right way to concentrate and utilize performance and knowledge to full effect. Also Prof. Dr. Jörg Liese, Principal of the South Westphalia University of Applied Sciences, pointed out clearly that this network of expertise was an invaluable partner for the automotive industry.

Sabine Boehle



The Management of KIRCHHOFF (from l. to r.) J. Wolfgang Kirchhoff - COO KIRCHHOFF Automotive in conversation with Matthias Wissmann (2nd from left), Dr. Jochen F. Kirchhoff, Chairman of the Advisory Board of the KIRCHHOFF Group, Arndt G. Kirchhoff - CEO KIRCHHOFF Automotive. The KIRCHHOFF Group cooperates closely with the South Westphalia University of Applied Sciences and is particularly committed to the promotion of students in MINT subjects - see also page 16.





Practical World 2008

➤ Hardware fair in Cologne

A great number of interesting talks were held in Cologne. It is especially worth mentioning that a high number of international visitors came to this year's fair.

The friendly WITTE trade fair team was always on hand to assist visitors in a hospitable and competent manner.

PRACTICAL WORLD, the INTERNATIONAL HARDWARE FAIR held in Cologne, again opened its gates to visitors from 9–12 March 2008.

A total of 70,000 visitors from almost 130 countries frequented the world's leading hardware trade fair to gather information on the latest trends in the world of tools, fastening technology, locks and fittings. Halls 6 and 7 dealing with the topics of construction and do-it-yourself needs were also open to end consumers for the first time. Apart from trade representatives, around 7,000 private visitors also came to the fair.

WITTE Werkzeuge presented a whole list of new products at their booth in Cologne. The main attraction, however, was the newly developed PROTOP II series of screwdrivers. The PROTOP II is the successor of the tried-and-tested PROTOP screwdriver. The design of the new, optimized handle is a result of the latest ergonomic findings. Other advantages are the new marking of the screw symbol on the end of the handle and the indelible marking of head type and length on the blade.

The series is complemented by the "PROTOP II impact" featuring an integrated impact cap. In order to demonstrate rapid screwdriving with the accent on optimum drive, the new series was displayed on a 3.5 x 3.5-meter screen in a formula-one-style rac-

ing atmosphere. The whole program is rounded off with new, attractive sales displays.

The new MAXXPRO stainless screwdriver series was also displayed for the first time as an additional innovative product at the trade fair in Cologne. Stainless steel tools are required when working with stainless steel screws in order to avoid the build-up of unwanted rust. This happens when particles of steel adhere to the stainless steel screw through the use of conventional tools. The debris caused by abrasion starts to rust, causing visual damage which can even result in rusting through.

WITTE Werkzeuge also presented the new WITTE DIAMOND BIT to the trade public as an addition to the bit program. The bit features a diamond-coated tip, the advantage being that the diamond particles cling to the head of the screw. This effectively reduces the risk of the screwdriver slipping out of the screw head to a great extent. This is particularly important when working with screws on high quality surfaces to avoid damage.

The critical trade visitors found the new products convincing, as was shown in numerous interesting conversations. We can safely say that the fair in Cologne was a successful introduction.

Uwe Kittling



PROTOP II

➤ The pro now has a successor

The PROTOP series of screwdrivers has been known on the market as an established and proven tool for many years.

WITTE Werkzeuge is now presenting its successor model, the PROTOP II.

Based on the tried-and-tested PROTOP quality concept, the handle of the screwdriver has now been optimized to integrate the latest ergonomic findings. With its three-zone concept the new PROTOP II screwdriver enables its user to work more quickly and efficiently and optimizes the transmission of force:

- Multifunctional zone
- Twist zone
- Power zone

The multifunctional zone, the lower narrow area near the blade, allows the user to twist the screwdriver more quickly, thereby improving working efficiency.

The twist zone in the central area of the handle combines maximum grip with easy twisting.

The power zone, the rounded triangular form at the top end of the handle improves the user's ability to apply force.

The combination of these features results in a curved handle contour and optimized contact pressure. The combination of three high quality plastic components makes this tool comfortable to use from a haptic point of view.

An additional advantage compared to the previous series is the specific screw head symbol marked on the end of the handle and the indelible marking on the blade.

The PROTOP II is also available in the "PROTOP II impact" version, featuring an impact cap for use under extreme conditions, making a total of four variants:

- PROTOP II – the universal screwdriver
- PROTOP II plus – featuring a microfiber coating for easier use in moist or oily conditions
- PROTOP II impact – with impact cap
- PROTOP II VDE – for use in electrical engineering and electronics

In order to promote sales, new, attractive sales stands for counters and new displays for use on perforated panels have also been designed.

A brochure and additional information can be obtained at: www.witte-werkzeuge.de or by calling: +49 (0) 23 31 / 36 07 – 0.

Uwe Kittling



PROTOP II: the right tool for every application.



IFAT 2008

➤ Looking back at a wonderful time and a highly successful trade fair in Munich



IFAT 2008 – let them roll, roll, roll, those great waste disposal vehicles

➤ Munich/Osterholz-Scharmbeck. 24 vehicles. Four new products. 30 FAUNians. Five days at the fair. Orders for 100 units. A pageant in cyan and white!

One song in particular enjoyed broad popularity throughout the entire fair: “Rawhide” with its well known chorus rollin, rollin, rollin’ ...

Once sung by the Blues Brothers in the film of the same name – sung live and in color in Munich at the VAK Trucks in Action by Germany’s one and only Blues Brothers doubles in person; Jochen Florstedt and Hubert Apeltrath ably assisted by FAUN’s demonstration group consisting of Jens Hofmann, Andreas Becker, Reinhard Kölpin and Peter Knüfermann, technical head at the Herne Customer Center. The message was loud and clear. Availability. Thanks to the robust quality of the vehicles and the professional quality of FAUN Service and Support, FAUN keeps customers’ vehicles on the move. With the appropriate rental and financing services, original spare parts, used vehicles, customer service and support, FAUN does everything it can to make sure its customers’ business runs smoothly and that

their vehicles keep on rolling. Apart from the show, the products were the highlight of the forceful FAUN trade fair appearance. On 1,200 m² of open-air space, FAUN displayed powersellers such as the ROTOPRESS and the FRONTPRESS, technologically top-class products such as the EASYPRESS front-sideloader and four new products as well:

VIAJET 4

Built on a series chassis, it offers an economical and reliable alternative to conventional compact sweepers

VIAJET FILTAIR on a gas-driven Econic chassis – the cleanest sweeper in the world

VARIOPRESS II - the new generation of waste collection vehicles

STREET CLEANING VEHICLE

For powerful cleaning and washing



The new generation: VARIOPRESS II with new body, new tailgate, new controls and new hot-dip galvanized universal intermediate frame

VARIOPRESS II - the new generation

- New body, new tailgate, new control system
- New hot-dip galvanized universal intermediate frame
- Vehicle at least 500 kg lighter than the VARIOPRESS I

CURVED BODY

- Good power distribution and low unladen weight
- Attractive design, smart advertising medium, stable lightweight construction

NEW TAILGATE

- New tailgate with proven kinematics
- Powerful curved press plate
- High-performance roller guides

- Hopper in 8-mm thick XAR400 steel plate
- Side walls in loading zone in 5-mm thick XAR400 steel plate
- High loading capability with 20-sec. cycle time
- Automatic central lubrication system as standard (eight lubrication points)

FAUN CONTROL SYSTEM (FCS)

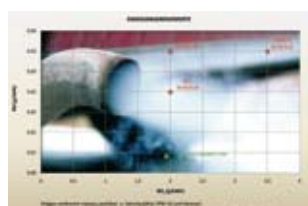
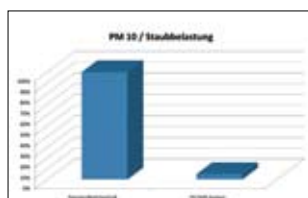
- Less installation necessary in cab
- Sealed modules and cable harnesses, standardized, prefabricated
- Lighting controls, (rotating beacons, work lamps) above display
- User interface concise and easy to use
- Integrated rear view monitoring according to regulations



IFAT - the world's leading trade fair

Summary

Dr. Johannes F. Kirchhoff, Chairman of the IFAT Expert Advisory Board and Managing Director of FAUN Umwelttechnik: "The IFAT has again lived up to its name as the world's leading trade fair for this industry. A great number of potential buyers, particularly from international markets, took advantage of the fair to gather information on the latest innovations. The pleasant environment of the fair and the great hospitality the city has to offer contributed to the good atmosphere. The IFAT was a highly successful event for my team and myself and can be described as being one of the best fairs



VIAJET FILTAIR – the cleanest sweeper in the world

Based on a gas-driven ECONIC chassis, FAUN presented its VIAJET FILTAIR system combined with the FAUN air circulation system during the trade fair.

The hydrostatic sweeper drive means the vehicle no longer needs a conventional body engine. The latest

FAUN filter technology makes sure that unhealthy particulate matter lands in the dirt catcher. This system ensures that 99.5% of all matter is retained.

The surrounding air is actually cleaner than prior to sweeping.



VIAJET 4 – a series of clean sweeps

- Economical
- Compact
- Well thought-out sweeping concept

The 4-m³ body-based sweeper on a standard chassis has a gross vehicle weight of 7,490 kg, making it 2,500 to 3,500 kg lighter than conventional compact sweepers. There are two sweeping concepts to choose from: either suction with air circulation system or with mechanical intake. The VIAJET 4 is small, nimble and powerful. It is ideally suited for

use in inner city areas because it is compact, quiet and highly maneuverable. Another impressive feature of this vehicle is its low fuel consumption – and that means fewer emissions.

There are many benefits from using a series chassis: the user can be assured of better local service coverage and can also enjoy the advantage of lower maintenance costs. The VIAJET 4 is capable of traveling quickly from one place of use to the next, reaching speeds of up to 90 km/h. An additional advantage is the fact that it can be driven by holders of the “old” class 3 driving license.



STREET CLEANING VEHICLE – cleaner with jet power

- Straightforward, robust technology
- Adaptable body sizes
- Variable jet concepts to suit customer requirements

Its oval-shaped body with low point of gravity and a selection of pumps with capacities varying from 350 l/min – 1,200 l/min made a convincing impression on both vehicle experts and other trade fair visitors.

The vehicle body is also available in stainless steel.



80 years of ROTOPRESS

➤ Bayerisch Gmain/Munich. The winner of the FAUN contest

Left: The prizewinners' destination – the exclusive Parkhotel in Bremen

We finally found it, the oldest ROTOPRESS still in service in Germany. It is still doing its rounds in Bayerisch Gmain for Hans Dumps Waste Disposals.

Right: Margarete Stangassinger receiving the certificate from FAUN Head of Sales Burkard Oppmann

Margarete Stangassinger was visibly moved as she happily received the certificate from Head of Sales Burkard Oppmann. Ms. Stangassinger and her husband can now look forward to a weekend in Bremen. "I am so happy," said the company director, who was also warmly congratulated by Alfred Schießler. He was the one who actually sold the ROTOPRESS all those years ago. Ms. Stangassinger originally bought the ROTOPRESS from the City of Freilassing. The vehicle was first registered on 3 July 1981.

And even more oldies

Only six months later it was then registered under the name of Wilm Entsorgung-Recycling GmbH in Dorfen. FAUN would also like to congratulate Jakob Bachmeier, who entered the ROTOPRESS Type 205/735 for the contest. He too can look forward to a weekend in Bremen. K>MOBIL would like to congratulate the winners!

Claudia Schaeue



FAUN team shows commitment all along the line

➤ We are proud to be part of this team

Compliments to the trade fair service crew. Melanie Panhans, Michaela Kurk, Janina Schedler, Julia Barkowski, Jan Tapking, Jermaine Rodriguez and Malte Sonnenburg, who usually have other tasks to perform at FAUN or who are undergoing training in the company, did a great job of looking after the guests during the fair.

We would also like to thank Eva Blattenberger, Silke Reffken and Swantje Ruschmeyer for their tireless dedication at the information desk.

The sales team assisted over 1000 visitors at the FAUN booth, supplying them with expert information. The percentage of international customers tripled in comparison to previous trade fairs.

Special thanks also go to our colleagues from the production departments of our plants in Osterholz-Scharmbeck and Grimma, to the team in Augsburg and to all of those who helped make it possible to display the vehicles on time in Munich.

Claudia Schaeue

The successful FAUN trade fair team

➤ Berlin. Positive market forecasts for Germany

The industry is looking optimistically towards the future. A corresponding internal survey carried out by the Federal Association of the German Waste Disposal Industry (BDE) also confirmed this trend. More than half (53.45 %) of all companies expect the level of investment to grow in the course of the year. This upswing has also made itself noticeable in the order-book figures at FAUN. In March, a total of 347 firm orders for waste collection vehicles and sweepers were received from both German and overseas customers. This means that capacity at the FAUN plant in Osterholz-Scharmbeck is fully utilized till September.

Claudia Schaeue



Markets and men of action

➤ Osterholz-Scharmbeck. Double act for After Sales Service

Left: Burkard Oppmann, Head of Sales for Germany and Deputy Managing Director of FAUN Services GmbH

Right: Patrick Hermanspann, Managing Director of FAUN Services GmbH

A new entity has been created in the course of restructuring the Sales and After Sales Service segments. It will be headed by Burkard Oppmann and Patrick Hermanspann. Oppmann will continue to concentrate on sales in Germany and Hermanspann will lead the After Sales team. In conjunction with these changes, Burkard Oppmann has now been appointed Deputy Managing Director of FAUN Services and Patrick Hermanspann has been named authorized signatory of FAUN Umwelttechnik.

Claudia Schaeue



➤ Berlin. International evening of the German waste disposal industry



The Federal Association of the German Waste Disposal Industry (BDE) invited selected guests to an "International Evening" in Berlin. Over 100 representatives of the waste disposal industry, the media, government ministries and politics were present at the event. "Overseas countries are now looking towards Germany, although not too long ago the German waste industry was ridiculed due to its array of garbage cans. German waste disposal companies are meanwhile leading the market and have become an example for many others, which proves that it pays to invest in environmental technology," said BDE President Peter Hoffmeyer in his opening speech. In the ensuing panel discus-

sion, Dr. Armin Vogel had a few words to say on the subject, drawing on his wealth of experience. "It is essential to transfer our disposal concepts and our regulatory framework and then create alliances to find solutions for overseas markets. No single company can manage that on its own. We should bundle our powers, service providers and manufacturers together, and target certain regions. Once we have created the right framework conditions on our home markets we have plenty of opportunities to be economically successful in other countries too."

Claudia Schaeue

Dr. Armin Vogel,

Managing Director, CSO FAUN
Umwelttechnik GmbH & Co. KG,
FAUN Expotec GmbH



FAUN reviewing engagement in China

➤ Beijing. Prospects and opportunities of systematic waste disposal

The two-day conference “Forum on City Outlook / Environment & Sanitation Management” brought waste disposal experts from China and Germany together. The Beijing Environmental Sanitation Association and FAUN, supported by the “Initiative for Recycling and Efficiency Technology RETec” of the Federal Ministry for the Environment, Nature Conservation and Nuclear Safety (BMU), extended the invitation to take part on 27 and 28 March 2008.

The objective of the two-day event was to present both the possibilities and the opportunities of systematic waste disposal as currently practiced in Europe and Germany. The Sanitation Department of Hamburg and Daimler AG both took part, presenting themselves as expert partners and answering questions on matters concerning waste disposal logistics.

Practical examples of current waste disposal techniques and logistics from Germany, Europe and China were presented. The talks focused mainly, however, on ways of recycling and increasing efficiency for Chinese cities with the assistance of German companies.

Both the conference and the know-how of the companies involved impressed not only the experts from the waste disposal industry but also the over 100 conference participants from 18 city districts of Beijing. The German delegates also determined, however, that China is already on the right path towards a sustainable waste disposal system and as a result the decision was made to continue the business relationship by arranging in-depth seminars and activities. For example, an agreement was reached to supply state-of-the-art, gas-driven waste disposal vehicles on Mercedes-Benz Econic chassis to China.

This was an important step for FAUN. It is now necessary to observe the market more closely in order to acquire an understanding of the specifics of the Chinese market and develop the corresponding strategies needed to enter it. In order to achieve this, FAUN will be sending an experienced member of staff to China around mid-year to lay the foundations for systematic market development.

Furthermore, FAUN wishes to take part in the IFAT China trade fair taking place from 23 to 25 September.

Christian Bremer





At the beginning of the year the fifth FAUN POWERPRESS fitted with a 3-ton rear crane for picking up 3,000-liter underground containers was commissioned in Canton Graubünden near the city of Chur in Switzerland.



Another interesting product is also setting a precedent at a good company of reference in Switzerland: the first FAUN FRONTPRESS on a 4-axle Scania chassis is being used to pick up industrial waste for the company Schneider in Meilen on the shores of Lake Zurich.

J. Ochsner AG – Swiss waste needs good ideas

✦ Zurich/Urdorf. First Alpha lifter with weighing and identification system now in use • FRONTPRESS on four-axle basis in action • City of Chur commissions fifth POWERPRESS with rear crane for picking up underground containers • Solution VARIOPRESS 313 – Zermatt's waste needs good ideas

At the end of February J. Ochsner AG and its customer, the City of Schlieren near Zurich, celebrated the demonstration of a waste disposal vehicle that has everything modern technology can offer together with an audience of 120 invited guests from local politics and the waste disposal industry.

The combination VARIOPRESS with its new, fully automatic ALPHA lifter featuring a lifter-integrated solution for weighing the waste bins with Ochsner's own WIGA system presented a great challenge for the technical experts at Ochsner. After three months of trial service for vehicle, lifter and weighing system, the solution developed by Ochsner has proven to have very fast lifting and weighing cycles (5 seconds per two-wheel bin) and very reliable weighing results. The enhanced WIGA system from J. Ochsner AG makes it possible to separately identify, weigh and calculate the waste produced for each separate household. WIGA is the most-sold waste weighing system in Switzerland and is currently being used in over 400 cities and communities throughout Europe.

Rainer Janssen



The meeting of two brands – a reliable new product from FAUN-Ochsner makes sure the environment is adequately protected in an alpine setting. A lean VARIOPRESS body 2,300 mm wide and with a 13-m³ body shows how suitable it is for the sophisticated pre-disposal process in Zermatt.



The ceremonial presenting of the keys of the first VARIOPRESS 519-20 with Ochsner WIGA weighing system in combination with the new Zöller ALPHA automatic lifter on a Mercedes Benz ECONIC chassis powered by a 280-hp natural gas engine (from I. Kuonz, Mercedes Benz, C. Meier, Schlieren City Council, M. Mosmann, fleet manager, R. Janssen, J. Ochsner AG).



FAUN UK - trade fair setting trends

➤ Llangefni. The VIAJET is conquering Britain

The Zoeller and FAUN team were out in force at the CV Show in April. Zoeller Managing Director, Simon Hyde says, "With our product range and our joint philosophy, we can offer a truly unique service and a complete solution to the British waste collection and sweeper market." The team were on hand to discuss the Zoeller Rotary Alpha mounted on the curved body FAUN VARIOPRESS and the FAUN

VIAJET sweeper. The stand was very busy over the three days with the sweeper being a real draw. "The sweeper will be very busy over the coming months with demonstrations booked on stand and requests flooding in," says Simon.

Jo Quinney

FAUN UK - the new FAUN

➤ Llangefni. Combined waste collection

FAUN has developed a new vehicle for the collection of food waste and general domestic waste for the London Borough of Richmond. Roland Taylor, FAUN Area Sales Manager, says, "We have taken the VARIOPRESS concept and specially designed a side loading and side tipping pod for the collection of food waste. This is situated behind the vehicle cab." The side loading pod features a 240L bin lift to the near side for emptying wheeled bins and has the option available of a side loading trough to facilitate loading by kerb-side boxes. One of these vehicles will be exhibited at the Recycling and Waste Management 08, NEC Birmingham from 16 to 18 September 2008.

Jo Quinney



FAUN plant,
Valence, France



The philosophy of naming in France

➤ Valence. FAUN S.A. renamed FAUN Environnement

Having used the company name “Grange” until 2002 and then “FAUN S.A. KIRCHHOFF Group”, the recent change in the legal form of the company led to our considering a new name.

We wanted to give FAUN a qualifying suffix that would more clearly express the field of operation and the actual role of the company. Our intention was to demonstrate self-confidence and to express optimism for the future in a changing market.

We wanted to make it clear that the company stands for more than just household waste disposal. We sought to express the general attitude of the population as a whole including the consumer as the central figure. In the waste disposal business, reliable partners are required who possess the professional ethos and participatory role required to guarantee improvements in the present somewhat questionable situation regarding environmental protection.

We aimed to select a descriptive business name that would convey a credible and trendsetting attribute with lasting validity. This attribute had to be identifiable with the general movement promoting the protection of our planet Earth. Thus the following words were taken into consideration: ecology, cleanliness, green life, nature and environment.

We also intended to use the opportunity to revamp our profile with regard to the waste disposal market. We wish to continue improving our company image, which should convey positive values such as professionalism and empathy.

As FAUN is already valued everywhere for the market-leading quality of its waste collection vehicle bodies and its professional customer service, we did not want to describe the brand through success characteristics that are already widely known. The intention was, in fact, to identify the company with higher attributes. This soon led to the environmental aspect becoming an obvious choice. “Environnement” is for us the most credible and most fitting of these attributes. Furthermore, the concept selected as a theme covers both fields of expertise that the company deals with – collecting and sweeping.

“Environnement” corresponds ideally to the German term “Umwelttechnik”. It can express the identity of our brand more clearly and properly emphasize its distinguishing feature – a conscious and active contribution to protecting the environment.

Etienne Blaise



Etienne Blaise, Managing Director
FAUN Environnement



Joint effort. Georg Sandkühler (left) and Johannes Klossek. As head of research and development Sandkühler provides projects like the full hybrid vehicle with an identity. Klossek is Head of Design and Overseas Customer Service and Support.

Together they produce ingenious ideas and the best waste disposal vehicles. The design department team consists of (from l.): Nicole Wedel, Frank Stephan, Jörg Hoese, Mirco Hoedt (1st row) Johannes Klossek, Eveline Preissner, Verena Kretschmann, Julia Barkowski, Herbert Begemann (2nd row) Eugen Krenzler, Günther Breden, Matthias Kück (3rd row) Bastian Schelling, Christian Kruse (4th row) Karl-Heinz Thölken and Marion Möhring

The early bird catches the worm, but a good night's sleep helps make the point

➤ Osterholz-Scharmbeck. Restructuring of design and development

Johannes Klossek is now Head of Design and Manager of Overseas Customer Service & Support; his colleague Georg Sandkühler has now become Head of the Research and Development department.

He is not the quiet type, this Johannes Klossek. He is a go-getter who shows what moves him. And he moves people –both his staff and the customers. "This is no job for individualists. We are a team. Here in design, downstairs in the production and outside with the customers."

Every morning he goes through the department, shakes people's hands, and asks what's happening and how everyone is. "This way I know what's going on and what I can expect from each person today," he says, explaining his ritual. Born in Upper Silesia, Klossek started 28 years ago at Edelhoff where he did an apprenticeship as car mechanic. This was followed by years of assembly work and military service until one day Dr. Johannes Kirchhoff called him into his office to ask him whether he would like to participate in the development of the MSTs, the Multi Service Transport System. "Sure!" was Klossek's spontaneous reply. And this "sure" still applies today. "I want to make a difference, be involved where things are happening." He played an important role in developing the MSTs, established the customer service, completed his training as a master craftsman and became production manager. When the Novatec products were

relocated to Osterholz-Scharmbeck Klossek pushed ahead to expand Customer Service and Support. This field is particularly close to Klossek's heart and he will continue to manage it with great energy, ably supported by Denisa Zotescu, Martin Schumacher and Reinhard Kölpin.

Asked about his objectives, the 46-year-old replies: "Our distributors overseas must be equipped to support themselves. I envisage standards like those in Germany, including the obligation to provide training courses. Our contract partners abroad must aim to achieve the same standard of professionalism as our FAUN Customer Center in Germany. On the design side, our products will be improved or enhanced through innovation. That is the designer's daily bread. Primary objectives in these endeavors are customer benefit and smooth production processes. The dedicated ice hockey fan of the Iserlohn Roosters explains his credo as follows: "For me, cooperation within my department and with other departments is like playing ice hockey. With team spirit and willpower you can turn any game around that was considered lost."

Has the man who looks after everything also got any weaknesses? "I'm not an early riser," he openly admits. The final word is left open but the result is achieved..

Claudia Schaeue

Girls' day at FAUN

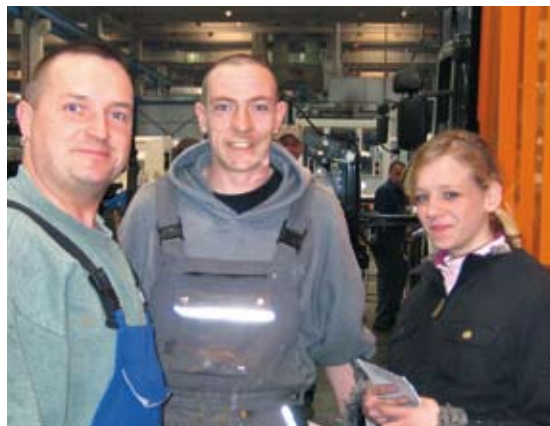
➤ Cars aren't just something for boys!



At our future-oriented "Girls' day 2008" around 30 children came to visit the company to find out just what it is that their parents or relatives do all day. They were all quite surprised about the size of the FAUN plant. Thilo Bollenbach, Managing Director of FAUN, was thrilled to see how keen and interested

the "little ones" were. "It is amazing to see how effortlessly the children deal with all of the new impressions. It would be great if even more youngsters and members of the general public showed interest in what we do here in Heilshorn."

Caudia Schaeue



With Leonardo by Shank's mare

➤ Osterholz-Scharmbeck / Valence.



With the support of the European Union and the Leonardo project "Learning abroad", ten FAUN trainees will be spending approx. three weeks abroad in the course of this year. Young people who have already taken advantage of this opportunity report on their experiences in K>MOBIL.

Excerpt from the travel diary in France ...

"After much planning here we are – Andi Stölting, Oleg Rosenthal, Wassiliy Frolow and Jan Tapking – standing expectantly in front of the vehicle that will take us to Valence in France. We are planning to spend three weeks at the FAUN plant located there. In conjunction with the Leonardo project "Learning abroad" four trainees from stores logistics, design mechanics, mechatronics and administration are going to be taking an active part in the process of production. On arrival we are welcomed by Madame Monteillet who will be looking after us during our stay. The next day we are taken on a tour of the plant and each one of us is allocated a place of work and has the chance to get to know the new colleagues. Andi will be working on steel construction, Oleg in the stores, Jan in the sales office and in the dispatch department. Wassiliy will be working in assembly. The workflows are similar to those in Germany. FAUN waste collection vehicles are also produced in Valence. The only difference is the size of the bodies and the chassis, but in the end the work is the same. We are, of course, often asked whether we do things the same in Germany as they do. After the day's work is done we also have a bit of leisure time. The cultural tips of several colleagues lead us to Marseille and Avignon

or to a grotto near Valence. We even get to see the Eiffel Tower because we are able to make a short trip to Paris on the last day of the trip. The Eiffel Tower is visible from a long way off. Once we got back home we really began to notice the difference between the way the Germans and the French work and their attitudes to work, which was something we had to adapt to, for instance the lunch break of up to 90 minutes. But we didn't need long to get used to it. ;-) We would like to thank the committees of the European Union that make it possible for young people like us to take part in a project of this kind and also the trade schools in Osterholz-Scharmbeck, especially Ms. Bodammer. We do, of course, also wish to thank FAUN ENVIRONNEMENT for looking after us so well, for making it possible for us make this experience in the form of an educational trip and FAUN in Heilshorn, particularly our trainer Ronald Sonnenburg for the offer and the implementation of the project.

Andi Stölting, Oleg Rosenthal,
Wassiliy Frolow and Jan Tapking

Main picture l. to r:
Jan Tapking, Andi Stölting
und Wassiliy Frolow
Small picture: Oleg Rosenthal,
who we wish to congratulate
on passing his examination as
stores logistics expert.

The emperor's new FAUN

➤ Jettingen-Scheppach.

"The Emperor of Schexing", Fridays at 9.35 pm on Bavarian Television



FAUN is now one TV star richer. Markus Engbert, in real life a salesman for FAUN in southern Bavaria, worked as an extra in the series "The Emperor of Schexing" last year. The 25-part series plays in the fictitious community of Schexing run by a Mayor named Kaiser (English: Emperor). In the interest of making the filming as realistic as possible, Bavarian Television was looking for a waste disposal vehicle and turned to the market leader for assistance. Markus Engbert reacted promptly: "We can organize you a waste disposal vehicle, but then I would like to be an extra." The deal was on. The director Franz-Xaver Bogner cast Engbert and his friend Joachim Kuffner as garbage collectors picking up bulky waste. It was a great experience. It was all done highly professionally, but really straightforward and friendly at the same time," said an enthused Engbert after shooting was finished. Markus Engbert has his big appearance in number 21 or 22 of the series.

Claudia Schaeue

You have to start young if you want to play for Werder

➤ Osterholz-Scharmbeck. Sports sponsoring for children and youths



They look really smart, the new training jackets with the FAUN logo, shown here being worn by the second team (E2II) of the local team VSK Osterholz-Scharmbeck. The fourteen children train once a week and play a league game on the weekends. FAUN sponsoring includes supporting children and youths in various types of sporting activities.

Claudia Schaeue

Intercompany management

➤ Osterholz-Scharmbeck. Standardized rules and processes

Stefan Jobs will be breathing new life into the FAUN Group's inter-company management system in future. He will be ably supported by Joana Weinrich, who will soon be completing her training as industrial clerk. The tasks and objectives of the inter-company management staff include defining standardized rules for handling processes in the fields of production, purchasing, engineering, quality management, know-how management (personnel) and investing (controlling). Particularly in the case of international companies such as FAUN that operate various plants carrying out either identical or similar processes, broadly standardized workflows are the key to success. The policy is designed to help the company benefit from synergy effects in order to save both time and costs. In addition, links between the various group companies are to be strengthened and improved employee relationships fostered. The 29-year-old's pilot project was to implement the changeover from the "flatpack" deliveries from Osterholz-Scharmbeck to Completely Built Bodies (CBBs) for the FAUN plant in Llangefni, Wales. The colleagues at the plant in Wales are supplied



with complete bodies including all the additional parts necessary for mounting on the chassis so that the vehicles can then be driven away. The changeover was a success and meanwhile at least 20 CBBs leave Osterholz-Scharmbeck by flatbed trailer each month. One of the positive side effects of this activity has been the greatly improved communication between the two organizations. The recipe for success will be continued.

Claudia Schaeue

Ukrainian city Saporoshje driving with FAUN

➤ Osterholz-Scharmbeck/Saporoshje.



"REMONDIS Saporoshje GmbH" is commencing service with two new SIDEPRESS vehicles. The Public Private Partnership (PPP) between the city of Saporoshje, OLF Ltd. and REMONDIS as majority shareholder is offering a complete service for 900,000 inhabitants. In cooperation with REMONDIS, FAUN developed two special sideloaders for the Ukrainian market to handle the task of comprehensive waste disposal. Burkard Oppmann, Head of Sales for Germany: "As trusted partner of REMONDIS, we were charged with the task of designing and delivering these two sideloaders. It is essential for us to supply these up-and-coming countries with state-of-the-art waste disposal technology. We are very happy to assist REMONDIS as expertise partner in this endeavor."

Claudia Schaeue



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