

# K>MOBIL

## THE KIRCHHOFF GROUP MAGAZINE

### ➤ KIRCHHOFF Group

With sales revenues of approx. 700 million euros the Group still achieved growth of approx. 2 % in 2008 compared with the previous year, despite the economic downturn in the fourth quarter.

→ Page 04

### ➤ KIRCHHOFF Automotive

In 2008 Germany faced a shortage of 95,000 engineers. 400,000 skilled workers are urgently needed. KIRCHHOFF is positioning itself professionally as an employer brand. → Page 10

### ➤ REHA Group Automotive

The "Swing-Up" rotating seat cassette system was enthusiastically received at the REHACARE. In its standard position it looks identical to a conventional series seat.

→ Page 41

### ➤ WITTE Werkzeuge

Apart from its stainless steel screwdrivers (Maxxpro Stainless), WITTE Werkzeuge now also offers stainless steel bits to complement its stainless

range. → Page 45

### ➤ FAUN Umwelttechnik

On 29th October 2008 FAUN presented the world debut of the "ROTOPRESS DUALPOWER" hybrid vehicle with diesel-electric drive in the course of the initiative RETech in Berlin. → Page 48

## AUTOMOTIVE LOCATION GERMANY

Strong middle market through concentration on core capabilities



# K>MOBIL 32

➤ List of contents

KIRCHHOFF Group

- 04 Editorial: Current situation of the KIRCHHOFF Group
- 06 Automotive location Germany
- 07 Concentration on core capabilities: the middle market in Germany
- 08 New internet presentation for the KIRCHHOFF Group

KIRCHHOFF Automotive

Human Resources

- 10 Employer branding
- 11 Pupil promotion day Automotive NRW
- 12 Focus on career and training fairs
- 13 Training – one of the most important investments
- 14 Dual studies
- 15 KIRCHHOFF Automotive stalwarts
- 16 Manpower
- 18 When angels travel...
- 19 New on the team

Markets

- 20 KIRCHHOFF looks forward to challenges
- 21 “Top 100” innovative
- 22 Revalidation after EMAS eco audit
- 23 IAA Commercial Vehicles with new attendance record
- 26 Auto Shanghai 2009
- 27 S&E strategy workshop

Investments

- 28 Latest news from the plants:
  - Poland: KIRCHHOFF Road inaugurated
  - Expansion at Mielec and Gliwice plants
  - Investments at the Attendorn plant
  - Hot forming at Iserlohn plant
  - Hungary: SOP SUZUKI
  - China: construction completed
  - Spain: preparation for new models
  - Portugal: Ovar 2 plant commissioned

REHA Group Automotive

- 40 Rehacare 2008 in Düsseldorf
- 41 Swing-Up: the rotating seat cassette system
- 42 Excellently done: REHA Group awarded prize
- 44 New production plant commissioned
- 45 The new WITTE Stainless bits

WITTE Werkzeuge

FAUN Umwelttechnik

- 46 Looking back at 2008
- 47 Handing over the 1,000th waste collection vehicle produced in 2008
- 48 ROTOPRESS DUALPOWER
- 50 Reorganized production layout
- 52 Training at FAUN
- 54 FAUN Services
- 55 Anniversaries
- 56 New service workshop in Russia

- 57 IFAT China in retrospect
- 58 J. OCHSNER AG. Tenth Swiss ECOPRESS ordered
- 59 FAUN MV. TRACKWAY – Order from Turkey
- 60 FAUN Environnement
- 61 Continuous improvement program
- 62 NOBODY DOES IT CLEANER – the latest from the world of sweepers
- 63 Saxons’ day

Imprint

K>MOBIL: the KIRCHHOFF Group magazine

Publisher: KIRCHHOFF Group, Dr.-Ing. Jochen F. Kirchhoff, Stefanstraße 2, D-58638 Iserlohn PO box 26 26, D-58634 Iserlohn Tel. +49 2371 820-261 Fax +49 2371 820-264

Responsible for the content: Dr.-Ing. Jochen F. Kirchhoff; Employees: Sabine Boehle, Uwe Kittling, Kerstin Rinscheid, Claudia Schae, Ulrich G. Schröder; Photos: private, Shutterstock, GETTY Images, ASF Freiburg, KIRCHHOFF Group

Translation: Tom Cullen; Editing, design, typesetting: WIRKSTOFFGRUPPE.de Dortmund, Attendorn; Printing: FREY Print & Media



The competition to attract qualified specialists has begun. KIRCHHOFF Automotive has already taken up the new challenges created by the job market situation by initiating a number of new concepts. The twin objective is to gain new specialists and management staff in order to allow for new growth and retain reliable and experienced staff within the company at the same time. We want to position the company as a strong, attractive employer brand and to instill this fact in the minds of both applicants and current staff. This requires a special type of brand promotion – employer branding. You can read more about this subject on page 10.

Chassis + driver’s cab, shell components, vehicle beam systems, drive train + steering: after an eight-year absence, KIRCHHOFF Automotive again presented its expertise to the European commercial vehicles industry with these four key product groups at the IAA Commercial Vehicles in Hanover. Over 500 trade visitors took the opportunity to convince themselves of the fact that KIRCHHOFF Automotive has become a highly efficient partner with regard to both development and expertise, capable of fulfilling all functions from development projects to just-in-time supply by placing assembly plants in customer proximity. Details on events at the trade fair are available on pages 23 – 25.

Do you sometimes have difficulty getting in and out of your car? Due to reasons of safety and ergonomics, the design limitations of a series-built vehicle do not always offer us a comfortable solution. The REHA Automotive Group would like to do something to change this situation in future. The REHA Group is specializes in converting vehicles, has 25 years of experience in this field and is present at six locations throughout Germany. The company presented its Swing-Up rotating seat cassette system at the REHACARE Düsseldorf, which can be “invisibly” integrated in the standard series-built car seat. Interested? You can find out more on page 41.

FAUN has created an optimized power train with its own diesel-electric power unit in order to utilize the maximum possible savings potential with regard to fuel, toxic emissions and noise. With the new DUALPOWER hybrid option the average continuous power required during collection is produced by a small diesel engine with a downstream electricity generator connected. The power produced is made available to the electrical consumers via a mean voltage circuit; surplus power is stored in a high-performance storage unit. You can read more about its world debut on page 48.



# KIRCHHOFF Group: strong through diversification

➤ Annual Report 2008



The four divisions of the KIRCHHOFF Group: (l. to r.) Automotive, REHA, FAUN and WITTE

**Dear customers and friends of our Group of companies, dear employees, the KIRCHHOFF Group was again able to assert its position in the face of international competition in the year 2008, despite the worldwide financial crisis that arose at the end of the third quarter. Group sales revenues will reach a total of approximately 700 million euros by the end of the year, thus surpassing last year's figure by 2%.**

The overall growth of the Group proves the strength it has due to the diversification of its four business divisions, which showed differing developments during the past year.

**KIRCHHOFF Automotive** suffered a considerable decline in sales revenues during the fourth quarter, but due to the good sales performance during the first nine months of the year the company was able to maintain last year's level with sales totaling approximately 440 million euros. The international presence of the Group was expanded through considerable investments at almost all locations with the emphasis on our European plants outside Germany and China, but also at our two German plants in Attendorn and Iserlohn. At the end of the year KIRCHHOFF Automotive employed a workforce of 3,500 people at 17 production plants in nine different countries.

**FAUN** was the best performer in the Group this year. The company's growth of 15% to achieve sales revenues of 240 million euros is the result of the consolidation and rationalization programs implemented over the last few years, accompanied by intensive activity on existing markets and the penetration of new ones with innovative products for the waste disposal industry. The company was successful in meeting increased market requirements with greater flexibility due to its new production strategy and this resulted in an increase in units produced so that pleasing double-digit growth rates were achieved on both domestic and foreign markets. The positive performance of FAUN compensated within the Group for the stagnation of the automotive division.

**WITTE Werkzeuge** also successfully maintained its market share in 2008 in the face of increasingly aggressive international competition, made even more acute by the extremely difficult situation on the property market caused by the financial crisis. Product innovations and the strengthening of the sales organization played an important role in this regard.

**REHA Group Automotive** consistently continued to make its way this year with numerous innovations for retrofitting and converting series-built vehicles for those restricted in their physical mobility – whether through age or disability – to help them achieve unrestricted automotive mobility. A great many interesting details concerning the development of our four business divisions during the year are to be found in the various articles of the issue of our company magazine K>MOBIL that you now have before you.

2008 was therefore a satisfactory year for the KIRCHHOFF Group, despite the fact that the foreign business situation in the last quarter did not allow us to achieve all of our objectives in all business divisions.

Unfortunately the outlook for 2009 is not so positive. Well-known institutes forecast a period of general stagnation for the global automotive industry, reduced growth in the BRIC countries, sharp declines in other markets and a drop in production of 10-20% within Germany.

Although KIRCHHOFF Automotive is well positioned as a result of the good distribution of its locations in Germany, Southern and Central Eastern Europe and its above-average share of sales revenues in low-emission, small- and medium-sized vehicles, cost reduction measures will be inevitable in order to safeguard the future of the company. At the present time it is still extremely difficult to assess to which extent they will reach and in which sectors they will be required. If personnel measures should become necessary, they will not be permitted to endanger the level of qualification of our company's staff.

Again in the coming year, FAUN will be relying on the stability of its successes on both the German and the export markets, particularly on the Arabian, Chinese and Russian markets.

WITTE Werkzeuge has similar prospects: a consistent policy of product diversification and innovation combined with the strengthening of the existing and the expansion of new sales channels are the means to maintain its position as a premium supplier of hand tools.

The REHA Automotive Group is steadily gaining new market shares in conjunction with the demographic development of the population, from the "best agers", the motorists of the over-60 generation.

External market conditions will make this coming year a difficult one for us, but we feel well equipped to meet the challenges successfully. And: problems are always accompanied by both opportunities and new possibilities.

Dear friends of our company Group, dear employees: on behalf of my family and our managing directors I wish to thank you cordially for the confidence you showed in us in 2008, for your efforts and your cooperation. Your performance is our success! My father, my brothers and I wish you and your families a peaceful Christmas season and, despite everything, a happy and confident start to the New Year 2009.

A hearty good luck wish to you all!

Dr. Johannes F. Kirchhoff



Dr. Johannes F. Kirchhoff



# Automotive location Germany

➤ Dark clouds on the horizon?



During the first eight months of 2008 the German automotive industry was still on the road to success in global competition: a growth rate of almost 7% compared to the previous year created nearly 16,000 new jobs within twelve months, most of them in the supply industry. Both the export of vehicles from Germany and the production of German brands abroad reached record levels. Even on the highly contested American market German cars did better in the face of the downward trend than American and Japanese products.

Since September, however, the international financial crisis has begun having an impact on the automotive industry, causing both production and new vehicle registration figures to decrease. Experts fear that this development will continue at least until the beginning of 2010. That is how long it could take for consumers to regain their confidence in the stability of the economy and job security and again decide to buy new cars. The short-term consequences for our industry will be the reduction of extra shifts, the temporary discontinuation of production, reduced working hours and the adjustment of costs and personnel to meet the changing order situation. Not only falling sales revenues, but cost increases are also threatening the economic situation of the various companies in the industry

because raw material prices are still at an extremely high level. With regard to labor costs it must be hoped that the two parties involved in the current wage negotiations reach an agreement appropriate to the present economic situation.

Thanks to its international presence and its broad customer spectrum, KIRCHHOFF Automotive is well prepared for further developments. As a family-run, middle-market company we wish to contribute towards convincing both customers and employees of the benefits of a free market economy, both through our partner associations and in public life.

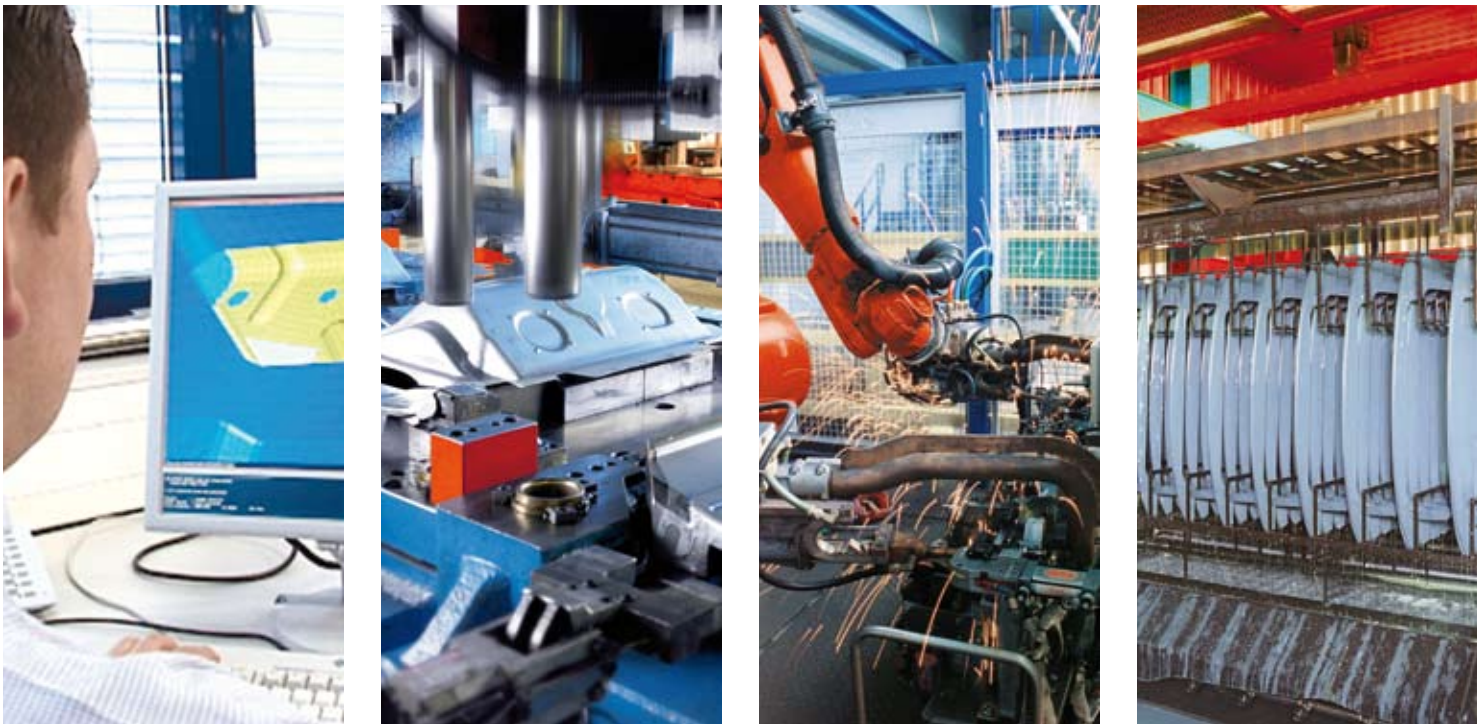
Arndt G. Kirchhoff, Managing Director, emphasizes: *“The current development in the automotive industry is not a landslide and no reason to panic.”*

Let us accept this challenge as an opportunity to continue expanding our company and give it security for the future.

Ulrich G. Schröder

# Concentration on core capabilities

➤ “The middle market forms the backbone of the German economy”



According to a study carried out by the “Institut der Deutschen Wirtschaft Köln” (an economic research institute based in the German city of Cologne) middle-market companies, or rather family-run companies, dominate the economy in Germany. 94% of German companies are family-run, provide 80% of training positions, 57% of all jobs and generate 42% of total sales volume. A third of all companies with a sales volume of over 50 million euros are family-owned.

How do they manage to remain so stable over several generations? According to a study carried out by the Munich management consultants Dr. Weselhuber & Partner GmbH *“Concentration on core capabilities and long-term strategies are among their formulas for success. The source of their expansion is above all their ability to enter new markets and increase internationalization on the basis of their core capabilities. Or, to quote an old proverb, “Cobbler, stick to thy last.” Family-run companies excel at thinking long-term and identifying themselves with clear values.”*

This applies particularly to the German automotive supply industry.

Matthias Wissmann, President of the VDA says: *“Medium-sized companies form the backbone of the German economy.” The current financial crisis demonstrates how great our need is for these family owners as responsible entrepreneurs.”*

The Witten Institute for Family Business WIFU comments that the term “family-run company” has meanwhile become established as a trade name. *“Whereas some years ago family-run enterprises were considered old-fashioned and obsolescent, today they enjoy a great deal of confidence because they provide the economy with a face.”*

The KIRCHHOFF Group, under the management of the fourth generation of the entrepreneur family with a more than 220-year-old tradition, is an outstanding example of this type of company.

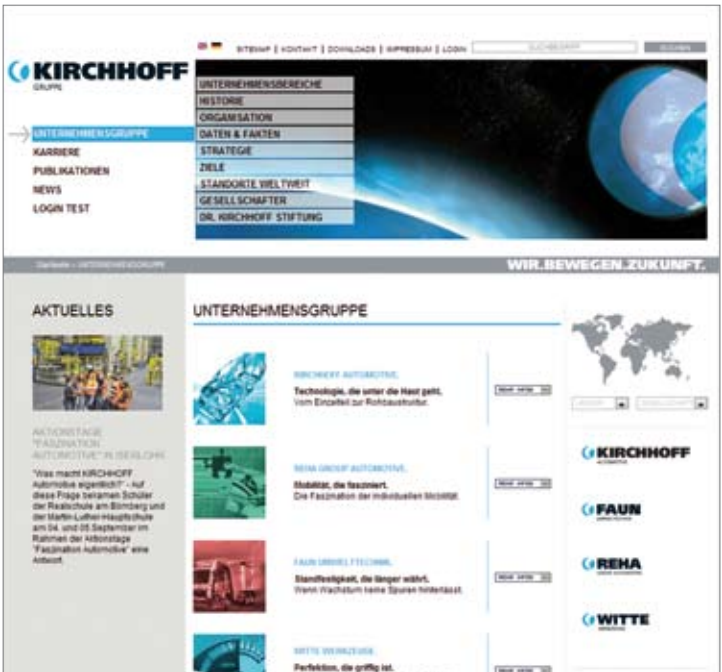
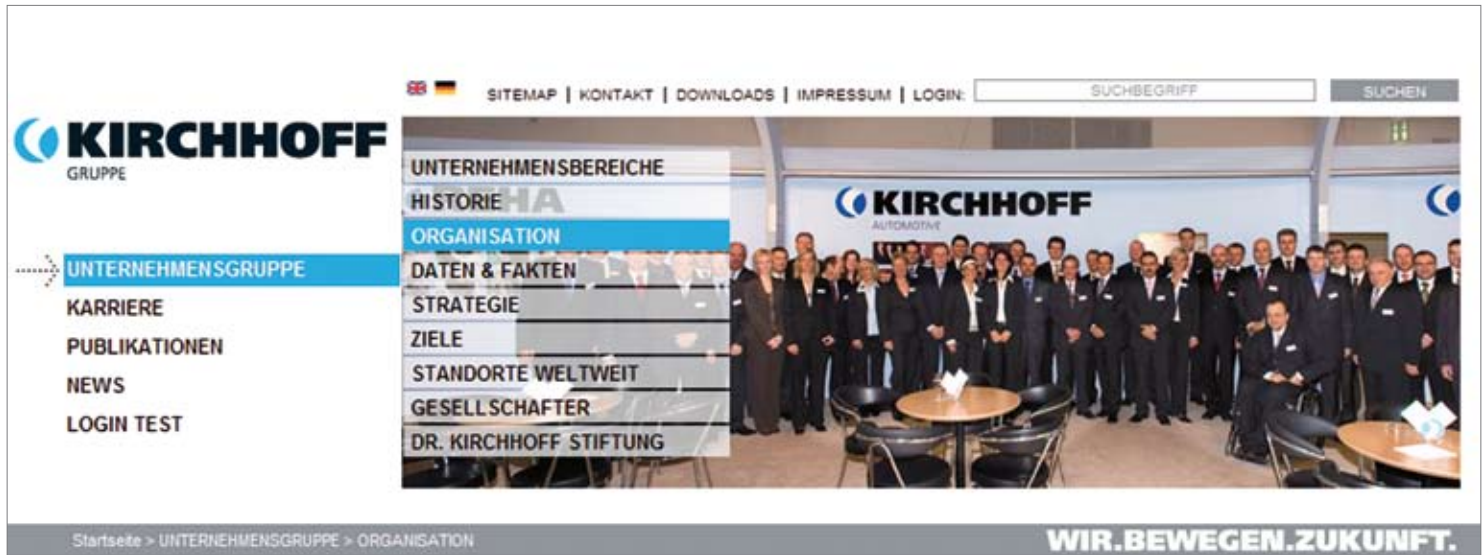
You can read more about our history, culture and values as well as the current orientation of our four business divisions at our website: [www.kirchhoff-gruppe.de](http://www.kirchhoff-gruppe.de)

Ulrich G. Schröder

KIRCHHOFF Automotive, the middle-market family-run company, concentrates on its four core fields of expertise:

- 1. Development
- 2. Metal forming
- 3. Joining
- 4. Surface treatment





KIRCHHOFF Group: excerpt from the "Corporate Group" section

KIRCHHOFF Group: excerpt from the "Facts & Figures" section

# New internet presentation for the KIRCHHOFF Group

The KIRCHHOFF Group is making its new internet appearance on 10th December 2008

The growth of the KIRCHHOFF Group and the accompanying diversity of information places a constant stream of new demands on our internet presentation.

The aim of the new presentation of the company's online appearance is to provide an appealing framework with a clear structure, an easy-to-use menu and a speedy site selection.

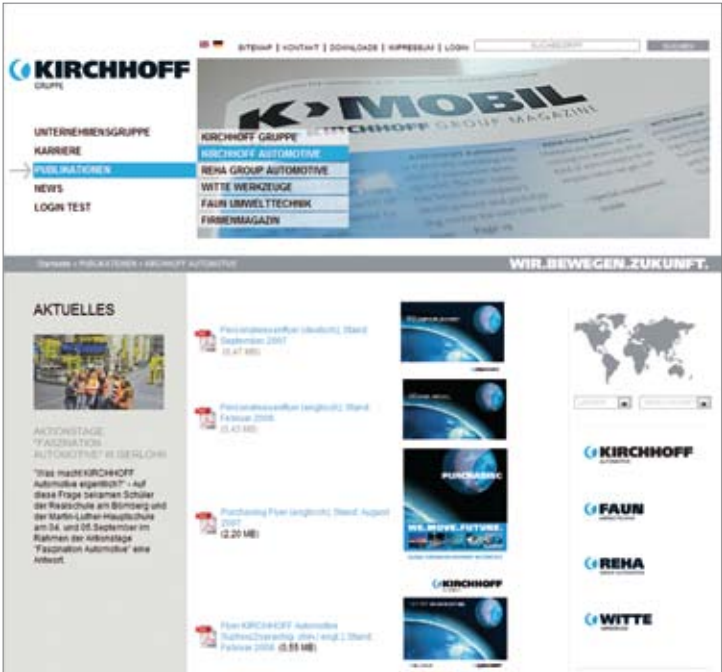
The new company presentation begins with an overview of the KIRCHHOFF Group and a brief description of the four Group companies – KIRCHHOFF Automotive, REHA Group Automotive, FAUN Umwelttechnik and WITTE Werkzeuge, whose individual internet presences can be reached directly from the website via separately available links.

The KIRCHHOFF Automotive internet presentation is now embedded in the new KIRCHHOFF Group internet website. Great emphasis has been placed on a user-friendly desktop, which includes a three-tier mouse-over menu, a text search feature and a site selection feature for each separate country.

Apart from the main field, there will also be links to content-related news, press releases and even film clips on the left side of the page. Furthermore, the "Careers" and "Products" sections will be filled with new content and a range of detailed information.

The new features are designed to assist our customers and all those interested in the KIRCHHOFF Group in finding the information they need on our website. We wish you lot of fun "surfing" our new internet website and welcome you to come and visit us at: [www.kirchhoff-gruppe.de](http://www.kirchhoff-gruppe.de)

Sabine Boehle



KIRCHHOFF Automotive: excerpt from the "Environmental Policy" section



KIRCHHOFF Automotive: excerpt from the "Strategy" section



# KIRCHHOFF adopts employer branding

➤ Iserlohn, Attendorn. Attracting new employees with a clear brand name

The latest figures on the shortage of skilled staff in Germany are alarming. The “Institut der Deutschen Wirtschaft Köln” (an economic research institute based in Cologne) has calculated that the German economy loses 18.5 billion euros in added value every year due to the insufficient availability of qualified workers. In 2008 alone Germany is facing a shortage of 95,000 engineers. According to a study carried out by the German Chamber of Industry and Commerce (DIHK) the German economy lacks

an approximate total of 400,000 skilled workers.

One third of companies complain that at least for an interim period it is impossible to fill open positions. The competition to attract these qualified specialists has already begun.

KIRCHHOFF Automotive is also affected by this situation but the company is rising to meet this challenge with new ideas and modern concepts. The twin aim is to gain new specialists and management staff in order to achieve growth and to retain reliable and experienced staff at the company. The key to achieving this goal is to position the company as a strong, attractive employer brand and to instill this fact in the minds of both applicants and current staff. This requires a special form of brand promotion known as employer branding.

By this we understand perfect personnel marketing, which is carried out with the deliberate aim of attracting specialists. This also means standing out from other companies on important careers websites. It must, for example, be made absolutely clear in which ways KIRCHHOFF Automotive excels as an employer, which opportunities the company offers and why applicants should choose to join our company rather than another. Good employer branding has the same impact as successful product branding: it gives the applicant a clear and substantial impression of what our company stands for and provides it with an immediately recognizable identity.

The presentation of the company on the home page, career websites and job advertisements serve as showcases for prospective job seekers. Professionally designed advertisements and internet sites reflect the image of the entire company and increase its chances of appealing directly to suitable candidates.

For this reason we intend to extensively redesign our career websites on the internet and to completely revamp our employment advertising. In future they will have a new synergetic design. The advertisement illustrated here is a clear demonstration of how this is going to be achieved. We feel confident that these measures will attract valuable and long-term employees to the company.

Jürgen Dröge



We have been creating mobility for mankind ever since cars have existed. Over 3,500 employees worldwide are committed to working together to achieve one single aim:

## WE.MOVE.FUTURE.

Only the WE enables KIRCHHOFF Automotive to MOVE more, including your FUTURE. As a family-run, middle-market company with distinct benefits, we offer versatile, interesting positions, comprehensive opportunities for further training, a pleasant working environment and concrete career opportunities.

THINK GLOBAL, ACT LOCAL	WE WORK WITH PEOPLE, FOR PEOPLE	TECHNOLOGY THAT GOES UNDER THE SKIN
<ul style="list-style-type: none"> <li>17 forming and assembly plants in 9 countries</li> <li>centralized R&amp;D</li> <li>centralized S&amp;E center</li> <li>Decentralized production with our core capabilities – forming, joining, surface treatment</li> </ul>	<ul style="list-style-type: none"> <li>Family business, managed by its owners</li> <li>With our long-term strategy we have been guaranteeing qualified positions for over 220 years</li> <li>Family-oriented values characterize our activities at every level</li> <li>We promote individual abilities and talents</li> </ul>	<ul style="list-style-type: none"> <li>State-of-the-art workstations</li> <li>International transfer of knowledge in high-potential teams</li> <li>Technological leadership in the manufacture and development of complex metal and hybrid structures for the automotive industry worldwide</li> </ul>

In an environment of pronounced economic infrastructure that still offers high recreational value, you can work for a leading middle-market development supplier, independent of alternating corporate strategies. Do you want to mobilize your future? Then apply now.

KIRCHHOFF Automotive Deutschland GmbH · Mr. Jürgen Dröge · Am Eckenbach 10-14 · 57439 Attendorn, Germany  
T +49 2722 696-0 · F +49 2722 696-219 · info@kirchoff-gruppe.de · Find out more at: [www.kirchoff-gruppe.de](http://www.kirchoff-gruppe.de)

TOP  
ARBEITSGEBER  
AUTOMOTIVE 2014

JOB

KIRCHHOFF  
AUTOMOTIVE

# Automotive industry holds promotion day

➤ Over 1,000 pupils visited companies of the supply industry

“Many young people are largely lacking in orientation. There is a shortage of trainees in a number of sectors of industry, but the companies complain about the poor standard of applicants,” says Frank-Jürgen Weise, Head of the Federal Employment Agency, and continues: “More career orientation at schools is needed. Pupils know too little about companies, they are reluctant to join industry and commerce and some sectors are completely unknown to them.”

Now something is to be done to rectify this.

In a concerted campaign organized and prepared by the chambers of industry and commerce and in cooperation with the member companies of the Automotive Network of South Westphalia ([www.automotive-sw.de](http://www.automotive-sw.de)) the state-wide promotion day “Fascination Automotive NRW” took place for the first time. In a two-day promotion campaign “hands-on” technology was presented on 4th and 5th September.

Many companies of the automotive supplier industry opened their gates for pupils of grades 9 to 11 who were interested in getting to know more about technology and modern vehicles. Over 1,000 boys and girls from all over South Westphalia, together with their teachers, took advantage of this unique opportunity during the two days. Apart from 50 regional automotive suppliers the Universities of Applied Sciences of South Westphalia and Soest also participated in the promotional campaign. Under the motto “What does KIRCHHOFF actually do?” some 130 pupils from Iserlohn secondary modern and secondary schools gathered information about products, manufacturing processes and job prospects at KIRCHHOFF Automotive. The various apprenticeships and qualifications as well as the opportunities for further education after completing an apprenticeship were highlighted to the young people under the banner of “professional and career opportunities at KIRCHHOFF – what training do we provide?”. “An apprenticeship at KIRCHHOFF Automotive is by no means a one-way street, but rather the first rung on a versatile career ladder,” emphasized Sabine Boehle from the KIRCHHOFF Automotive marketing department in an interview. Tips on how to prepare job applications and conduct interviews as well as the information cards on each of the apprenticeships were very well received by the pupils. The campaign was concluded with a tour of the company, providing the future career



candidates with a first insight into the real working world. The first Automotive promotion day was an integral part of the close cooperation which has already existed between our company and regional schools for quite some time. This includes, for example, job experience programs for the pupils and also training for teachers. KIRCHHOFF staff members continue to visit school classes on a regular basis in order to awaken the interest of pupils, particularly girls, for technology. The objective of these projects is to support young people in their selection of careers and to point out any learning deficiencies as well as to encourage particularly interested school leavers to apply for employment at KIRCHHOFF. The general aim is to promote the selection of technical professions among young people. And this form of advertising is definitely having an impact: last year 61,600 school leavers registered for engineering courses – that is a whole 9% more than in the previous year (source: Federal Office of Statistics). However, a great deal more effort will be required in order to make up for the 70,000 engineers currently lacking in industry. The “Fascination Automotive” promotion day was certainly a successful step in the right direction.

For further information: [faszination-automotive.de](http://faszination-automotive.de)

Sabine Boehle

Pupils from Iserlohn on a visit:

Upper picture: Pupils of the city high school at Bömberging with their teacher Mr. Stenk.

Lower picture: Pupils of the Martin Luther School with their teacher Ms. Jost-Fischer



# Focus on career and training fairs

➤ Actively approaching young talent



JOB'Si Siegen: Eva Rademacher, Trainee Personnel Procurement & Development and Sabine Boehle, Marketing



JOB'Si Siegen: Karl-Heinz Rupp, Training Manager at KIRCHHOFF Automotive, talking to interested school leavers



Konaktiva Darmstadt: many were interested in a career at KIRCHHOFF Automotive



Konaktiva Darmstadt: A modern setting for young professionals



Careers fair in Olpe: The joint booth of the VIA offers a great number of job prospects in South Westphalia



Careers fair in Olpe: Traditional and modern: Karl-Heinz Rupp and Michael Isphording informing young people



Konaktiva Dortmund: Young engineers for the automotive industry  
→ 12



Konaktiva Dortmund: Eva Rademacher (r.) informing a visitor

During the year 2008 KIRCHHOFF Automotive stepped up its level of activity in personnel marketing considerably in order to counteract the decreasing numbers of school leavers and university graduates and the general lack of technicians and engineers. In doing so the company is considering the future and aiming in particular at the young staff members of tomorrow. This applies to students and graduates as well as to school leavers. With an attractive booth and competent consultants KIRCHHOFF Automotive participates in a great many career and vocational training events.

KIRCHHOFF Automotive traditionally takes part in the careers exhibition for trainees in Olpe and its booth is a much-visited meeting point for future school leavers. The young people receive information on the career training that KIRCHHOFF offers, on the requirements involved and, of course, on the vacancies for trainees. The trainee vacancy exchange in Iserlohn, which took place for the first time on 23rd October, also roused great interest among the many visitors.

Special efforts have been made in the university marketing sector and these were initiated at the Konaktiva in Darmstadt in May 2008. This was followed by the BITS careers day, which took place at the Entrepreneurial University in Iserlohn in the same month. In June this year KIRCHHOFF Automotive presented both the benefits and the jobs it has to offer at the two-day JOB'Si 08 – the fair for vocations, training, advanced and further education and business start-ups that takes place in the Siegerlandhalle in the city of Siegen. On 13th November KIRCHHOFF Automotive also successfully participated in the Konaktiva fair in Dortmund. The following activities are already planned for 2009: the Car Symposium in the Ruhr Congress Center in Bochum on 27th and 28th January 2009 and the careers day at the Soest campus of the South Westphalia University of Applied Sciences on 8th April 2009. These fairs, which all take place in our regional catchment area, offer an excellent platform to establish contact with students, graduates and universities. The initial efforts are already beginning to bear fruit and, apart from approximately 300 new contacts, the activities led to a number of practical training courses, trainee entrances and applications for direct entrance.

Dietmar Epe

# Training – one of the most important investments

➤ Iserlohn, Attendorn. Training quota again over 9 %

For KIRCHHOFF Automotive, well-trained young specialists represent one of the most important investments in the future. Training is one of the cornerstones essential for our survival both today and in the future in order to remain a competitive industrial location on a global market.

With a training quota of more than 9 % KIRCHHOFF Automotive is again well over the German average. Over 90 young people are regularly trained for qualification in both commercial trades and industrial engineering vocations at the Attendorn and Iserlohn plants.

Dietmar Epe



(l. to r.): Ulrich Schröder, Nina Suthoff, Stella Bensmann, Robin Schenk, Thomas Matwich, Max Ermentrau, Nils Kaya, Sebastian Kumbruch, Marius Krage, Christian Ostermann, Benjamin Otto, Michael Filusch, Patrik Kunz, Daniel Schulz  
1st row sitting: Ulrich Kunz (Chairman of the Works Council), Gerhard Hosenfeld (who celebrated 40 years as a trainer at KIRCHHOFF on that exact day), Stefan Jeziorski (Training Manager)



Dietmar Epe and Michael Isphording with trainees in Attendorn: (l. to r.): Janine Bogdanski, Miriam Pachutzki, Daniel Dünnebacke, Tobias Wlochowicz, Sascha Engel, Benedikt Tolle, Felix Haase, Andreas Arns, Florian Schulte, Stephen Ringsdorf, Sarah Nowak, Eva Rademacher.



# Dual studies course – the direct entrance

➤ Attendorn. Hand in hand: theory and practice



**Marc Horlacher**  
Graduation from Rivius Grammar School, Attendorn, dual studies mechanical engineering 2003 - 2008, Siegen University, since 1 August 2008 Junior Project Manager for Hot Forming and Pipe Bending, Product & Technology, Attendorn



**Caroline Irle**  
Training as technical draughtswoman, tool shop Olpe, diploma from Technological Engineering College in Siegen, dual studies course mechanical engineering 2003 - 2008, Siegen University, since May 2008 CAx engineer, CAD Attendorn



**Tobias Halbe**  
Apprenticeship as a tool mechanic, tool shop Olpe, technical diploma from Engineering College Olpe, dual studies course for mechanical engineering design 2004 - 2008, Siegen University, since 1 Aug 2008 project coordinator GM team

**The formula is simple: training + study course + work experience make it possible to directly enter our company. The dual studies system represents the cooperation between university, KIRCHHOFF Automotive and the students. During their lecture-free time the students get to know our company divisions and products and participate in work projects in conjunction with a defined company training plan.**

This year we were able to assign three dual students to suitable positions. After passing his matriculation Marc Horlacher went on to complete his studies with a master's degree. Caroline Irle and Tobias Halbe first completed their apprenticeships as technical draughtswoman and tool mechanic respectively before obtaining their university diplomas in engineering. During their dual studies courses in the sectors Engineering, R & D, CME and in various other production sectors they then proceeded to gather further valuable experience.

Jürgen Dröge

# KIRCHHOFF Automotive stalwarts

➤ Iserlohn, Attendorn. 100 years of KIRCHHOFF Automotive



**KIRCHHOFF Automotive is proud of its more than 220-year-old tradition. And it is also proud of its employees who uphold the culture and values of this tradition and thus guarantee the success of our Group. Today we would like to present three “KIRCHHOFF stalwarts“ who together represent over 100 years of KIRCHHOFF history.**

**Ilona Schön worked for 30 years at KIRCHHOFF and until recently held the post of Sales Manager Non-Automotive. Ilona played a major role in the success of the Electrical Appliances, Hand Tools and Automotive divisions over the last three decades.** Her frank and cheerful manner, the basis for her popularity within the company, combined with her professional expertise and unfailing commitment, made her a recognised and valued partner to our customers. At her farewell into active retirement the management was happy to attest to the fact that she had performed great service to the company and would be sorely missed.

**Friedhelm Siepe, with KIRCHHOFF for almost 48 years, started his career in 1961 as an industrial business assistant and rose through the functions of export executive and salaries accountant to become human resources manager in Attendorn.** In this function for nearly 25 years he did a great

deal to make sure that the right people were always in the right positions in our company, thereby ensuring growth through customer satisfaction. His calm and even-tempered manner had a great influence on all of his colleagues and created a harmonious working atmosphere. His many hobbies, mainly sports, and his commitment in the church, social and political institutions of his home area will also keep him busy after he commences semi-retirement.

**But one stalwart is still active: Gerhard Hosenfeld has been with KIRCHHOFF Automotive since 1968 and after completing his apprenticeship as a tool mechanic he has been the instructor of the training workshop in Iserlohn Sümmern since 1972.** Over the last 40 years Gerhard Hosenfeld has successfully prepared more than 300 trainees for their careers, among them many recipients of awards as the best trainees of their year in the state or country. Together with Gerhard Hosenfeld we look forward to his fiftieth anniversary of company service in 2018. We wish both Ilona Schön and Friedhelm Siepe a pleasant and healthy time in their third stage of life.

Ulrich G. Schröder



Photo top left: Ilona Schön with Dr.-Ing. Jochen F. Kirchhoff

Photo top right: (l. to r.) Dr.-Ing. Jochen F. Kirchhoff, Friedhelm Siepe, Arndt G. Kirchhoff

Photo bottom right (l. to r.): Ulrich G. Schröder, Gerhard Hosenfeld, J. Wolfgang Kirchhoff



# Manpower at KIRCHHOFF

## Careers at KIRCHHOFF Automotive

Do you remember the article on “womanpower at KIRCHHOFF” in the last edition of K>MOBIL and the desire expressed by one of the ladies to see an article on “manpower at KIRCHHOFF”?

Well, here it is!

Today we would like to present you with nine examples of careers at KIRCHHOFF Automotive – a colorful mixture from all divisions and locations of the company. Again it was really difficult to decide who to interview and these examples are merely representative for all KIRCHHOFF Automotive employees. We would, of course, have preferred to portray all 3,500 employees. Careers at KIRCHHOFF: we hope that the examples shown here will serve both as an inspiration for current employees and as an incentive for new ones.

Ulrich G. Schröder



Andreas Haase, 48, Executive Vice President Administration, Managing Director  
**At KIRCHHOFF since:** 1976  
**First position:** Trainer  
**Education:** Master of Business Administration  
**Motto:** Rome was not built in a day – but it was built!  
**Why did you join KIRCHHOFF?** Because the task/work is fun.  
**Duties at KIRCHHOFF:** Keeping a close eye on the figures, creating transparency and taking consequent action at an early stage.  
**What do you like at KIRCHHOFF?** The openness, the short decision-making processes.  
**What needs to be improved?** The exchange of ideas needs to be improved and used more intensively within the Group.  
**Future:** Controlled growth within the Group.  
**Meaningful experiences:** Getting to know a variety of different cultures.



Eike Brinkmann, 25, Production controller  
**At KIRCHHOFF since:** 2007  
**First position:** Trainee  
**Education:** Bachelor of Engineering  
**Motto:** Don’t follow the crowd – show them the way!  
**Why did you join KIRCHHOFF?** In my opinion KIRCHHOFF offers young employees very good prospects for the future in terms of further training and establishment in the working world.  
**Duties at KIRCHHOFF:** Coordinating the production of all items to be manufactured via the hand presses, taking the needs of customers and delivery deadlines into account.  
**What do you like at KIRCHHOFF?** The family atmosphere and the healthy mixture of young and experienced co-workers.  
**Future:** I would like to begin studying for my masters degree in the next few years.  
**Meaningful experiences:** Every day brings new experiences!



Ryszard Czachor, 51, Quality Manager  
**At KIRCHHOFF since:** 1999  
**First position:** Quality Manager  
**Education:** Mechanical engineer  
**Motto:** 1. Think positive... always!  
2. The family comes first!  
**Why did you join KIRCHHOFF?** After 17 years in the aviation industry I was looking for new, exciting challenges.  
**What do you like at KIRCHHOFF?** The friendly atmosphere and the clearly defined responsibilities.  
**What needs to be improved?** Communication within the Group and the cooperation between the various plants.  
**Future:** I will continue to work within the KIRCHHOFF organization and will be happy to take part in implementing the improvements I have presented to the management.  
**Meaningful experiences:** That is not so easy to answer in one sentence...



Ulrich Kunz, 48, Chairman of the Group Works Council  
**At KIRCHHOFF since:** 1976  
**First position:** Trainee tool mechanic  
**Education:** Master tool mechanic and holder of trainer and REFA licenses  
**Motto:** It always pays to take a calculated risk.  
**Why did you join KIRCHHOFF?** Because in this family-run company it is possible to make much more of a difference than in a corporation.  
**Duties at KIRCHHOFF:** In the works council we take care of the needs of the employees and make sure that the legal and industrial regulations are observed.  
**What do you like at KIRCHHOFF?** The ample scope for decision-making; negotiations take place in a spirit of fairness that does not exist in many other companies.  
**What needs to be improved?** Job vacancies need to be filled more quickly.  
**Future:** My decisions contribute towards securing jobs for my co-workers.  
**Meaningful experiences:** Always having people around me who I can trust and with whom I can discuss and solve problems.



Stefan Leitzgen, 44, Executive Vice President Manufacturing & Operations Managing Director  
**At KIRCHHOFF since:** 1994  
**First position:** Logistics Manager  
**Education:** Graduate engineer  
**Motto:** The best solutions are always to be found with a forward-looking attitude.  
**Why did you join KIRCHHOFF?** After gathering experience in a consulting company I was looking for new challenges.  
**Duties at KIRCHHOFF:** Responsible for production strategies and investments as well as the efficiency of the production plants.  
**What do you like at KIRCHHOFF?** The management style of this family-run company and working together with colleagues from other countries.  
**What needs to be improved?** Communication.  
**Future:** Staying healthy – the rest will take care of itself.  
**Meaningful experiences:** Good friends are something you have forever.



Timo Müller, 28, Plant Manager, Hot Forming & Trailer Systems  
**At KIRCHHOFF since:** 2000  
**First position:** Tool mechanic for stamping and forming in combined study with mech. eng.  
**Education:** Tool mechanic, graduate mechanical engineer  
**Motto:** Look positively to the future and do not lose sight of your goals!  
**Why did you join KIRCHHOFF?** Because of the optimum conditions for both vocational and academic education combined with future prospects.  
**Duties at KIRCHHOFF:** Responsible for the new production field of Hot Forming & Trailer Systems  
**What do you like at KIRCHHOFF?** The personal working atmosphere in this international, family-run business, the straightforward decision-making processes, interesting duties and the production technologies.  
**What needs to be improved?** The intensity of cooperation and the flow of information between the plants.  
**Future:** Takeover and safeguarding of the series start-up for new product lines and the quality of components.  
**Meaningful experiences:** Theory and practice are two completely different things that require constant alignment.



Ryszard Muzyczka, 53, Managing Director in Mielec Member of the Board of KIRCHHOFF Polska and KIRCHHOFF Polska Assembly  
**At KIRCHHOFF since:** 1999  
**First position:** Plant Manager  
**Education:** Master of Science Engineering  
**Motto:** Be yourself!  
**Why did you join KIRCHHOFF?** Because of the highly interesting work and the broad range of opportunities to develop.  
**Duties at KIRCHHOFF:** Responsible for operational business in Poland and corporate development, particularly investments. Involved in developing the Assembly plant at Gliwice right from the beginning.  
**What do you like at KIRCHHOFF?** The incredible range of activities, the unique atmosphere and the good relationship to the company owners.  
**What needs to be improved?** The development of stronger activity in the R&D field with regard to the main products, bumper systems, cross car beams, etc.  
**Future:** To continue working for KIRCHHOFF for at least another ten years.  
**Meaningful experiences:** Piloting an aircraft alone for the first time.



Sean Mc Dermott, 44, Managing Director  
**At KIRCHHOFF since:** 1981  
**First position:** Trainee tool mechanic  
**Education:** Toolmaker, graduate in production and warehouse management.  
**Motto:** A person who never made a mistake never got anywhere.  
**Why did you join KIRCHHOFF?** Good career opportunities and the wide range of new experiences.  
**Duties at KIRCHHOFF:** Provident planning, improving systems, maintaining good communication with the team and with Group management.  
**What do you like at KIRCHHOFF?** The positive family atmosphere that stretches all the way from the production staff to the supervisory board.  
**What needs to be improved?** The internationalization of centralized teams.  
**Future:** Responsibility for more than one plant, a world trip.  
**Meaningful experiences:** Being married for 22 years and seeing my four sons grow up.



## New managing director for Sales & Engineering

➤ Attendorn. Dr.-Ing. Thorsten Gaitzsch moves from KARMANN to KIRCHHOFF

**With effect from 17th November 2008 Dr.-Ing. Thorsten Gaitzsch was appointed to the post of Managing Director of KIRCHHOFF Automotive Deutschland GmbH and is now responsible for the management of the central Sales & Engineering divisions. He will be managing the division together with the two managing directors Andreas Haase and Stefan Leitzgen.**

The increasing growth of our Group and the strategic orientation of our globally active customers make it necessary to raise the level of both cooperation and concentration in our Sales and Engineering divisions.

Dr. Gaitzsch studied mechanical engineering, specializing in basic materials and production with the emphasis on organization and plant technology at the Technical University of Braunschweig. After a

period on the scientific staff at the Institute for Factory Planning and Company Operations Research of the Technical University of Braunschweig, during which he obtained his engineering doctorate, he was engaged as a project manager and later production manager at a middle-market company specializing in drive and transportation technology.

Until recently Dr. Gaitzsch worked at Wilhelm Karmann GmbH, where he began as Production Manager, later becoming Key Account Manager and Deputy Sales Manager. Dr. Gaitzsch, who comes from the Münsterland region, is married and has two daughters.

We would like to extend a warm welcome to Dr.-Ing. Thorsten Gaitzsch and wish him every success in his new field of activities at KIRCHHOFF Automotive.

Kerstin Rinscheid



New Managing Director Sales & Engineering at KIRCHHOFF Automotive Germany: Dr.-Ing. Thorsten Gaitzsch

## New manager for Human Resources

➤ Iserlohn. Uwe Hartmann transfers from DELPHI to KIRCHHOFF

**With effect from 4th January 2009 MBA Uwe Hartmann will be taking over the central division of the Human Resources department at KIRCHHOFF Automotive.**

Mr. Hartmann dealt intensively with personnel matters during his studies at the Bochum University of Applied Sciences and in the course of his degree dissertation. After completing military service with the navy he began his professional career at Ohrenstein & Koppel AG in Dortmund, where he also attended a training program in human resources. Until 1997 he performed various functions in the human resources department of the company, finally becoming personnel manager in the central administration department.

From 1997 to 1999 Mr. Hartmann was engaged at Delphi Deutschland GmbH in Wuppertal and became the central Human Resources Manager for the European activities of that company.

Furthermore, Uwe Hartmann has several honorary functions including that of judge at the state industrial court in Düsseldorf and is a regular member of the board of the Professional Association for the Electro-technical, Textile and Precision Engineering Industries.

We wish our new manager from Bochum every success in his important function, which will serve the future expansion of Kirchhoff Automotive and welcome him cordially to our company.

Ulrich G. Schröder



New manager of the central division Human Resources at KIRCHHOFF Automotive GmbH: MBA Uwe Hartmann



## When angels travel, the sun comes out...

➤ Attendorn. Family field day with record participation and glorious weather



Record participation: almost 450 people took up the invitation of the organizer Friedhelm Siepe to take part in the family field day held by the KIRCHHOFF Automotive plant at Attendorn.



**Travel is perhaps a bit overstated, but the sun shone as if it had been ordered to by Friedhelm Siepe, the organizer of the family field day. Over 400 participants, not counting dogs, all made the most of it – the largest turnout ever.**

And there were also plenty of children among them, who bravely walked, were pushed in prams or carried on their parents' shoulders. After a three-hour walk, which included a break for coffee, cakes and cold drinks on Reper Hill, we finally reached our destination, the shooting club hall in Dünschede.

On their arrival the wanderers were all treated to some excellent entertainment by the Harmony Sound Orchestra of the Dünschede Music Society. The children were kept amused with face painting and dancing, and plenty of food and drink had been provided for the adults. The pleasant atmosphere led to many an interesting conversation – exchanges that went much deeper than is normally possible under daily working conditions.

All in all it was a highly successful event!

Stefan Klose





# KIRCHHOFF looks forward to challenges

➤ Ovar. GM names KIRCHHOFF Automotive “Supplier of the Year 2007”



Tomas Zwyrtek, GM Global Purchasing Director for Structural Parts, presents the prize to Sylvia Santos, manual press operator in Ovar, on behalf of all employees, in the presence of partners and managing directors of KIRCHHOFF Automotive

Upper picture: GM Purchasing Director Tomasz Zwyrtek standing in front of the first prize together with leading executives of KIRCHHOFF Automotive and KIRCHHOFF Portugal: the OPEL Meriva was won by Leonel Dias, automatic press operator in Ovar

**For the fifth time in all and for the fourth time in succession since 2004, KIRCHHOFF Automotive was presented with the award so coveted among automotive suppliers, the “GM Supplier of the Year” award at its plant in Ovar, Portugal on 14th October 2008.**

GENERAL MOTORS presents this award to business partners who have excelled through their outstanding company culture, international organization and continuously acquired competitive advantages, thereby reacting to the demands of international competition to the greatest benefit of customers.

In 2007 GM awarded this high degree of recognition to a select group of 97 from more than 3,000 suppliers, 57 of whom were multiple award winners. KIRCHHOFF Automotive is one of these.

As Tomasz Zwyrtek, GM Purchasing Director worldwide for structural parts, commented during the award presentation: *“KIRCHHOFF Automotive looks forward to challenges.”* And we will continue to look forward to them in the future!

Ulrich G. Schröder

# “Top 100” innovative

➤ Düsseldorf. KIRCHHOFF Automotive is among the 100 most innovative middle-market companies in Germany.

**KIRCHHOFF Automotive excelled in the 16th edition of the “TOP 100” company comparison chart through its successful innovation management. Thus the company belongs to the 100 most innovative medium-sized companies in Germany.**

In order to receive this coveted distinction, KIRCHHOFF Automotive had to undergo a stringent two-phase process performed by Vienna University of Economics and Business. Under the chairmanship of Prof. Dr. Nikolaus Franke the innovative power of the applicants was evaluated and the 100 best selected.

KIRCHHOFF Automotive excelled in particular through its outstandingly efficient integration of the innovation processes. In this context the development of new products is not only closely coordinated with customers and partners but also with a great many research institutes and universities of applied science. Furthermore, the “TOP 100” study confirmed that the internal innovation processes were so well integrated on all levels that a leading position in global competition is secured in the long term.

The research and development department is of prime importance in the innovation process. Concepts for innovation strategies are worked out in cooperation with other departments, such as marketing, sales, engineering or production. These are coordinated continuously between the head of the R & D department and the management and adapted accordingly to suit current market and technological trends. The basis for these innovations is formed by market analyses and technological trend evaluations performed in cooperation with external partners.

Prof. Dr. Lothar Späth presented the coveted „TOP 100” seal of quality to KIRCHHOFF Automotive in a ceremony at the „Meilenwerk” in Düsseldorf. He thereby honored performance in the following five categories:

- Innovative Processes and Organization
- Innovation Marketing
- Innovative Success
- Innovation-promoting Top Management and
- Innovative Climate.

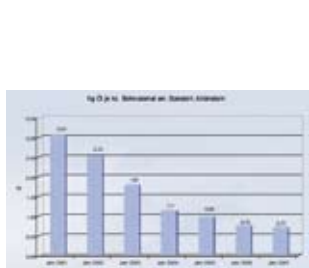
Prof. Dr. Lothar Späth presents the certificate to Stefan Leitzgen, Managing Director KIRCHHOFF Automotive Germany and Dr.-Ing. Jochen F. Kirchhoff

Christoph Wagener

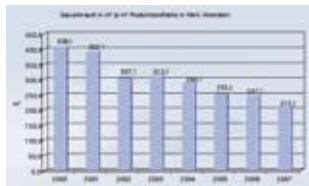


# Revalidation after EMAS eco audit

➤ Attendorn. Credibility and transparency through environmental audit



Kgs of oil per ton of raw material  
2001 – 2007



Ratio between finished products  
and the CO<sub>2</sub> emissions related to  
energy consumption



Gas consumption in m³ per m²  
of production area  
2000 – 2007



**At KIRCHHOFF Automotive Germany we do more than just talk about environment protection, we also put it into practice. A good example of this is the successful revalidation of the Attendorn plant in accordance with EMAS in June 2008.**

EMAS is the abbreviation of “Eco-Management and Audit Scheme”, also known as the eco audit.

The program was developed by the European Union and is a combined system of environmental management and ecological auditing for organizations wishing to improve their environmental performance.

Organizations participating in EMAS must publish an environmental declaration containing reports on their influence on the environment, their environmental performance and their environmental objectives. The environmental declaration is checked by an independent environmental auditor subject to state supervision to verify that it is correct. Organizations that have been successfully screened by the environmental auditor are entered in the EMAS register ([www.emas-register.de](http://www.emas-register.de)) and are entitled to bear the EMAS logo for their company environmental performance.

KIRCHHOFF Automotive already introduced EMAS parallel to ISO 14001 at the Attendorn plant in the year 2005. The revalidation lends the environmental measures initiated at the plant real authenticity, credibility and transparency, guaranteeing that natural resources are being handled responsibly and that the environmental risks involved are being sustainably reduced.

The environmental declaration 2008 is available to the public in both printed and electronic form. It forms a basis for dialog with regard to the environmental protection policies practiced at KIRCHHOFF between our company and those from the worlds of politics and commerce who are interested in environmental protection.

You will find additional information at: [www.kirchhoff-gruppe.de](http://www.kirchhoff-gruppe.de) in the “KIRCHHOFF Automotive” section under the link “Quality Management” in the sub-link “Environment”.

Uwe Suchland

# IAA Commercial Vehicles – record attendance

➤ Hanover. Successful trade fair appearance by KIRCHHOFF Automotive



**With nearly 300,000 visitors from 110 countries and more than 2,000 exhibitors, this year's IAA Commercial Vehicles in Hanover in September exceeded the expectations of all previous commercial vehicle shows. Matthias Wissmann, President of the VDA, commented during his closing press conference: “This IAA is the most successful commercial vehicle show to date. It has set new records in all “events” and more than fulfilled our expectations. It has established itself as the leading show for mobility, transport and logistics more than ever before and increased its predominance. It is the showcase for the innovative performance of our industrial sector.”**

After eight years of absence KIRCHHOFF Automotive presented itself to the European commercial vehicle industry with its new strategy and new product philosophy and met with a great response from both existing and potential customers. Over 500 trade visitors took the opportunity to convince themselves of the fact that KIRCHHOFF Automotive has become a highly efficient partner with regard to both development and expertise, capable of fulfilling all functions from development projects to just-in-time supply by placing assembly plants in customer proximity. Apart from the concentration

on our core technologies of metal forming, joining and surface treatment as well as the specialization in definite products and modules in the commercial vehicles field, this conclusion was underlined by the planned installation of a new plant for hot forming of high-strength steels for commercial vehicle components at the Iserlohn location. The trade fair was an ideal opportunity to strengthen existing partnerships and establish new contacts. We were also pleased by the large number of well-known visitors from trade associations, universities, colleges and the world of politics. It has meanwhile become a tradition to welcome all of the trainees from our Iserlohn location to our trade fair booth. They were able to see for themselves that KIRCHHOFF Automotive is not only an efficient company at which to train, but also able to convincingly present itself to the general public.

The management of KIRCHHOFF Automotive would like to take this opportunity to thank all those who visited them during the fair. We would also like to offer our special thanks to all those members of staff involved in the preparations, who took part in professional discussions with customers during the show and provided perfect service to make all of our visitors feel at home.

The trade fair booth showed how it concentrated on the various fields of commercial vehicle structure:

- Drive and steering
- Chassis & driver's cab
- Shell components
- Vehicle beam systems



The good spirits of the booth: Sabine Boehle, Marketing and Strategic Planning (I.) and Kerstin Rinscheid, Management Assistant





Matthias Wissmann, President of the VDA, (center) talking to Arndt G. Kirchhoff, CEO KIRCHHOFF Automotive (l.), Dr. Thomas Schlick (above r.) and Ulrich G. Schröder, Member of Management, KIRCHHOFF Automotive



J. Wolfgang Kirchhoff, COO KIRCHHOFF Automotive, with Ulrich G. Schröder, KIRCHHOFF Automotive Management



The KIRCHHOFF Automotive Commercial Vehicles team (l. to r.) Christof Wagener, R&D Manager, Eckhard Rubarth, Engineering, Jens Hamester, Director Product Engineering - Mercedes Trucks, Dieter Wlochowicz, Engineering Manager and Knut Stinn, Sales Manager Commercial Vehicles in lively discussion



Dr. Johannes Kirchhoff (l.) together with Klaus Bräunig, Managing Director VDA



Happy reunion: Dr.-Ing. Jochen F. Kirchhoff shaking hands with Jörg Böhringer



Three generations of Kirchhoff: Dr.-Ing. Jochen F. Kirchhoff with his granddaughter Nicola

In keeping with tradition, Gerhard Hosenfeld (l.), Training Manager at the Iserlohn plant, visited the KIRCHHOFF booth in Hanover together with his trainees



Top-class service: Steffi Baron and Lena Harnischmacher

Dr. Barbara Jörg, Manager CVC Rheinland Palatinate (l.), in lively conversation with Ulrich G. Schröder (center) and Arndt G. Kirchhoff (r.)



Knut Stinn with Oliver Rohatsch and Günther Staudenmaier from Daimler AG in Stuttgart



H.J. Schulte (r.) with Ulrich G. Schröder (l.)



# Auto Shanghai 2009

➤ Shanghai. KIRCHHOFF Automotive taking part as a supplier of development solutions



KIRCHHOFF Automotive will be appearing for the second time at the international automotive show in Shanghai from 20th to 28th April 2009.

**Welcome to the 13th AUTO SHANGHAI 2009, the leading automobile show on the Asian market, which also means the second time for KIRCHHOFF Automotive. After the Group's successful debut in 2007, in the coming year KIRCHHOFF will be presenting its expanded range of products and services as a supplier of development solutions to the automotive industry. In 2009 the trade fair appearance will be supported by the new KIRCHHOFF Automotive plant in Suzhou, which, since its extension to create a production area of 10,000 m<sup>2</sup>, now produces metal structures for national vehicle manufacturers in China.**

A total of more than 500,000 specialist visitors from the worlds of politics and commerce are expected to visit the trade fair from 20th to 28th April 2009. The objective is to make KIRCHHOFF Automotive, with its core technologies of development, forming, joining and surface treatment, better known on the Chinese market and to establish additional contacts with national manufacturers. We would like to take this opportunity to welcome you cordially to the KIRCHHOFF trade fair booth during the Auto Shanghai 2009. We look forward to your visit and to having some interesting discussions with you.

Sabine Boehle

# Lightweight construction in the automotive industry

➤ Düsseldorf. Lightweight construction – a factor in reducing CO<sub>2</sub>

**On 3rd June 2008 the first workshop conducted by the Chamber of Industry and Commerce on “Lightweight Construction in the Automotive Industry” was held at the Düsseldorf Mercedes-Benz plant. Thus the Chambers of Industry and Commerce of North Rhine-Westphalia have created a platform for communication and cooperation on current development topics in the automotive sector.**

Apart from lectures by specialists there was an accompanying exhibition on solutions and concepts on the topic of lightweight construction. KIRCHHOFF Automotive presented a case study of a front-end module constructed of steel and aluminum. The background story: the increasing demands on safety and comfort and the necessity

to improve handling performance had led to a noticeable increase in car weight over the last number of years. The ongoing discussions on worldwide CO<sub>2</sub> emission levels have now made it necessary to reverse this trend. In order to effectively lower fuel consumption and thus emission levels, it has meanwhile become necessary to reduce the weight of all vehicle components. Although the exact maximum limit values have not yet been finally defined, there is a clear trend towards further reducing the level of emissions produced by the vehicles of the future. In order to achieve this ambitious objective, lightweight construction will, together with improvements to the power train, constitute a significant part of this development.

Josef Bartzik

(l. to r.) Knut Stinn talking to Hartwig Renninger, Team Manager Transporter Mercedes, Josef Bartzik and Eckhard Rubarth

# S&E strategy workshop

➤ Willingen. WE.MOVE.FUTURE.

**The Fifth International Sales and Engineering Workshop conducted by KIRCHHOFF Automotive took place in August this year in Willingen in the Sauerland region under the motto of “Focus & Go”.**

In keeping with our growth strategy based on absolute customer orientation and in view of the rapid developments in automotive globalisation, particularly in the BRIC and CEE countries (BRIC stands for Brazil, Russia, India and China; CEE is an abbreviation for countries in Central and Eastern Europe), it was necessary to invite our international Sales & Engineering team to a strategy conference lasting several days.

The objectives of the conference were:

- to analyze the results of the activity plans from previous conferences
- to view our current status on the implementation of strategies
- to set our targets for the future – focused on individual customer requirements.

Various customer-related and regional work groups had the opportunity to present their potential and ideas in work sessions. The target course was the same for all of the work groups: which products can we manufacture and which strategies can we utilize

in order to be successful on the various markets for future vehicle models? The personal exchange of ideas between the individual work group members was also an important factor. Under the motto “learning from one another” comparisons were made between the working methods and approaches to customer related problems in each of the teams.

The main outcome of the conference was that the various opportunities and risks were realistically examined and evaluated. On this basis a number of priorities were defined to ensure continued profitability over the coming years. The implementation of the defined strategy will be further followed up in project groups on the basis of activity plans.

It was, of course, also essential not to neglect the promotion of team spirit needed to strengthen these ties even after the official project work is done.

This year's outdoor event took place on the neighbouring go-kart track. In spite of several breaches of the rules, which in some cases could have led to disqualification, team spirit triumphed not only during the races, but also during the subsequent get-together.

Kerstin Rinscheid



Management Assistant Kerstin Rinscheid and J. Wolfgang Kirchhoff, COO KIRCHHOFF Automotive



Janusz Sobon, Executive Vice President KIRCHHOFF Automotive and Thomas Moreira, Managing Director KIRCHHOFF Automotive Portugal

Current and future customer-related requirements were avidly discussed and analyzed in the international work groups in order to arrive at strategic solutions that ensure continued absolute customer orientation and create growth.



Discussion: Arndt G. Kirchhoff, CEO KIRCHHOFF Automotive and Janusz Sobon





# Latest news from the plants

➤ Mielec, Poland. KIRCHHOFF Road inaugurated



The partners of the KIRCHHOFF Group celebrating the inauguration of Kirchhoff Road in Mielec together with the Executive Board of KIRCHHOFF Automotive and the management of KIRCHHOFF Polska

**KIRCHHOFF Polska is the success story of how a family-run German automotive supplier can grow through the internationalization of its customers.**

Built ten years ago using the greenfield strategy and as part of the GM Opel Agila project, the project-related pressing plant was the first foreign location to be set up by KIRCHHOFF Automotive. Today KIRCHHOFF Polska consists of four forming and assembly plants with 1,100 employees and has become the largest company in the Group outside Germany. KIRCHHOFF Polska is also the strategic bridgehead for our activities aimed toward Central and Eastern Europe.

The key to our success lies with our Polish employees, who have adopted the characteristics of a

middle-market, family-run company and who feel the family ties even outside of the company.

The latest example of this is the fact that management members of KIRCHHOFF Polska and their families decided to move into smart, newly built houses situated in a green belt surrounding the industrial town of Mielec. When the families moved into their new homes only one thing was missing: the name of the road.

Then in June 2008, in the presence of the KIRCHHOFF Automotive partners and managing directors, the road was ceremonially inaugurated as “Ulica Kirchhoffa”, KIRCHHOFF Road. This was, of course, followed by a merry celebration including hearty Polish specialties, at which Arndt



International street festival in “ulica Kirchhoffa”



Togetherness across all borders: Arndt G. Kirchhoff holding his opening speech

G. Kirchhoff emphasized: *“Ulica Kirchhoffa is the visible sign of our success, of our feeling of togetherness across national borders, of our objective to grow through motivated employees who support each other on an international basis. This is the positive feature distinguishing our family-run business from many competitors.”*

We wish our Polish colleagues and their families many harmonious years residing together in KIRCHHOFF Road!

Ulrich G. Schröder



➤ Alteration and extension of Mielec and Gliwice plants



The new press line at Plant 2, in the foreground 2,500-ton presses

**Started ten years ago with one pressing plant in Mielec and with the scheduled target of achieving sales revenues of 14 million euros with 230 employees, KIRCHHOFF Polska meanwhile operates four pressing and assembly plants and has a workforce of 1,100 employees at two locations, making it the largest foreign activity of KIRCHHOFF Automotive. Both locations were modernized and extended during 2008 in order to cope with the strong growth of the automotive industry expected on the Central and Eastern European markets.**

At the Mielec location the capacity of the manually operated mechanical presses was extended in a second plant with an additional 5,100 m2 production area by automatic presses with a pressing capacity of up to 1,250 tons and equipped with their own blank-cutting line. The resulting free space in Plant 1 will be upgraded to become a competence center for welding and assembly processes.

At the Gliwice location the new assembly plant has meanwhile also been completed, in which complex metal structure modules such as engine cradles and dashboard beams as well as undercarriages for the Astra models and the many variations of the Delta platform are assembled for key customer GM OPEL. For the first time new customers in Poland are now also being supplied: FORD (Fiesta dashboard beams) and BMW (1 Series and 7 Series bumper systems).

The performance range of KIRCHHOFF Polska as a partner of the automotive industry will be complemented by investment in a cataphoretic dip painting plant, which will be commissioned in Gliwice at the end of January.

Ulrich G. Schröder

KIRCHHOFF Polska Assembly 2 in Gliwice after completion



The new tool shop in Mielec with a 1,000-ton try-out press



KIRCHHOFF Polska in Mielec: in the foreground Plant 1, behind that Plant 2 after completion of the extension: press hall and tool shop







➤ Investments at the Attendorn plant

New 1,600-ton transfer press...

**Investments for extensions at the KIRCHHOFF Automotive Germany Attendorn plant: a 1,600-ton transfer press, which commenced production in September 2008. It produces, among other things, components for metal structures for the GM OPEL Epsilon platform.**

The tools are transported to the transfer press by means of free-running, remote controlled, purely battery-driven tool shuttle wagons, capable of conveying tools of up to 40 tons in weight.

The total investment for the press including the new tool storage hall amounted to 5 million euros.

Ulrich G. Schröder



...with the corresponding tool shuttle wagon

➤ Technology of the future: KIRCHHOFF Witte Iserlohn invests in hot forming

**High-tensile lightweight components of low wall thickness have become a standard feature in modern car bodywork construction. These are used in particular for applications demanding high crash performance in order to provide optimal protection for passengers.**

Nowadays this type of component can only be manufactured using hot forming, as the steel types used do not possess sufficient plasticity for cold forming. During this process the raw material blanks are heated to 950°C in a continuous furnace and formed at approximately 830°C in the second processing stage. Thereby the component is cooled in the closed forming tool until it almost reaches room temperature.

Until now KIRCHHOFF had bought in individual components made from hot-formed materials in order to weld these together as complex assemblies. The growing requirement for these types of components led to the decision to invest in this technology.

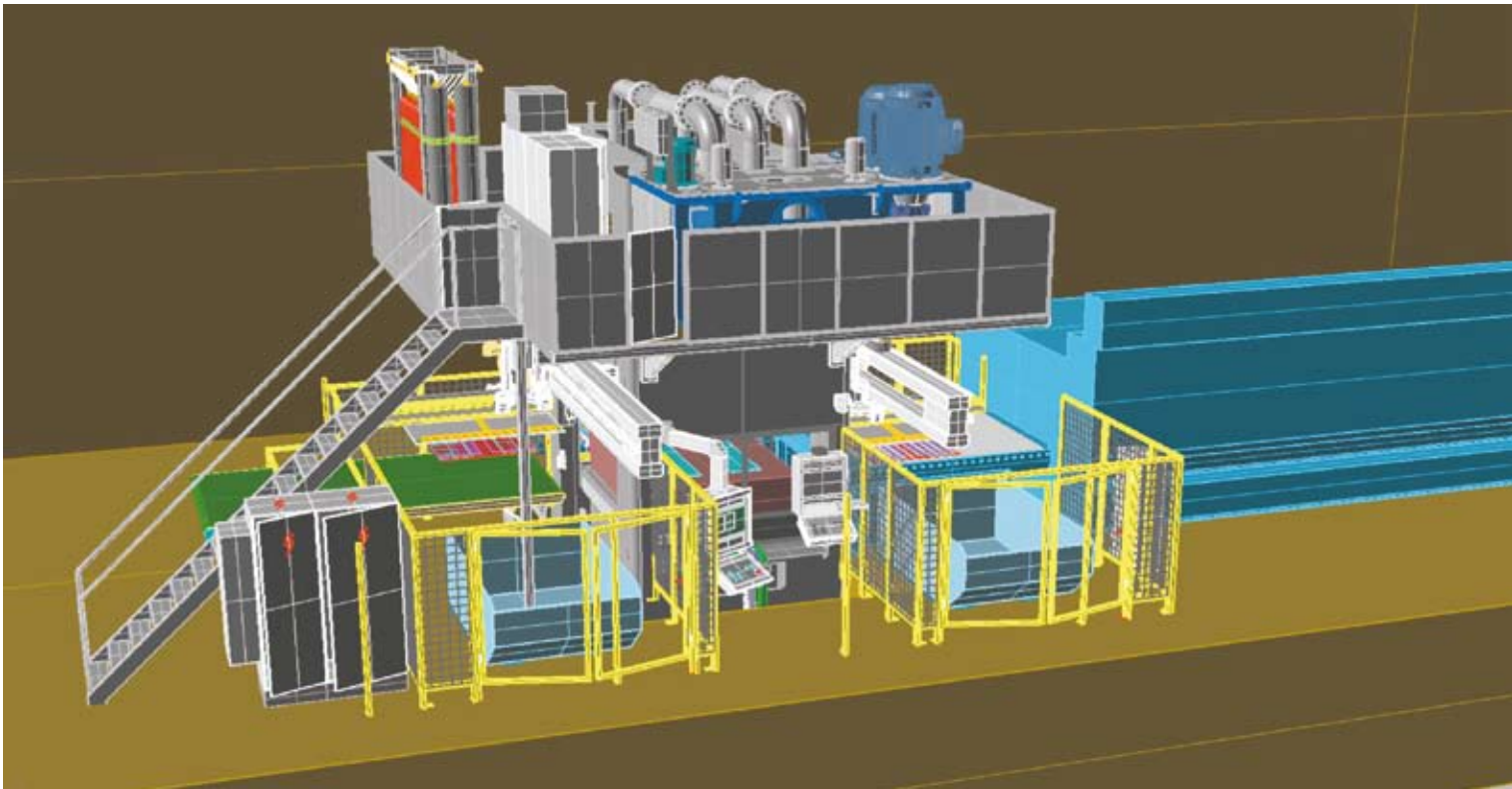
After initially considering realizing these investments in Poland, we finally decided for the Iserlohn location in Germany. Apart from the expansion possibilities available, an important point influencing this decision was the experience already gained at this location with hot forming of longitudinal chassis components for trucks. A total of 9 million euros is being invested in the first construction stage:

- In a new production building,
- A modern continuous furnace with ceramic conveyor rollers,
- An 800-ton hydraulic press with a feeder unit and
- state-of-the-art cooling technology to keep the energy consumption to a minimum and thus the process costs as low as possible.

Stefan Leitzgen



The new construction of the production building for the hot forming plant was started at the Iserlohn plant in October 2008. It is scheduled for completion by mid-2009.



Drawing of the new hot forming plant at KIRCHHOFF Automotive in Iserlohn



Extension of the production area at KIRCHHOFF Automotive Hungary: the new building is on the left in the photo.



## KIRCHHOFF Automotive Hungary in Esztergom

**KIRCHHOFF Automotive Hungary manufactures metal structural modules in the immediate vicinity of its key customer SUZUKI for the Swift and Splash models and for the equivalent brands FIAT Sedici and OPEL Agila, which are supplied fully assembled “just in time”.**

The production area was increased by 8,500 m<sup>2</sup> when the new building was completed this year and a new press line with pressing capacities of 250 – 650 tons including the necessary infrastructure was installed.

Ulrich G. Schröder



The newly installed press line with presses of up to 650 tons in capacity.



➤ KIRCHHOFF Automotive Suzhou Ltd.



KIRCHHOFF Automotive in Suzhou, the “Venice of China”

**After successful test runs of the new presses and welding equipment, the plant in China commenced series production in October. A series of new projects is being initiated within the short space of only six months.**

In October the production of the new FORD Fiesta began in Nanjing 300 km away. KIRCHHOFF Automotive has already been supplying the front bumper for the identical construction of the MAZDA 2 since October 2007. The first series components for the AUDI A4 will also be supplied to Changchung in Northern China in October.

In November the production of the GM Buick, the equivalent of the OPEL Insignia, commences at Shanghai General Motors, the largest customer of KIRCHHOFF in China.

KIRCHHOFF Automotive supplies the dashboard beam, which is produced fully automatically on a robot welding plant. Further start-ups for the same complex assembly will be following in April 2009 for the Asian version of the new OPEL Astra and further GM Buick models. These are also being exported to Korea, where the General Motors subsidiary GMDAT will also be manufacturing various models for this global platform.

In order to ensure a successful start to these numerous projects, the Chinese employees will be supported by experienced skilled workers, technicians and toolmakers from Poland and Germany. It is very pleasing to note that the new plant was already certified in accordance with the TS 16949 standard by “TÜV Nord” in September.

Stefan Leitzgen



An expert staff headed by Managing Director Daniel Cheng ensures that everything runs smoothly in China



The new pressing line at the Suzhou plant





The plant of KIRCHHOFF Automotive Spain in Figueruelas



Plant extension at KIRCHHOFF Automotive Portugal:  
The new Plant 2 left in photo



The assembly building is ready for the investment in new assembly lines



KIRCHHOFF Portugal Cucujães with the cataphoretic dip painting plant

➤ KIRCHHOFF Automotive Spain

**KIRCHHOFF Automotive Spain was first established in the year 2000 in Figueruelas in the Greater Zaragoza area with one assembly line for one product in an almost empty building, which in the course of the years has been extended to include seven welding cells for the assembly of a further five products.**

The quality and supply service for the GM factory in the immediate vicinity were rewarded with the presentation of the “Supplier of the Year” award by GM. The production of complicated modules such as front ends and dashboard beams has already begun. KIRCHHOFF Spain is currently preparing for a considerable extension of its production area in order to assure punctual delivery of orders already placed for new GM models.

Dr. M. Tena

➤ KIRCHHOFF Automotive Portugal

**Punctually for the double anniversary celebration in 2008 – KIRCHHOFF Portugal was founded 45 years ago (1963) as GAMETAL and taken over by KIRCHHOFF Automotive 15 years ago (1993) – the new OVAR 2 plant was ready to commence production on an area of 4,400 m2. In addition to the automatic presses already in operation and the tool shop, a new 1,250-ton press will be commissioned in December 2008.**

At the present three locations in Cucujães and Ovar KIRCHHOFF Automotive Portugal produces metal structures and modules for the Southern European automotive industry on a total area of 11,000 m2 using our core technologies of forming, joining and surface treatment.

Ulrich G. Schröder





## REHACARE 2008

➤ Düsseldorf. Successful trade fair appearance for REHA Group Automotive

OPEL, BMW, MINI and RENAULT were all guests at the REHA Automotive Group fair booth

**REHA Group Automotive was represented with a number of innovation premieres at the REHACARE International in Düsseldorf in October. The leading supplier of individual car conversion appliances presented both innovative and established systems at the most important trade fair worldwide for rehabilitation, care, prevention and integration.**

Guests at the booth this year included the car manufacturers OPEL, BMW, MINI and RENAULT. The fair premieres presented by REHA Group Automotive were a great attraction for both fair visitors and the press. The Swing-Up rotating seat installed in the new OPEL Insignia and the innovative voice

control in the MINI Cooper Clubman were both received with enthusiasm. The new Carony Drive electric wheelchair, which makes it possible to drive a car directly from a wheelchair, also attracted a great deal of attention from visitors. The NIVOpus conversion kit shown installed in a FORD Connect featured a convincing further enhancement in wheelchair transport.

The well-attended fair booth was the central point for numerous intensive technical discussions and the ideal opportunity to both nurture existing customer contacts and make new ones.

Udo Späker

## Swing-Up

➤ Hilden. Entering and leaving the car now easier and more comfortable

**A lot of people have difficulty getting in and out of their cars – and this does not necessarily depend on their age or the state of their health. The normal design conditions of a vehicle are obliged to take both safety and ergonomic requirements into account and often no other solutions are possible. The REHA Automotive Group intends to change this in the future. As a specialist for vehicle adaptation the REHA Group has over 25 years of experience in this sector and operates from six locations situated throughout Germany.**

The Swing-Up rotating seat cassette system is a newly developed device that can be integrated in the original standard series-produced seat. Similar to reverse parking assistants and navigation systems, the support system, for which a patent application has been made, can be installed practically invisibly in the vehicle and provides the driver and/or passenger with a considerable increase in comfort. The Swing-Up is extremely simple and convenient to operate. The system raises the passenger slightly and rotates the seat electrically by 90° outwards. The process of standing up and sitting down are also made easier

by a tilting of the seat surface. In order to install the system the surface of the standard seat is partially dismantled at one of the REHA Group specialist workshops. The Swing-Up rotary seat cassette developed by the REHA Group is then fitted into the frame of the seat. Finally all of the parts are reassembled and the wiring is invisibly laid.

**The special thing about the Swing-Up is that after assembly and set at the normal position there is absolutely no visible difference to the standard seat.**

The first vehicles have already been equipped with this new technology and tested successfully. The automotive industry is also enthusiastic about the new system.

Within a few weeks the Swing-Up rotary cassette system will be generally available for sale at a price starting from 1,990.00 euros plus VAT. Anyone interested can already obtain information via the REHA Group homepage at [www.reha.com](http://www.reha.com).

Udo Späker

The new Swing-Up rotary cassette system is practically invisibly integrated in the vehicle and greatly increases the comfort of the driver and/or passenger.



# Excellently done!

➤ REHA Group receives awards for two conversion solutions



At the end of October 2008 there was great reason for rejoicing at REHA Group Automotive, the car conversion specialist company based in Hilden. The company was the first in the conversion in-dustry to receive the EURE CERT® for two of its retrofitting solutions.

The EURE CERT® takes a completely new approach when it comes to testing products and services. The recommendations resulting from the tests differ from those made by established institutes such as “Stiftung Warentest®” in one extremely important detail: in this case the users themselves are the testers.

Testing was carried out on the Turnout pivoted seat solution and the Nivo conversion in a VW Caddy. Turnout is a rotating device designed to make it easier to get in and out of a car. The Nivo conversion for the VW Caddy enables people sitting in wheel-chairs to be simply and safely transported.

Both solutions received the commendation “*highly recommendable*“. In their explanation the commis-sion members pointed out that the solution tested was far above the usual market standards.

“*Excellently done!*“, was the expression used by Christian Fröhlich, Managing Director of the Reha Group in praising his staff after receiving the award.

The award-winning Nivo conversion will also soon be available for the Ford Tourneo Connect.

All of these awards (EURE CERT®, TÜV Cert®, etc.) have one single objective: to guarantee the safe auto-mobility of the customer. This is currently being put into practice by the Reha Group with more than 2,500 vehicle conversions annually at six dif-ferent locations in Germany.

Udo Späker



The VW Caddy Maxi in the award-winning NIVOplus version - a multi-purpose vehicle



# State-of-the-art production at Witte Werkzeuge

➤ Hagen. New production plant commissioned in August



After more than a year of development and project work, the assembly and commissioning of a new fully automatic plastic injection molding plant for the production of screwdriver handles took just five days.

Up to six stations can now be served by a hinged arm robot, which transports the screwdriver blades. These are then encapsulated by newly developed screwdriver handles with a modular construction consisting of up to four components.

Thanks to the sophisticated concept it is now possible to produce various screwdriver models in three handle sizes with a minimum of changeover time.

On the one hand WITTE Werkzeuge is introducing a successor for the PROTOP model that has been so successful for a number of years – the reason why the recently introduced model has been named PROTOP II – and on the other hand it is rounding off its range through its ability to include coding and steel impact tips in the injection molding process. Due to the extremely high output of the new plant, production capacity has again been raised in spite of dismantling several older plastic injection molding machines.

The expansion represents an investment for the present, but above all in the future.

Martin Richter

# The new WITTE stainless steel bits

➤ Hagen. For corrosion-free work with stainless steel screws



Apart from its range of Maxxpro stainless steel screwdrivers, WITTE Werkzeuge is now also offering bits made from stainless steel as a supplementary addition to its stainless steel range. This meets the demand created by the increasing use of stainless steel screwdrivers, e.g. in the construction industry, in shipbuilding and in household applications.

The new WITTE stainless steel bits were specifically designed with industrial and technical applications in mind, for which stainless steel screws are often used.

And with good reason: stainless steel products require the corresponding stainless steel tools.

When screwdrivers made from conventional steel are used, even stainless steel screws can corrode if abraded material from the steel tool remains in the screw head after the work is finished. The abrasion is a result of the high forces applied when the tip of the tool interlocks with the head of the screw. This phenomenon is referred to by stainless steel processors as “extraneous rust”. The consequences can vary from a purely visual impairment to pitting. In the worst case this can even result in safety deficits, complaints and additional costs for compensation claims.

The new WITTE stainless steel bits combine the advantages of stainless steel material with the established product characteristics of WITTE Werkzeuge: precision, durability and a long service life.

The product range incorporates Phillips cross-slot, Posidrive and Torx versions. The bits are also available either in reclosable plastic boxes or on blister cards for self-service purposes.

Uwe Kittling



Products made from stainless steel are becoming increasingly popular. WITTE Werkzeuge has reacted to the application requirement with WITTE stainless steel bits.



WITTE stainless steel bits are available at retailers either on a blister card or in a plastic box.





## Looking back at 2008

➤ The year 2008 in pictures



1. Czech environmental prize awarded to VIAJET FILTAIR (Axel Scholz and Ladislav Vybiral)
2. The FAUN team at the IFAT in May 3. job4u in Bremen
4. Harvest festival in Osterholz-Scharmbeck
5. Sigmar Gabriel visiting the IFAT
6. IFAT Shanghai
7. 28 ROTOPRESS for Azerbaijan
8. + 9. Chinese delegation from the automotive industry visiting the Heilshorn plant
10. State Secretary Matthias Machnig and Dr. Johannes Kirchhoff presenting the ROTOPRESS DUALPOWER at the RETech Conference in Berlin
11. Innovative hybrid technology: ROTOPRESS DUALPOWER

## Proud to be a FAUN customer

➤ Osterholz-Scharmbeck. The handing over of the 1,000th waste collection vehicle manufactured in 2008

16 years have gone by since FAUN was last able to celebrate the handing over of the 1,000th vehicle within one year. On 7th November 2008 that record was repeated. In a tranquil celebratory gathering, city fathers and many from the worlds of politics and commerce came together with the FAUN team in order to hand over the jubilee vehicle to Berlin Recycling GmbH. The largest communal waste disposal company in Europe has already ordered 30 vehicles from FAUN this year and the 1,000th vehicle was again an orange and white checked VARIOPRESS. BR Managing Director Rainer Kröger descriptively described the conspicuous colors of the Berlin vehicles with a jocular "We may not be little squares, but we do get swept away," and thanked FAUN for the good cooperation. "We are proud to be a FAUN customer." This could be called lighthearted contention, purposeful contention as a component in joint success. In his address Dr. Johannes Kirchhoff also referred back to the company's past. In 1992 FAUN was still producing at the old factory in the Bremer Strasse and at that time the entire range included only two types of vehicle. In the meantime FAUN manufactures four



Every FAUN is a real FAUN. 1,000 real FAUNs were manufactured at the Heilshorn plant within one year. Rainer Kröger (l.) and Fritz Pressel (both managing directors of Berlin Recycling GmbH) are happy that the jubilee vehicle is one from their company. Dr. Johannes Kirchhoff (center) and the FAUN team offer their congratulations.

types, i.e. rear loaders, side loaders, front loaders and front-side loaders, which are subdivided into various products. Such as, for instance, the rear loaders ROTOPRESS, VARIOPRESS and POWERPRESS. For this reason the task of supplying 1,000 vehicles to the market is far more difficult. And the recycling streams have also changed. In spite of the much-discussed impending crisis FAUN considers itself well equipped to tackle the future. Being anxious never helps, now is the time to invest.

Claudia Schaeue



# State Secretary presented ROTOPRESS DUALPOWER

➤ Berlin. World debut of the first waste collection vehicle equipped with diesel-electric hybrid drive

WORLD  
DEBUT



Dr. Johannes Kirchhoff explains to Secretary of State Matthias Machnig (l.) and Ministerial Director Dr. Helge Wendenburg (center) of the BMU how the innovative vehicle works.

RETech - The Export Initiative Recycling and Efficiency Technology

The initiative newly created by the Federal Ministry for the Environment, Nature Conservation and Nuclear Safety (BMU) supports innovative technologies that set ecological and economic standards in the international waste disposal sector.

Get to know more: [www.retech-germany.net](http://www.retech-germany.net)

The proud project team (l.to r.):  
Leif Börger,  
Okke Heick,  
Georg Sandkühler,  
Jürgen Buggel,  
Günther Breden

In Berlin on 29th October FAUN presented the first waste collection vehicle to be powered by a diesel-electric hybrid drive system – the ROTOPRESS DUALPOWER.

State Secretary Matthias Machnig was among the first to offer his congratulations. The occasion for the premiere was the 2nd RETech Conference (Export Initiative Recycling and Efficiency Technology), at which Matthias Machnig held the opening address.

Machnig followed the vehicle study explanation by Dr. Johannes Kirchhoff with obvious interest. This project was promoted through funds made available by the Federal Ministry of Economics and Technology in conjunction with the hybrid campaign plan of the Federal Government at the initiative of the Federal Minister for Environment



Sigmar Gabriel and RETech. Developed and realized by FAUN, this vehicle study opens up a whole range of new possibilities for environmentally sustainable waste collection.

### Running quietly

Project Manager Georg Sandkühler is proud to be able to present his project. The idea was conceived some years ago and the project was initiated in November 2007. After less than twelve months the ROTOPRESS DUALPOWER was tested for the first time – critically observed by its engineers. During the coming weeks and months the drive concept will be perfected and in January 2009 the first ROTOPRESS DUALPOWER vehicles will go into operation. Then we will see whether the data calculated by the computer can be improved even further. K>MOBIL will keep you informed. Claudia Schae

## ➤ He who brakes gains! ⚡ Energy

Read more about the advantages of the concept:

### Waste collection vehicles with diesel-electric hybrid drive system

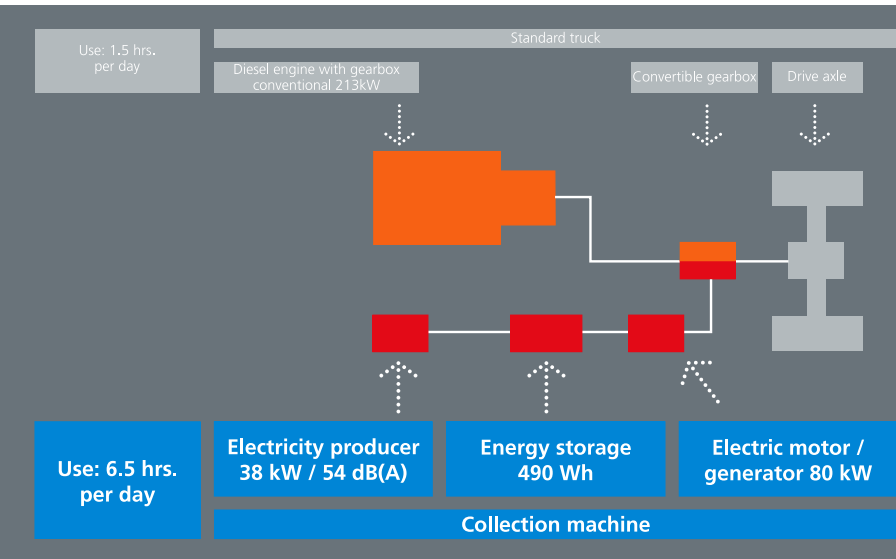
- Reduced wear on braking systems
- Due to the high number of stops during waste collection a disposal vehicle is ideal for recovering braking energy, which can then be reused for the subsequent acceleration phase.

The DUALPOWER option: electric drive while collecting combined with the recovery of energy otherwise lost when braking.

In the course of its daily work a waste collection vehicle only requires the performance of the chassis-mounted engine during short peaks. Measurement data prove that the demands imposed on the power train of the vehicle during use on the transport route between depot and collection district and between collection and disposal plant differ greatly from those imposed during actual collection. The longer transport routes result in considerably higher average speeds and, based on this fact, noticeably higher requirements on the average engine power output than during actual collection.

### Optimized technical design of the power train

FAUN has created an optimized power train with its own diesel-electric power unit in order to utilize the maximum possible savings potential with regard to fuel, toxic emissions and noise. With the new DUALPOWER hybrid option the average continuous power requirement for collection operation is produced by a diesel engine with an electricity generator connected. The power produced is made available to the electrical consumers via a mean voltage circuit; surplus power is stored in a high-performance storage unit. The diesel generator is driven in its optimal range, resulting in reduced consumption and low emission levels. A further important advantage is that this unit can be fitted with a soundproofing capsule without risk of overheating due to its precisely definable temperature conditions. The performance peaks required for acceleration that exceed the continuous performance are supplied by the previously loaded energy storage units. The energy storage unit is charged during the phases that do not require the full output of the electric generator. In addition the braking energy from each brake application is recovered



electrically via the drive motor and also loaded into the energy storage unit as a reserve.

Through these measures FAUN has implemented an energetic concept that utilizes three complementary effects that both save fuel and reduce environmental pollution:

- Energy recovery through electrical braking
- Avoidance of energy-intensive compressed air consumption through electrical braking; lower wear on braking systems
- Reduced fuel consumption through the optimally adjusted diesel generator.

The quiet Mr. Clean that can store braking energy!



⚡ -33 %

CO<sub>2</sub> -33 %

🔊 -75 %\*

\*Expected.





The project team taking stock of the situation during the layout conversion



Before

# Reorganized production layout at FAUN

➤ Osterholz-Scharmbeck. Flow principle helps to increase output

The KANBAN system: Contrary to traditional methods, in which material is conveyed to the downstream work process, the transfer is made in the opposite direction.

The downstream work process thereby takes from the upstream process only the part needed at that moment in the right quantity and at the required point in time (just-in-time).

At 12.15 pm on 18th July this year the green light was given for one of the largest projects undertaken since the plant in Heilshorn was first established. On this and the following day, lines 33 and 34 of the VARIOPRESS and POWERPRESS assembly plant were converted from single-station workplaces to a flow operation system.

One of the innovations is the new workflow arrangement: coordinated work stages now enable the number of the two rear loader models leaving the plant every month to be increased from 70 to 100. The target is to increase productivity with the same number of employees.

One thing is of vital importance: Right from the first working day there will be consignments for each workplace. Material required for two days' work is stored in each rack. Until now the consignment trolleys had always been consigned to each vehicle. In addition, the workstations are arranged according to the KAIZEN principle, which means that they are organized along clear guidelines. Each employee knows immediately where his or her tools and materials are to be found. KAIZEN is a component part of the continuous improvement process (KVP).

The beneficial effect: The distances traveled become shorter. In future all standard components and frequently used optional parts will be supplied to the racks and material trolleys using the KANBAN system. This reduces logistics costs considerably. The KANBAN system will be complemented by vehicle-specific component part supplies.

The next steps: Project manager Benham Balooty (FAUN logistics manager) will incorporate alterations and improvements, which will be continuously reviewed.

Claudia Schae



After





# The root system of the company

➤ Osterholz-Scharmbeck. Thorough training at FAUN

The 2008 generation of trainees is meeting the challenges. They are ably supported by Ronald Sonnenburg (back row, 1st l.), Managing Director Jochen Schneider (3rd from l.) Werner Corßen (back row, 6th from l.) and Claudia Schaeue (fourth from r.)

**In August the earnest side of life began at FAUN for twelve young people. The youngsters were welcomed to the company at the traditional trainees' breakfast.**

Apart from the Training Managers Werner Corssen and Ronald Sonnenburg, Managing Director Jochen Schneider was also on hand to greet the new company members. In his brief address Schneider made it very clear how important new trainees are for the automotive specialist. *"We make the best of the situation and train our own young staff members ourselves. They are the root system of our company."*

At the Osterholz-Scharmbeck plant 40 apprentices are currently learning their trade. In addition there are also trainees at the Herne, Augsburg, Iserlohn and Grimma plants. The trainee quota at FAUN is 10% – which means that the company belongs to the top third of companies offering training in Germany. *"However, the trainees are not supposed to hurry off when their apprenticeships are completed. We can only prevent this happening by providing them with a good, thorough training,"* Jochen Schneider continued. With the start of the new training year the FAUN mentor project also comes into effect. A senior trainee is appointed for each junior trainee in order to support the newcomer. This project is designed to help clear any obstacles and improve integration.

**Through friends, relatives, the newspapers or the internet the following have come to FAUN and since August have started training as:**

**Industrial commercial assistant:**  
Vanessa Körner and Anna Garrelts

**Mechatronic engineer:**  
Tjorven Böttcher, Simon Hons, Timon Böttjer, Kristof Grahl, Dennis Durasiok

**Construction mechanic:**  
Kevin Williams and René Brose

**Commercial assistant IT:**  
Christian Dost

**Warehouse management specialist:**  
Jessica Groß and Christian Hörnig

**Mechatronic engineer in Grimma:**  
Stefan Tröger  
Sebastian Gohl

Welcome to FAUN!

Claudia Schaeue



# Foreign internship at FAUN Environnement

➤ Valence. Broadening horizons in France

**When our training manager asked us whether we were interested in a foreign internship at the FAUN Environnement plant in France, we just looked at one another and asked, "How soon can we pack our bags?" "We" means the trainees Julia Barkowski, Janina Schedler, Dennis Wilking and Terence Williams.**

On 4th October we finally stood in front of our rental car, full of anticipation of the approaching trip and the three weeks we were going to spend in France. After a long drive we finally reached Valence, a delightful little town in the Drôme region. At the FAUN Environnement plant we were warmly greeted by the Human Resources Manager Geraldine Caclin, who also explained what we were going to be doing for the coming three weeks. During the internship we were assigned to widely varying departments according to our training vocations. Terence Williams and Dennis Wilking were to work as construction mechanics in steel construction, Julia Barkowski as a technical draughtswoman in the design department and Janina Schedler as a commercial assistant in Purchasing, Human Resources, Internal Sales Service and Sales.

Workflows at FAUN Environnement are comparable to those at our plant in Osterholz-Scharmbeck. The product program at FAUN Environnement comple-

ments the German product portfolio. France supplies small waste collection vehicles with a chassis width of 2.00 meters, as many areas of operation have very narrow roads. The experience we gained during the foreign internship will be very helpful in our future professional careers.

The internship has broadened our horizons and helped us to see a lot of things from a different viewpoint. For this reason we would like to thank all those who made this internship possible for us. These, of course, include the committees of the European Union, the vocational schools of Osterholz-Scharmholz and particularly Mrs. Bodammer, who was always ready to give us help and advice. We would also like to thank FAUN Environnement sincerely for their excellent hospitality and for the opportunity to make this unforgettable experience. Special thanks also go to FAUN and our trainer Ronald Sonnenburg for the offer and the implementation of the project.

Janina Schedler/Julia Barkowski

They would not have wanted to miss the experience abroad for anything: Janina Schedler, Julia Barkowski, Dennis Wilking and Terence Williams.



# Now even quicker to FAUN Service

➤ Osterholz-Scharmbeck. New FAUN Service Centers were opened in 2008 and more are scheduled for the coming year. Claudia Schae spoke to Head of Sales and Managing Director Burkard Oppmann and to Patrick Hermannspann, Managing Director of the After Sales Germany department.

**FAUN has added two brands to its After Sales Service range, extended two centers and another two new centers are currently being set up. What lies behind this activity?**

**Burkard Oppmann:** As a result of the after-sales service agreement made with the companies ZOELLER and HALLER, FAUN is now able to offer customers widespread service and increased capacity. We now have a presence within 100 kilometers of all densely populated centers – and in certain other areas our mobile service is on the road. All customers of all brands receive service at all centers from FAUN, HALLER and the lifter specialist ZOELLER. With everything under one roof the customers are faced only with the trip to the center.

**Patrick Hermanspann explains:** Bodies and lifters can even be serviced and repaired on site. This saves time, nerves and costs. The benefit for our customers is the permanent availability of their vehicle fleet. Due to our widespread presence our customers receive personal service direct from trained manufacturer's staff throughout Germany.

**K>MOBIL:** Where are the new FAUN Service Centers exactly?

**Burkard Oppmann:** [The new address for FAUN Service in Southwest Germany with effect from 1st September 2008 is:](#)

**FAUN Umwelttechnik GmbH & Co. KG**  
Hans-Zöller-Str. 50–68  
55130 Mainz  
Telephone: 06131 497390-0  
Telefax: 06131 497390-18  
Customer service: Peter Kern: 06131 497390-16  
Spare parts service: Stefan Hellmann:  
06131 497390-20

[A further repair center will be opening in Stuttgart in a few weeks.](#) As a result of this the customer center in Speyer will be closed with effect from 31st August 2008. After extensions to the buildings at the Herne customer center at the end of the year



service workshops for ZOELLER and HALLER will be opened. At the Augsburg center FAUN and ZOELLER are already under one roof. Further centers will follow during this year and the coming year. A center will be opened in Bad Oldersloh in 2009.

Burkard Oppmann / Patrick Hermannspann

# Saying farewell to Werner Gerdes

➤ Osterholz-Scharmbeck. Customer Center Manager retires after 38 years



After 38 years as a member of the company, Customer Center Manager and sales specialist Werner Gerdes went into retirement at the end of July. We wish to take this opportunity to thank him for his commitment and the great service he rendered to the company. We also want to continue to benefit

from his expertise in the future: Werner Gerdes will carry on serving customers such as the Berlin Municipal Cleaning Department (BSR) and Berlin Recycling (BR).

With their best wishes Patrick Hermannspann (l.) and Burkard Oppmann (r.) take leave of Werner Gerdes on the occasion of his well-earned retirement.

# FAUN Service Center celebrates anniversary

➤ Herne. For the last ten years in the heart of the Ruhr and in the hearts of the customers

**Ten years ago the FAUN Service Center first opened its doors in the Castroper Strasse in Herne. In the meantime Herne has become the heart of FAUN service operations in North Rhine-Westphalia.**

Together with Burkard Oppmann, 30 employees look after numerous customers and their vehicles. The extension work to the premises is currently well underway. The building is going to be extended by four new vehicle bays and the administration wing will also be enlarged.

Claudia Schae







# New Service Workshop in Russia inaugurated together with FAUN Management

➤ Nizhny Novgorod. Dr. Johannes Kirchhoff officially inaugurates a new service workshop in Russia.

The FAUN management team held this year's annual board meeting in Nizhny Novgorod. This was an ideal opportunity for Dr. Johannes Kirchhoff (center) to inaugurate the new KOMMASH workshop.

**The new workshop at the FAUN Distributor KOMMASH in Nizhny Novgorod was officially inaugurated on 19th September. Present at the ceremony were Alexander V. Kruchkov, Vice Governor of the Nizhny Novgorod region, Managing Director Igor Voronin and Director-General Alexander Birykov of KOMMASH as well as the FAUN management and numerous representatives from politics, trade and the press.**

The inauguration took place in conjunction with this year's FAUN management board meeting. The management of the FAUN distributor KOMMASH presented insights into the Russian economy and spoke of the opportunities waiting to be exploited in this significant sales market. KOMMASH and FAUN have been cooperating on a distributor basis since 2006 and KOMMASH has been the company's official service partner since June 2008. KOMMASH has supplied 63 vehicles in the region to date.



Alexander Birykov (l.) and Dr. Johannes F. Kirchhoff inaugurate the new workshop watched closely by the guests



KOMMASH owner Igor Tkachenko made Dr. Johannes F. Kirchhoff particularly happy with a ROTOPRESS-shaped cake



# ROTOPRESS in the land of smiles

➤ Shanghai. Review of the FAUN trade fair appearance at the IFAT China

**The Managing Director of FAUN Services has been spending six months traveling through the Far East in search of new sales markets.**

**Claudia Schae:** Patrick, FAUN was present at the IFAT in China for the first time. How was it?

**Patrick Hermanspann:** The fair was a great success for us. It was an opportunity to present our products to potential customers and future partners. We gave a live demonstration of the well-proven ROTOPRESS. Our product and its principles are still completely unknown in Asia. For this reason we attracted a great deal of attention. A VIAJET sweeper was also on show at our indoor booth. This subject is becoming more and more important in China, which is one reason why the level of interest in our sophisticated sweeping technology was particularly high.

**Claudia Schae:** Patrick, the trade fair was only one of the reasons you visited the area. How did you spend the rest of the time in the Far East?

**Patrick Hermanspann:** We are investing a great deal of time and effort in this market. Many companies who risked going to China operated on the principle of just hoping it would work. We would like to do better than that. I will be spending a total of six months in China. The first four months are now completed. I have done a lot of travelling and visited potential customers as well as our competitors on the Chinese market. Further exploratory travel is already planned.

**Claudia Schae:** And what happens then?

**Patrick Hermanspann:** A lot depends on the results of our market research. It not only depends on the number of sweeper bodies that can be sold on the entire market, but also on the price structure and the strength of the competition regarding technical competence and product quality. A further important point is the waste disposal structures, which differ considerably to those in Europe.

**Claudia Schae:** What is the difference between the Chinese waste disposal system and ours?

**Patrick Hermanspann:** The Chinese separate their waste products just as we do, but in a completely different way. Everything is collected in one waste bin. The separating is then done by the waste disposal workers during collection. This allows them to earn a little extra income. There are also a lot of private people who buy cardboard, glass, plastic, etc. from the public and resell these to waste recycling companies. The residual waste mainly consists of food leftovers. This means that the residual waste has a very high moisture content. This is exactly where the advantages of the ROTOPRESS begin to take effect. In Germany too, a lot of local councils use the ROTOPRESS, especially for the collection of food waste. The ROTOPRESS is now capable of transporting 1,000 kg more payload and its operating costs are considerably lower than those of a comparable waste disposal vehicle using compaction plate technology. Furthermore, the ROTOPRESS offers long-term sealing during the collection of wet waste.

**Thank you for the interview and for the future every success!**

Patrick Hermanspann / Claudia Schae

Presenting the FAUN ROTOPRESS in the open-air section of the Shanghai trade fair grounds.



Patrick Hermanspann (center), Managing Director FAUN Services together with guests.



# J. OCHSNER AG. Tenth ECOPRESS order from Switzerland

➤ Meyrin/La Chaux-de-Fonds. ECOPRESS with central crane pick-up



Apart from the Swiss municipal customers Neuchâtel and St. Gallen, the towns of Meyrin and La Chaux de Fonds in Western Switzerland have meanwhile also opted for new vehicles with the central crane pick-up type ECOPRESS from FAUN/OCHSNER.

The ECOPRESS is equipped with a greater funnel intake volume, enabling the bins to be emptied more easily. The Kinshofer pick-up head for large collection bins is accommodated at the rear of the raisable hopper cover. Furthermore, the vehicle is fitted with an OKS o4 comb lifter for picking up 80-1100-1 MGB type bins.

Rainer Janssen

➤ Morges. OCHSNER supplies first VARIOPRESS II with new tipping adapter frame for low-beam lifters – first Swiss side loader with replaceable body in operation

The company Amgwerd in Canton Schwyz received the first Swiss FAUN-OCHSNER VARIOPRESS II with the new curved body and new EVO LIGHT tailgate.

A newly developed, completely hot-dip galvanized mounting frame for low-beam lifters is now being used for the first time.



The first Swiss side loader with interchangeable body goes into operation at Lake Geneva.

**Straight from the road to the track: in the town of Morges in Western Switzerland a FAUN/OCHSNER SIDEPRESS X with ACTS-certified replaceable container body recently went into operation.**

The HAWKCHANGE interchanging device utilized enables the body to be directly transferred to an ACTS-suitable railway wagon within five minutes' loading time. The loading system is based on a multifunctional handling unit suitable for all standard

Rainer Janssen



Function, performance and attractiveness in commercial vehicle construction have a name: VARIOPRESS II

bins from 120 to 800 liters and can, if required, be retrofitted at any time with the dynamic OCHSNER lifter weighing system WIGA.

Replaceable body operation became necessary for the waste disposal of the town of Morges, because the newly commissioned neighboring incineration plant in Lausanne specifies delivery via ecological rail transport.

# FAUN MV. TRACKWAY – order for Turkey

➤ Llangefni. New orders from all over the world



Successful project team: Alan Jones & Chris Kendall (Business Development Manager)

Chris Kendall and Alan Jones returned home from the AUSA (Association of the United States Army) trade fair in Washington full of enthusiasm. From 6th to 8th October the team from FAUN Municipal Vehicles Ltd. presented the TRACKWAY system to international representatives of the army and aid organizations. "We are overwhelmed by the great reception TRACKWAY received there. The system is basically very simple, but its brilliance lies in this simplicity. And the visitors realize this," explains Business Development Manager Chris Kendall. TRACKWAY consists of rolls of aluminum profiles that can be unrolled when uneven or dangerous terrain is encountered (for example in marshy areas or minefields). TRACKWAY is flexibly usable for a wide variety of applications. The British Army has been working with TRACKWAY for a number of years. But now Sweden and Switzerland have also discovered TRACKWAY and the Turkish military has meanwhile placed an order as well.



The FAUN TRACKWAY team with customers from Sweden and Switzerland

Chris Kendall on the success of the mobile road: "TRACKWAY has been known for years. However, the requirements of a modern army are changing continually and TRACKWAY is constantly being adapted to suit them. TRACKWAY is manufactured at the FAUN plant in Llangefni, Wales. The team manufactures two units per month.

Claudia Schaub



Managing Director Jochen Schneider is happy about the boom TRACKWAY is currently experiencing: "I see a number of other uses for TRACKWAY. It is a safe and efficient solution, particularly for inaccessible areas or minefields."





# FAUN Environnement

Valence. Award for deserving employees

On the occasion of the visit of the KIRCHHOFF Group Advisory Board in Valence on 3rd November, at which we were privileged to meet Andreas Dornbracht, Bernd G. Hoffmann and Bernahrd Wolf, Dr. Jochen Kirchhoff decorated eleven FAUN Environnement employees with medals in the name of the Republic of France in honor of their work.

This old tradition, which French workers are very attached to, enables the state to recognize and reward the work done by awarding employees with various types of medals.



The eleven employees felt very honored by the fact that Dr. Jochen Kirchhoff, his sons and the other members of the Advisory Board were all present at the ceremony. The employees were very proud that Dr. Jochen Kirchhoff had personally presented them with their medals.

In conjunction with their visit the members of the Advisory Board also toured the FAUN plant, paying particular attention to the new sandblasting and painting equipment and took the opportunity to get a first-hand impression of the current process of change taking place in the production area.

Etienne Blaise

Recipients of this recognition were:	
<b>For 20 years' work:</b>	<b>including those at FAUN</b>
Philippe Roussel	18
Roland Roche	18
Emmanuel Cluzel	17
Thierry Delliage	12
<b>For 30 years' work:</b>	
PAPA Racine Diene	31
Jean Moulin	9
<b>For 35 years' work:</b>	
Alain Ioost	33
Isidro Fabra Molina	32
Antoine Gomez	6
<b>For 40 years' work:</b>	
Gérard Veyre	20
Cristobal Lopez	15



# Clever ideas and good deeds

Osterholz-Scharmbeck. Prize from the suggestion system goes to children's hospice

**"We will be able to make good use of the money," said a grateful Helga Leohold-Wohlers from the "Löwenherz" children's hospice in Syke. The children's hospice, the family center and the youth center in Osterholz-Scharmbeck were the happy recipients of an unexpected windfall in July.**

FAUN employees and members of the Works Council donated the prize money they received for an in-house improvement suggestion to good causes. *"We never would have been able to collect so much*

*on our own. But due to the fact that all of the staff members concerned signified their readiness to donate their portion of the winnings we were able to collect the sum of 5,500 euros,"* said Jürgen Ruch, Chairman of the Works Council, following the request of his fellow staff members. FAUN Managing Director Jochen Schneider shared the joy of those receiving the donations and thanked his team: *"An unusual idea and a great suggestion. You have shown commitment in the interests of the company and enabled us make significant reductions in cost."*

Claudia Schaeue

Glowing smiles: Helga Leohold-Wohlers (third from l.), Anne Deutsch from "Mehrfamilienhaus" (sixth from r.) and Mayor Martin Wagener (fourth from r.) with the team from FAUN

# Green range of FAUN vehicles

Freiburg. ASF puts its faith in state-of-the-art technology

The company "Abfallwirtschaft und Stadtreinigung Freiburg GmbH" is not only the FAUN authorized workshop, but also owner of their own VARIOPRESS II since September. The Freiburg company had already ordered four VARIOPRESS I models, but during the IFAT, as they saw the attractive new version they decided for the new rear loader instead. The Freiburg fleet now comprises ROTOPRESS, VARIOPRESS and VIAJET vehicles.

Claudia Schaeue







One of the stops on tour: Colditz Castle



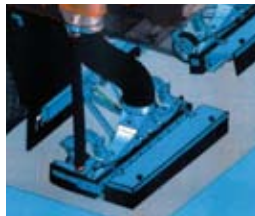
They represented FAUN on Saxons' Day, i. to r. Jürgen Keil, Jens Hofmann, Enrico Dögel, Steffen Hofmann, Mike Wagner, Kai Mauersberger, Mirko Degen, Karla Schürmann, Katja Heinrich, Annett Bauch, Eileen Kießlich and Peter Rusch, who drove the VIAJET

# NOBODY DOES IT CLEANER – the latest from the

➤ Grimma. By the end of the year, FAUN Viatic GmbH will have delivered 171 sweepers. 60 of those will be supplying the German market. New projects for 2009 are already starting to take definite shape at the sweeper manufacturers.



3D drawing



## New to the range: Sweeper for building sites and road works

The existing range of sweepers will be complemented by the VIAJET 8: a large sweeper for use in road building and for service providers who require a great deal of technical capacity:

- 18 – 19-ton chassis with two axles
- Side sweeping units (disc brushes and suction shaft)
- Rear suction unit
- Turbine hydraulically driven

## TERRAJET in use at airports

The new Berlin Schönefeld airport will be using the TERRAJET to clean its runways in future. The airport already operates two VIAJET 5 vehicles. FAUN salesman Werner Rakow explained how the FAUN air circulation system was a crucial point in the decision of the awarding committee because particular value was placed on the vehicle's environmental component.

The Munich airport has also been using a TERRAJET since 2004. The airport authority has now ordered a second runway sweeper. One of the deciding criteria

was the vehicle's outstanding suction capability at a speed of 40 km/h.

## VIAJET 4 on tour

The VIAJET 4, the latest product of the sweeper range, is currently touring Germany. After making its debut at the IFAT trade fair in Munich this year, the compact, body-mounted sweeper is currently demonstrating its practical strengths on-site at the premises of various customers. The compact sweeper, designed for cleaning companies, is mounted on a series-built chassis and offers customers the following benefits:

- Very good service coverage
- Covers distances between places of use at speeds of up to 90 km/h
- Can be driven by holders of class 3 licenses
- 7.5 tons gross vehicle weight
- Small and agile
- Ideal for inner cities and local council administrations
- High-reach emptying into containers also possible

# world of sweepers

➤ Grimma. Saxons' Day

An exhibition of "sweeping technology through the ages" was given by 17 members of the FAUN Viatic staff on "Saxons' Day" in September. The sweeper technicians took part in the traditional procession with old-fashioned working equipment and dressed in historical aprons, leggings and wooden clogs. Dressed as woman sweepers and city cleaners on foot, they really got the spectators on the roadside moving with brooms and hand-driven grit spreaders. The AK3H was more than just an eye-catcher, it was also extremely loud. We are talking about a restored three-wheeled darling from the year 1969. The subsequent sweep-up was done by a modern VIAJET.

At this point we would like to thank our colleagues from the Berlin city cleaning department for their friendly help in lending us the equipment.

## Background information:

"Saxons' Day" is the largest folk festival in the free state of Saxony. This festival has been celebrated since 1992 and is hosted by a different city each year. Grimma was the 17th place at which it was held – and definitely one of the loveliest. This year it attracted 420,000 spectators to the city on the river Mulde.







# WE.MOVE.FUTURE.



**KIRCHHOFF Automotive**



**REHA Group Automotive**



**WITTE Werkzeuge**



**FAUN Umwelttechnik**

**We wish you and your families a peaceful Christmas and a good start to the New Year!**

