

KIRCHHOFF MOBIL

THE KIRCHHOFF GROUP MAGAZINE

➤ **KIRCHHOFF Group**

The KIRCHHOFF Group has been developing and manufacturing products for its customers around the world for 225 years. A review by

Dr.-Ing. Jochen F. Kirchhoff:
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➤ **KIRCHHOFF Automotive**

Superb performance in global competition:

KIRCHHOFF Automotive receives "Supplier of the Year" award by GM and Daimler.

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➤ **REHA Group Automotive**

New management, new organization, new products: The REHA Group Automotive presents itself to interested customers at the Rehacare trade fair in Düsseldorf.

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➤ **WITTE Werkzeuge**

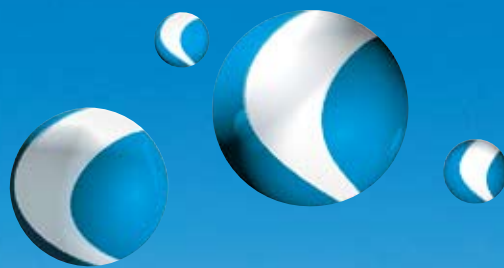
"225 Years Made in Germany": With this impressive quality seal, WITTE Werkzeuge demonstrates its product performance at the International Hardware Fair in Cologne.

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➤ **FAUN**

The innovative rotary drum classic ROTOPRESS proves what it can do, and a practical example makes clear why the "cigar" is unbeatable in residual waste disposal.

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225 Years
KNOWLEDGE.VALUES.CHANGE.

 **KIRCHHOFF**
GROUP



INNOVATION FROM TRADITION

The new hybrid vehicle from FAUN is shown on page 69.

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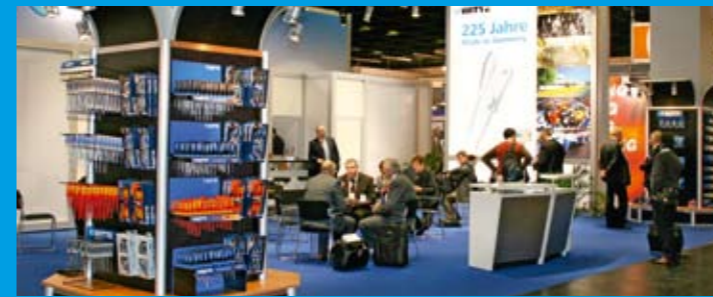
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The global automotive industry, with the manufacturers of German brands at the front, has recovered surprisingly quickly from the 2009 recession year in the first five months of 2010. „To good to be true“, that is how the renowned market research institute IHS Global Insight headlines its planning conference in June and thus expresses the skepticism that still remains in the industry if and how long this development will last: **page 22**

The market leader for vehicle refittings REHA Group Automotive has adopted the motto „Mobility does not end at your place of residence“ and will present the latest product developments at the REHACARE International fair in Düsseldorf from October 6th to October 9th, 2010. On 150 m² you can experience four refitted vehicles of the distribution partners BMW, Volkswagen, Renault and Fiat equipped with the patented rotary seat „Swingup“, various operational aids and innovative voice controls: **page 62**

That WITTE Werkzeuge can be “grasped” in the truest sense of the word is demonstrated by the innovations which the traditional manufacturer produces in top quality, and which are extremely popular by users thanks to their suitability for daily use. For example the newly developed Allen wrench holder is ready to handle in the twinkling of an eye; it is opened by opening the top part and makes removing and putting back the wrenches foolproof-easy. Its likewise simple and practical handling saves time and increases efficiency at the workplace: **page 66**

Qualified junior staff is promoted: women are still a rare appearance in typically male professions. All the more reason to be delighted by the example of student Janina von Spreckelsen, registered in the DUAL course of studies of mechatronics at Hochschule 21 and now doing her practical semester with partner company FAUN. The trained auto mechanic particularly appreciates being able to participate in new developments at FAUN. And by the way: after completing her studies, Janina von Spreckelsen will work at least two years at FAUN which is currently financing her studies: **page 90**



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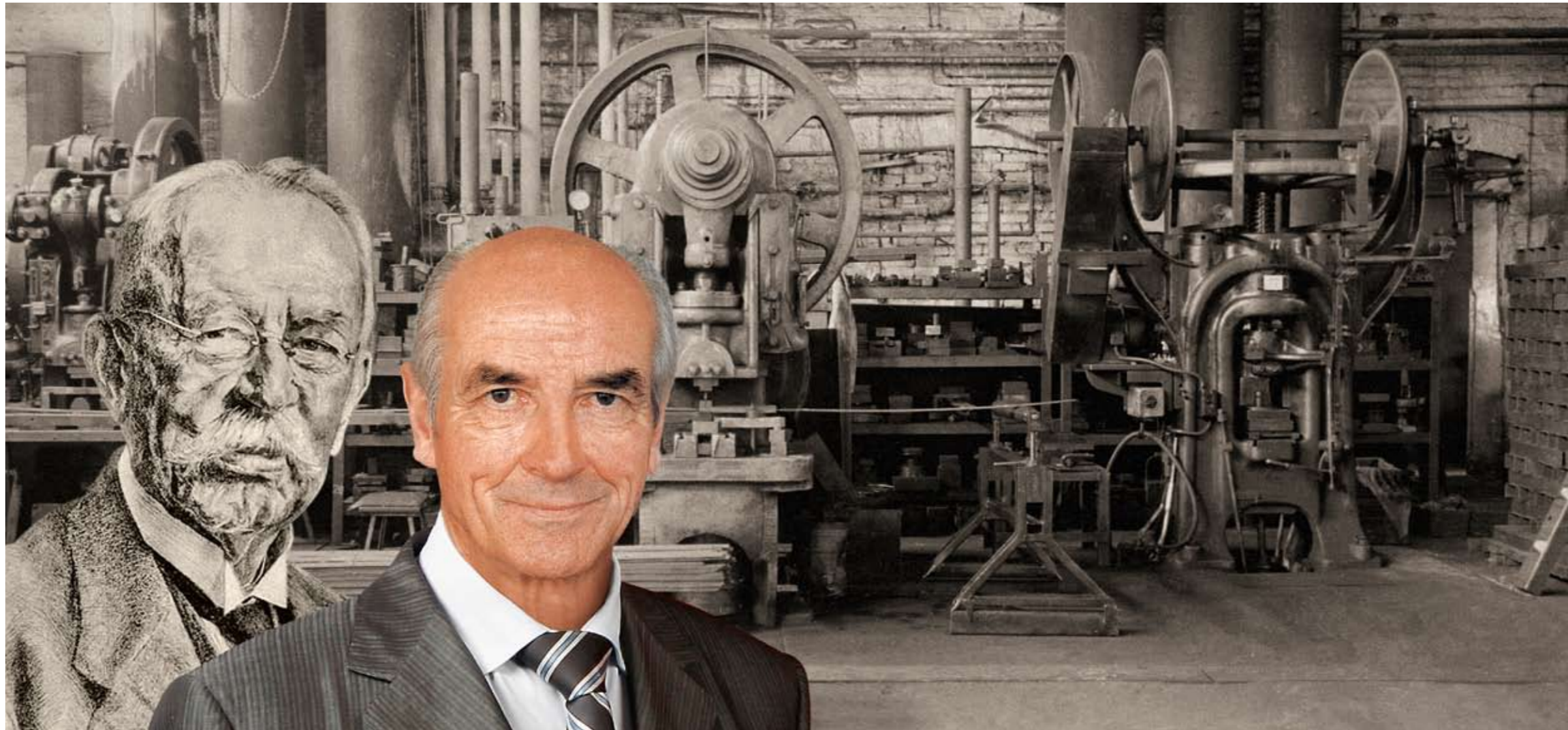
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Dr.-Ing. Jochen F. Kirchhoff

“Knowledge. Values. Change.”

225 years KIRCHHOFF Group

In this year 2010, the company Stephan Witte & Comp, which is the origin of our KIRCHHOFF Group, can look back on a history of 225 years.

The company, which started in 1785 as a manufacturing company making needles, has now been in the possession of the Kirchhoff family from Iserlohn (Germany) for four generations.

In the up and down of its history, Stephan Witte may be held up as the shining example of the survival concept of a company, which is to embrace continuous improvement and renewal of product programs and production processes to always adapt to

the changes in customer requirements in the market places in a timely manner.

This all is easy to say! But how can a company reach such an age of more than 200 years, while most of the newly founded companies go under in the first generation? While thinking about this question, we came up with the motto of this year's anniversary. It is about:

1. **Knowledge** that the company and its employees have, which they have acquired by means of a good education and their ability and willingness to continue learning for the rest of their lives.
2. **Values**, such as industriousness and a richness of ideas at the workplace, willingness to help and a sense of responsibility for your fellow human beings in the company and for the community, enthusiasm and willingness to hang on and having a positive outlook on life together with a Christian set of values.
3. **Change**, as the unwritten law of life, which, if you want to participate in it successfully, requires a desire to experiment and the willingness to change as well as an awareness of risks and having a good vision of something new and better.

Those were our foundations and the driving forces for the ascent of Stephan Witte & Comp. to the then most important German manufacturer of needles for sewing, knitting and artisanry. And the company has stayed on the steep path to the top international group of manufacturers of metal and structural parts for the automotive vehicle and truck industry, hand tools for craftsmen and do-it-yourselfers as well as special vehicles for environmental technology.

Dr.-Ing. Jochen F. Kirchhoff

225 Years of Innovation & Tradition

✦ The KIRCHHOFF Group Through the Ages



The most important milestones in the history of our parent company Stephan Witte & Comp were:

1785 Foundation of the needle manufacturing company by Conrad von der Becke.

1805 Master needle craftsman Stephan Witte, along with master tailor Franz Hermann Herbers. Herbers knows what the market needs and Witte has command of the production technology.

1816 The company already produces 10 million needles a year and competes on all the world markets for needles, with the previously dominant English needle industry

1827 The English reconquer the leadership of the world market. Their machine-made needles achieve a precision and quality unknown until then. The needle industry in Iserlohn is threatened by ruin.

1840 The son of Stephan Witte, Hermann Witte, manages to learn about the production techniques of the English competition, and in the following years, with the help of a local master locksmith in Iserlohn, succeeds in further developing the English machines robots.

1855 28 years before the statutory regulation for a public health insurance system is proclaimed by Reich Chancellor Otto von Bismarck, Stephan Witte establishes a company health insurance and pension fund for all employees which becomes a trademark for business social partnerships during those politically turbulent times.

1856 The company chronicle registers 1100 to 1300 employees. They produce up to two million needles a day.

1864 It becomes too crowded for the expanding company in the five-story "factory houses" in the inner city. WITTE builds a new factory out of the city gates, powered entirely by steam and transmission drives.

1894 At the initiative of Friedrich Kirchoff, who rose from being a borrowed commercial apprentice to joint proprietor of the company within 15 years, a pressing and stamping plant is built. This "second pillar", considered as risk compensation for the global economic crisis towards the end of the 19th century, is the boldest venture as yet taken in the now over 100-year history of the firm. It initially begins with a failure, since the market does not sufficiently accept the first product right away, a patented belt pulley for transmission drives.

1900 The company has managed to survive this challenging test. The railroad car and locomotive factories recognize the advantages of pressed sheet steel components. The mining and automotive industries follow. Ahead of its time, the WITTE pressing plant has opened the gates to a future-oriented chapter in industrial technology.

1914 The First World War is also a catastrophe for the export-oriented needle industry. The main sales markets in East Asia fall to the Japanese competition.

1925/1926 Hans Kirchoff, the son of the pioneering entrepreneur Friedrich Kirchoff, manages to gain a foothold in the Far East again with a long trip through the region, but the heyday of needle manufacturing is over. The "age of ready-to-wear goods", the machine production of clothing, has triggered a first "classic structural transformation".

1945 After the end of the Second World War, the WITTE pressing plant is temporarily threatened by dismantlement, but due to good contacts maintained by the Kirchoffs to the leading English industrialists, the company is spared, and in 1946 receives a production permit for producing essential products such as vibrating oscillating conveyors and mine trolley housings for pit coal mining, wagon parts for the railway industry, wheelbarrows for construction workers, and frying pans for common household use.

1948 After the beginning of the currency reform, WITTE also manufactures steel boilers and radiators for hot water central heating systems. And suddenly there is also a demand for needles again. With a monthly production of up to 60 million sewing, darning, and handcraft needles, the traditional company experiences its last heyday.

1949 WITTE uses the know-how of skilled needle workers and the machines of the needle factory to establish a new branch of production, the manufacture of screwdrivers for industry, skilled craftsmen and home craftsmen.

1954 The needle production is discontinued for good, and thus marks an economically necessary conclusion to this traditional chapter in the company's history 170 years after its founding.

1955 WITTE promotes the creation of new branches of production. Apart from the dominating pressing plant, the "hand tool" and "heating technology" sectors show growing capacities. The production of screwdrivers is expanded to over 1000 different articles. Dr. Fritz Kirchoff is joined by his son, Dr.-Ing. Jochen Friedrich Kirchoff, as co-proprietor in the company. From hot-water central heating the path leads to electrical space heating and the series production of thermal storage heating units with dynamic discharge.

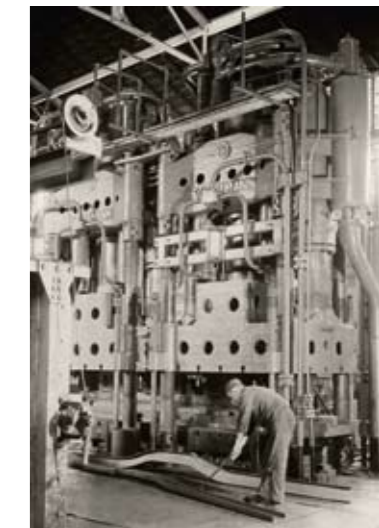
1960 For the second time in its 175-year existence, the company moves beyond the city limits. A new production plant for manufacturing electric heaters is built in the Iserlohn Heide. The subsidiary "WITTE Heiztechnik GmbH" is founded for development, engineering, and sales.

1975 The company division "Hand Tools" also gets a new production plant in the Iserlohn Heide. With a daily capacity of 200,000 screwdrivers, WITTE becomes one of the most important manufacturers in Europe.

1980 WITTE begins with the production of inserting tools, so-called "bits" for electric drilling machines, and in 1986 acquires a new 10,000 m² production factory for the increasingly successful company division "WITTE Werkzeuge" on a 60,000 m² piece of property in Hagen.

1981 The company takes the third big leap in its history, this time into a new Iserlohn industrial park. Due to increasing lack of space and various environmental protection constraints, the company management has already decided to give up its site in the Iserlohn inner city in 1979, and relinquish the production of electrical units, in order to concentrate the company's entire financial resources in building a new pressing plant. The capacity and customer spectrum for the automotive industry can be extensively expanded on grounds of about 100,000 m² with about 40,000 m² production floor space, and the machining facilities are now geared to the demands of the future.

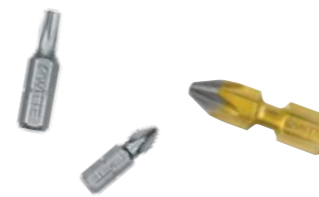
1984 The company owner, Dr.-Ing. Jochen F. Kirchoff, and his wife acquire all the shares of Mathias Kutsch GmbH & Co. KG in Attendorn, thus achieving an ideal supplement to the company group. Whereas WITTE produced with presses of up to 5,000 t pressing power and 12 m table length, primarily working for the commercial vehicle industry and the excavator, railroad car, and mechanical engineering industries, Kutsch mainly operates for passenger car manufacturers and the armature industry with machines of 50 to 400 t and 2 m table length.





225 Years of Innovation & Tradition

The KIRCHHOFF Group Through the Ages



1990 The "Iron Curtain" falls. Germany celebrates its reunification. Through the founding of the European Union, its borders open westward, and due to the demise of the Soviet Union and the Warsaw Pact they open eastward.

The age of the so-called "Globalization" dawns. The "Internationalization" of the automotive manufacturers and therefore also that of our production can begin. If our customers give us sufficient order volumes, we can follow them to their assembly plants in the markets abroad.

Already in 1988, the sons of Dr.-Ing. Jochen F. Kirchhoff are accepted into the company as associates. In 1990, Dipl.-Wirtschaftsingenieur Arndt Günter joined the company, in 1992, Dipl.-Ing. Jürgen Wolfgang, and in 1994, with the acquisition of the FAUN Umwelttechnik GmbH, Dipl.-Ing. Dr. rer. pol. Johannes Friedrich Kirchhoff joined the group of companies as Managing Director. From now on, the acquisition and/or the foundation of production plants abroad happen at "lightning speed":

- 1993** Acquisition of the company Gametal company in Portugal, today KIRCHHOFF Portugal, and Sigro in Olpe, with the KIRCHHOFF plant in Ireland
- 1994** Acquisition of the FAUN Umwelttechnik Deutschland with plants in Belgium, France, Poland and Switzerland
- 1995** Foundation of FAUN Municipal Vehicles in Wales/ Great Britain
- 1997** Foundation of KIRCHHOFF Mexicana, Puebla/Mexico
- 1998** Foundation of KIRCHHOFF Polska in Mielec/Poland
- 1999** Foundation of the Joint Venture Van Rob/KIRCHHOFF (VRK) in Querétaro/Mexico
- 2000** Foundation of KIRCHHOFF España in Zaragoza/Spain
- 2001** Foundation of the Joint Venture Witte-Urrea Guadalajara/Mexico
- 2004** Foundation of KIRCHHOFF Hungária, Esztergom/ Hungary Opening of the Plant KIRCHHOFF Polska Assembly I, Gleiwitz/Poland

- 2005** Acquisition of the company SOEC company in Ymeray/France. New construction of the KIRCHHOFF Polska Assembly II plant in Gleiwitz/Poland
- 2006** Acquisition of REHA Group Automotive, Hilden with a plant in Poland, foundation of KIRCHHOFF Automotive China in Suzhou
- 2007** New construction of the KIRCHHOFF Automotive China press shop in Suzhou. New construction of press shop KIRCHHOFF Hungária, Esztergom/ Hungary
- 2008** New construction of the tool shop KIRCHHOFF Polska. Mielec/Poland
- 2009** New construction of the 2nd plant of KIRCHHOFF Automotive China in Chongqing
- 2010** Opening of the Sales & TD Office in Hamamatsu/ Japan

Dr.-Ing. Jochen F. Kirchhoff



Margaret Heckel visits the booth at the Frankfurt Motor Show in 2009

“I think family companies are extremely fascinating.”

✦ Margaret Heckel is writing the KIRCHHOFF Group’s company biography

Mrs. Heckel, you are writing the KIRCHHOFF Group’s company biography. How did that come about?

Heckel: I think family companies are incredibly fascinating and consider it to be very important that their history be told. They are the innovative core of the German economy. An acquaintance put me in touch with Dr. Jochen Kirchhoff, who at that time was looking for an author for the company biography of the KIRCHHOFF Group. We talked and I subsequently suggested a blueprint for the biography to him.

Just what is it that interests you about family companies?

Heckel: Many family-owned companies live a value-oriented company tradition, combined with continuous innovations - and that spanning many generations. This applies to the KIRCHHOFF Group in particular.

That is very impressive. And it is a great honour to be able to write that up.

How did the research proceed?

Heckel: I interviewed Dr. Kirchhoff and his sons at considerable length and visited important sites of the Group. We visited Gleiwitz in Poland, of course we were in Attendorn and Iserlohn, as well as at Faun in Osterholz-Scharmbeck and WITTE Werkzeuge in Hagen. I dropped in at the REHA Group Automotive in Hilden and also the Via Lasertec in Kirchhundem. In this manner I was able to gain a very good overview of important segments of the KIRCHHOFF Group.

In the company history, you do not only describe the current owners, but also their ancestors. Where did you obtain that information?

Heckel: Some of it was based on the memories of the Kirchhoff family, such as from Dr. Jochen Kirchhoff about his father and grandfather. However, I was also able to access the company’s archive, which, lucky for me, is just being reorganised and which is also incredibly interesting.

You have already written a bestseller about Chancellor Angela Merkel, of which critics say that it is very fascinating and not at all dry reading material. Will that also apply to the company biography?

Heckel: I would be very happy if readers later would say the same thing about the company biography. The most important thing about the KIRCHHOFF biography, though,

is to describe the values-bound company philosophy of the Kirchhoff family – and, of course, the great successes they were able to achieve in the past decades. Today, the KIRCHHOFF Group is a globally acting, medium-sized company with an extremely interesting product portfolio in the still most important sector in Germany, the automotive industry. But I am also very grateful to the Kirchhoffs that they agreed to the format of a report that I have also used for the book about Merkel for my depiction of their history. This is how I really could tell tales. And the biography of the KIRCHHOFF Group is really, really interesting.

Interview: Ulrich G. Schröder



Margaret Heckel

The economist that was born in 1966, studied in Heidelberg (Germany) and Amherst/Massachusetts (USA)



Students, of the Vocal Class 5e at the Hemberg school centre (Schulzentrum Hemberg) are happy about the grant given by the Dr. Kirchhoff Foundation, which made it possible to repair the 34 year old Steinway grand piano

Latest news from the Dr. Kirchhoff Foundation

A meeting of the Foundation's management council took place for the first time on March 24, 2010. The council consists of the chairman and foundation's founder, Dr. Jochen Kirchhoff, as well as J. Wolfgang Kirchhoff and the mayor of the city of Iserlohn, Dr. Peter Paul Ahrens.

The subject being talked about was the authorization of the current applications and the planning of further support of projects eligible for support in Iserlohn.

Since its creation, the foundation has supported, among others, the following projects in the city area of Iserlohn with a total amount of more than 11,000 euros:

Book award action in the 2009 school year

Awarding the best students of the 13th grade from the Iserlohn upper secondary schools and grades 11 to 13 of the upper secondary schools, the comprehensive schools and the trade schools with a book gift card valued 50.00 euros each.

Youth Café Checkpoint

Located in the centre of the inner city of Iserlohn there is the youth café Checkpoint, which is run by the Protestant Church under the management of the Youth Leader, Timon Tesche.

With about 100 visitors a day, the youth meeting place is highly frequented. With donating 5,000 euros, the Foundation has made a valuable contribution for the upkeep of the youth café.

Project Thousand Dreams

The elementary school Grundschule im Wiesengrund, plans a pedagogic project week, in which the children can pretend to be clowns, magicians, fakirs, tightrope walkers, acrobats and jugglers and perform in the ring of the circus Thousand Dreams in front of an audience. The Dr. Kirchhoff Foundation supports the project with 1,500 euros.

The Oratorienchor Letmathe

Once a year, the Oratorienchor Letmathe e.V. performs in the church St. Kilian of Iserlohn Letmathe. Therefore, well-known orchestras, such as the Philharmonic Orchestra of South Westphalia (Philhar-

monie Südwestfalen) or the Bochum Symphonic Orchestra (Bochumer Symphoniker) are hired. The performance under the title "Messa per Rossini" by Giuseppe Verdi that will take place on November 21, 2010 is supported by the Foundation with 500 euros.

Märkisches Gymnasium (Upper Secondary School) & Realschule (Secondary School) Hemberg

For many musical events, the Märkisches Gymnasium and the Realschule Hemberg both use a Steinway grand piano that is now 34 years old. The foundation gave an amount of 2,700 euros for urgently necessary repairs to the grand piano and conservation of to the grand piano's value.

To realize the purpose of the Foundation, the Dr. Kirchhoff Foundation is focusing on the following:

- Education and training
- Culture
- Sports
- Social tasks, unless they are covered by governmental care.

Kerstin Garmatter

In order to continue implementing deserving projects in Iserlohn and at other KIRCHHOFF company sites in the future, we ask that you send us your informal applications for support with a brief description of the project and a potential financial plan to the following address:

Dr. Kirchhoff Stiftung
 Attn.: Mrs Kerstin Garmatter
 Managing Director
 Stefanstr. 2
 58638 Iserlohn (Germany)
 or to
 k.garmatter@kirchhoff-gruppe.de



Joint action and social commitment

KIRCHHOFF Automotive joins the UN Global Compact

The Global Compact is a voluntary economic initiative of the United Nations, which was founded by the former General Secretary of the United Nations, Kofi Annan. Its focus are 10 principles regarding human rights, working conditions, environmental protection and fighting corruption. The Global Compact is calling on corporations worldwide to publicly admit to these principles and to actively stick up their implementation.

The goal of the Global Compact is to use the power of joint action to promote social commitment of companies – so that the economy can become part of the solution when it comes to meet the challenges of globalisation. In his way the private sector can, in a partnership-like cooperation with other societal actors, contribute to realizing the vision of a more sustainable and just global economy.

Thereby, the Global Compact is an action-oriented learning and dialogue platform. Best Practices are made known and promoted for the implementation

of the ten principles. In doing so, the Global Compact relies on the voluntary commitment of the participants – with a minimum of additional formalities and bureaucracy. It does not understand itself to be an instrument of regulation.

German companies are counted to be participants of the “first hour”. Up to now, approximately 140 German companies have joined the Pact – 20 of them are members of the DAX30, as well as many medium-sized and small companies.

The ten principles of the UN Global Compact:

Human Rights

1. Companies are asked to support and recognize that international human rights need to be protected within their sphere of influence and
2. ensure that they themselves do not become accomplices in violating human rights.

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The ten principles of the UN Global Compact:

Human Rights

1. Companies are asked to support and recognize that international human rights need to be protected within their sphere of influence and
2. ensure that they themselves do not become accomplices in violating human rights.

Working Conditions

3. Companies shall safeguard the freedom to assemble as well as the effective recognition of the right to collective bargaining and, in addition, advocate
4. the elimination of all forms of forced labour,
5. the elimination of child labour and
6. the elimination discrimination with respect to hiring and work.

Environmental Protection

7. Companies shall support preventive approach in dealing with environmental problems,
8. take the initiative to create a greater sense of responsibility for the environment and
9. promote the development and distribution of environmentally friendly technologies.

Fighting Corruption

10. Companies shall advocate against all types of corruption, including extortion and bribery.

The Global Compact calls on companies to implement the ten principles within their sphere of influence as a catalogue of basic values. Our company commits to these principles and obliges to comply with the principles described therein and to promote their worldwide recognition. The KIRCHHOFF Group's compliance guidelines are a clear expression that we comply with these principles on a worldwide basis and that we live the image of the “reputable businessman”.

The Kirchhoff family personally stands for the implementation of the principles of the Global Compact and requires all the employees of the KIRCHHOFF Group to adhere to them. The corresponding Code of Conduct and the Guidelines can be found in the Compliance Rules of the KIRCHHOFF Group (see article on the following pages).

Uwe Hartmann



The Managing Director, Arndt Kirchhoff, stated the following on the subject of Compliance on behalf of the family company:
“For 225 years, the name Kirchhoff stands for an innovative, solid and honest company policy. In order to ensure this, it must be a matter of course for all employees and executives that the currently valid laws and the guidelines we have given ourselves are complied with. Our Compliance Code, which has been set now for the KIRCHHOFF Group, is the guideline with that we now align our behaviour. Management and proprietors expect that all executives and employees comply with these rules and will not tolerate breaches of the rule.”

Compliance: Integrity and trust in the course of business

Economic crime, bribery and fraud in companies, those are the headlines that we see in the news more and more often. The news report, almost weekly, of violations by companies and they are really not just the small companies that themselves are acting against the law or that become the victims of theft, bribery and other practices that damage business. The image of the upright businessman who works according to the law and honestly is becoming ever more faint, and its place is taken by the vision of the greedy money-grubbing wheeler-dealer.

We here at KIRCHHOFF are convinced that our executives and employees act honestly and conscientiously in the name of our company and therefore contribute to and maintain the good reputation of the company. It is exactly for this reason that it is necessary to make available a guideline for everyday daily work, by documenting a unified ethical standard which applies globally for the KIRCHHOFF Group.

We do business internationally in various business segments and meet various cultures, local laws and

regulations all over the world. It is our goal to not only reconcile the business practices with the economic and social priorities of the respective local environment, but also with our own Codes of Conduct that apply to our company. The reputation of the company is determined to a substantial degree by the actions, the appearance and the behaviour of each individual employee. Illegal activities can inflict considerable damage on the company.

The introduction of a Compliance Organisation, in connection with setting up a Code of Conduct, is in accordance with our corporate culture, which is now 225 years old. As a medium-sized family company, values such as uprightness and trust are the basis for our cooperation with clients, suppliers and, of course, all our employees. With sites all over the world we strive to clearly signal to our business partners: KIRCHHOFF is a reliable partner that aligns its actions with recognized ethical and cultural standards and for whom complying with the respective legal rules and regulations is a matter of course.

For this reason, our employees agree to comply with the Compliance Rules set up by us:

- We commit to integrity in business connections
- Fairness in competition is always the basis of our actions
- We arrange fair working conditions and commit to interact respectfully with each other
- We separate between corporate and private interests and avoid conflicts
- Environmental protection, occupational safety and health protection are fundamental core values our company feels obliged to
- We protect the mental property of our corporation and respect third parties' trademark rights
- Our company's file management is correct and our financial reporting is clear and transparent

Uwe Hartmann



Do you have questions regarding Compliance?

Please directly contact our compliance representative, Uwe Hartmann, (Tel.: +49 2371 820255 or email Compliance@kirchhoff-group.com)



Dr. Johannes Kirchhoff greets the Saudi Arabian Head of State King Abdullah bin Abdulaziz Al Saud, watched by Federal Chancellor of Germany Dr. Angela Merkel (photo: Federal Government/Guido Bergmann)

Dr. Johannes F. Kirchhoff accompanied the German Chancellor to the Gulf States

Iserlohn. FAUN owner Dr. Johannes F. Kirchhoff travelled together with German Chancellor Dr. Angela Merkel to the Gulf States in May

Stations during the 4-day trip were the United Arab Emirates, Saudi Arabia, Bahrain and the State of Qatar. The Chancellor did not only visit for the sake of political discussions with the governments of these states and their royal leaders. The objective was also to strengthen contacts of German companies and promote the sale of German products in the region. For this reason Merkel invited 17 top-ranking business representatives of Germany to accompany her on the trip. Dr. Johannes F. Kirchhoff, managing partner of the FAUN Group, was one of these entrepreneurs. Dr. Kirchhoff on his intentions:

“This trip is a fantastic opportunity to expand trade relations to the Emirates and the Gulf States. Over the past few years, my company has become the leading supplier for waste management technology in the Gulf States.

In the context of the continued very strong growth process taking place in the countries of this region, the

quest for innovative, environmentally-friendly vehicles has become more and more intensive. There's the Masdar City project, an urban district of Abu Dhabi, which intends for its supply and disposal systems to be based solely on CO2-free technology. Our own developed first electric fully hybrid waste collection vehicle ROTOPRESS DUALPOWER is ideal for this concept. Abu Dhabi, Al Ain, Sharjah and Dubai further plan to introduce road sweepers which emit considerably less dust than those previously in use, primarily American machines. Here we were able to intervene with our road sweeper VIAJET FILTAIR.”

The coming months will show whether FAUN was able to gain the attention and reputation of the respective ruling families with this trip and its projects to date.

Claudia Schae





Taking part in the survey paid off: Dr.-Ing. Jochen F. Kirchhoff and Lady Luck Eva Rademacher during the drawing of the winners.

Wanted: Best evaluations for K>MOBIL and KIRCHHOFF Group

The results of the survey done in the December 2009 issue of K>MOBIL have been evaluated and show a feedback for the company magazine that is positive through and through. Many also gave the KIRCHHOFF Group a good evaluation.

In addition, 10 readers can be happy about valuable special prizes.

With respect to the magazine quality, the categories of appearance, image and subject mixture were judged to be particularly good. In addition, content, text and scope received the mark "good". (Chart 1)

Our readers would love to find out more about the subject of development and product technologies. (Chart 2)

More than 80 percent of the participants in the surveys characterized the KIRCHHOFF Group to be friendly and goal-oriented. More than 70 percent considered the competitiveness and service orientation to be very good. (Chart 3)

Congratulations

On April 1, Dr.-Ing. Jochen F. Kirchhoff, determined the winners of the prizes from among those who sent in the survey:

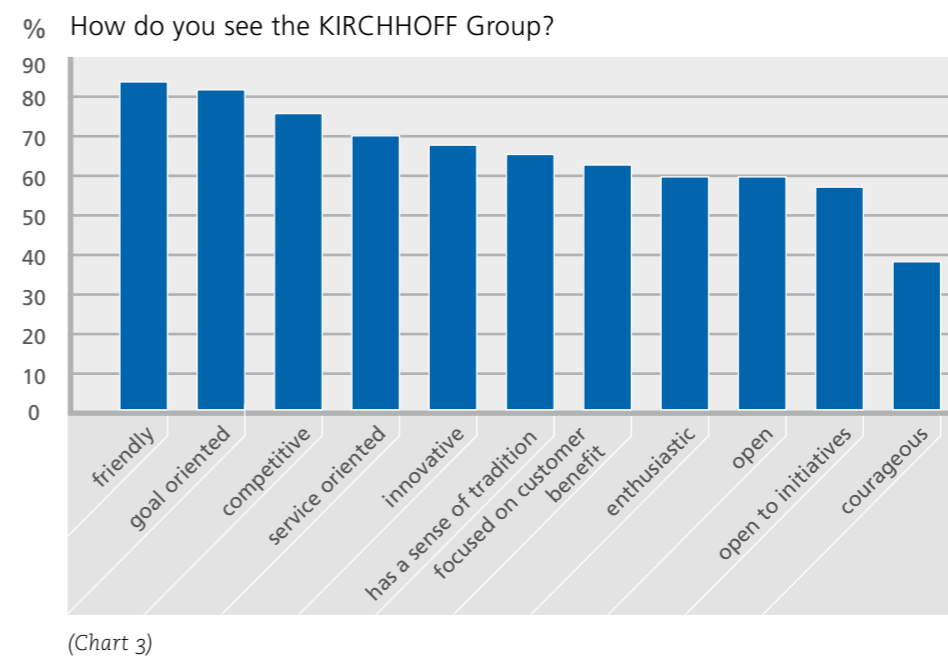
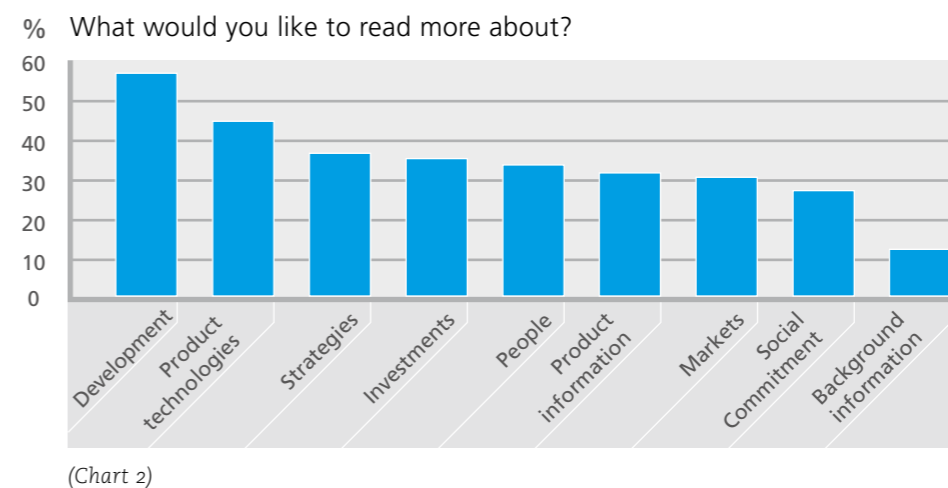
1st Prize: LCD TV, goes to Tim Krapp

2nd Prize: Apple iPod Shuffle 4 GB, goes to Henning Becker

3rd - 10th Prize: a set of screwdrivers by WITTE goes each to Carlos Manuel Veiga Teixeira da Rua, Nikos Fassoulas, Edgar Sommer, Damian Studzinski, Philipp Kohl, Alexander Ikkert, Lutz Kitzelmann and Günter Klane

The editorial staff of K>MOBIL wishes to express its thanks to all participants for their views and thanks them for the many suggestions, which will help us to continuously improve the magazine. We welcome your suggestions even outside the survey; please send them to kirchhoff-marketing@kirchhoff-gruppe.de

Eva Rademacher



Global Automotive Industry 2010

“Too good to be true?”

The global automotive industry, in the first place the manufacturers of German brands, has recovered surprisingly quickly from the 2009 recession year in the first five months of 2010. “Too good to be true”, that is how the renowned market research institute IHS Global Insight headlines its planning conference in June and thus expresses the remaining skepticism in the industry if and how long this development will last.

As of May 2010, 26 percent more vehicles were produced in Germany than in the previous year, for commercial vehicles the increase was actually 38 percent for the same period. Both product groups were again supported by exports, where growth rates of 50 percent were achieved. The dynamic development of the foreign markets therefore had a positive effect on domestic production and thus offset the expected decrease in the German market.

Due to the advanced effect of the environmental premium domestic new vehicle registrations decreased, but the German manufacturers were able to expand their market share to 71 percent. Domestically as well as abroad they were once again able to prove their absolute dominant position as a developer and manufacturer of premium vehicles.

What does the forecast until 2012 look like? A study by the Duisburg/Essen university predicts an increase of global passenger car sales to more than 63 million vehicles in the 3 year period of 2010 - 2012, which are 10 million more than in 2009 and which corresponds to an average growth rate of approximately 6 percent per year (see figure 1). The BRIC states remain the drivers of the growth, predominantly China and India, while the development in the saturated markets in the Triad (Western Europe, NAFTA, Japan) will rather stagnate.

Passenger car sales in 1,000 vehicles						
	2007	2008	2009	2010 Forecast	2011 Forecast	2012 Forecast
USA	16.153	13.247	10.432	12.060	13.145	13.934
China	5.310	5.692	8.381	10.500	11.500	12.547
Japan	4.400	4.228	3.924	4.200	4.220	4.244
Germany	3.148	3.090	3.807	2.830	3.050	3.150
Russia	2.427	2.850	1.466	1.580	2.050	2.380
Brazil	1.975	2.671	3.009	3.150	2.950	2.850
England	2.404	2.132	1.995	2.060	2.130	2.200
Italy	2.511	2.162	2.158	2.090	2.150	2.190
France	2.065	2.050	2.269	2.045	2.120	2.150
India	1.509	1.543	1.815	2.000	2.140	2.290
Spain	1.613	1.161	953	1.090	1.250	1.380
Canada	1.654	1.639	1.462	1.520	1.566	1.597
South Korea	1.049	1.034	1.030	1.190	1.230	1.279
World market	58.811	55.811	52.944	57.135	60.299	63.433
Diff. in %	4.1 %	-5.1 %	-5.1 %	7.9 %	5.5 %	5.2 %

(figure 1)

5 Hypotheses on the Future Growth in the Automotive Supplier Industry

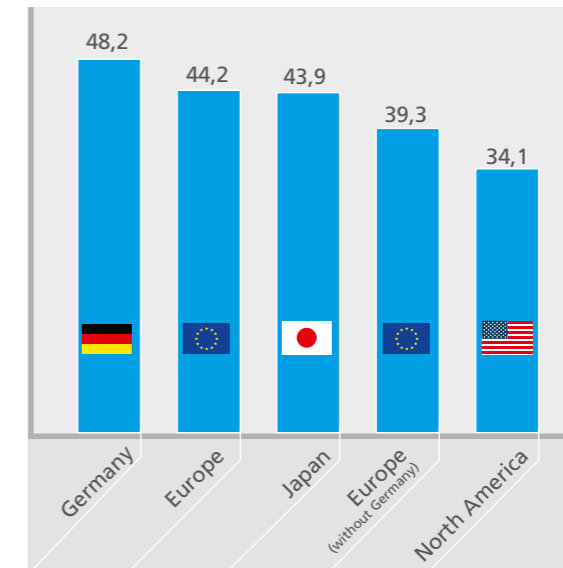
- Capacity utilization** 1 Despite an increase in demand, the problem of excess capacity will not be solved
- New growth** 2 The future growth will not take place in our region
- Technology portfolio** 3 Who focuses on one technology today will be among the losers tomorrow
- Future electromobility** 4 The stage for the development of E-mobility is China, OEM's from the West are under pressure to act!
- Cooperation as business model** 5 15,000,000 less produced vehicles in 2 years force the industry to act

(figure 2)

In addition to the prospect of more long-term growth of the global automotive industry, all experts agree that the development of new markets and the demand for new technologies for vehicles not least with respect to environmental aspects will implicate considerable changes to manufacturers and suppliers. This trend will be drastically reinforced by the increasing global competition. Figure 2 from a study by Price Waterhouse Coopers spells out in five hypotheses the changing framework conditions.

Last but not least due its high innovation potential and its early realized internationalization strategy, the German supplier industry and thus also KIRCHHOFF Automotive feels very well positioned even in the changing scenario. Two illustrations from the study “The Future of the Automotive Supplier Industry: Trends - Perspectives - Strategies” by Management Engineers/FHDW are able to demonstrate its strength.

Performance Index of the 100 largest Automotive Suppliers according to Regions (2008)



(figure 3)

→ Continued on Page 24

According to this study, in an international comparisons (figure 3), German suppliers have by far the highest performance capability and are not only benchmark in the fore, but also receive best average grades (figure 4).

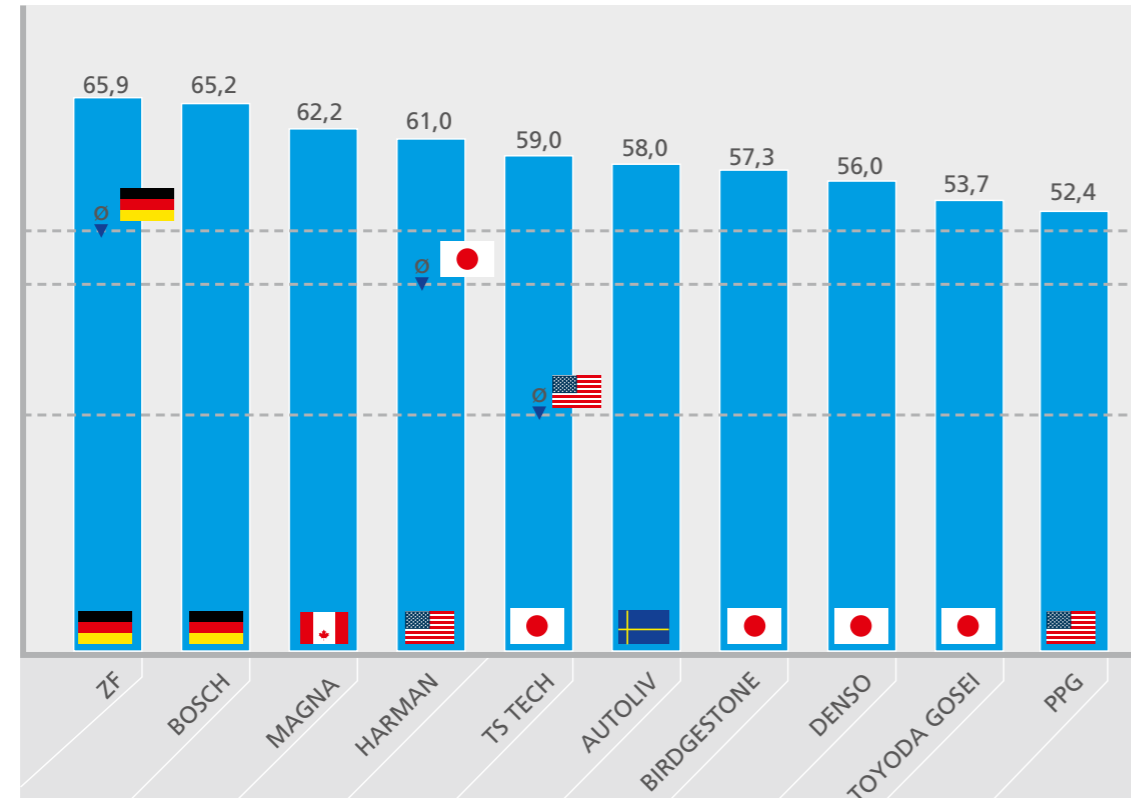
Diversified according to product groups, the suppliers of car body components show the highest performance capability, and KIRCHHOFF Automotive (figure 5) is among them.

The five success factors enumerated in the same study (figure 6) have been realized at KIRCHHOFF Automotive for years and are being expanded strategically.

KIRCHHOFF Automotive: WE.MOVE.FUTURE

Ulrich G. Schröder

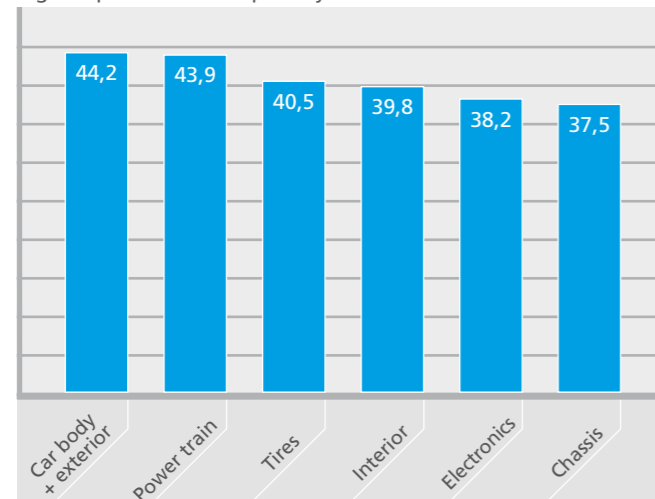
Performance Index Automotive Suppliers 2008 – Top 10



(figure 4)

Performance Index according to Product Groups (2008)

Suppliers of products for car bodies and power train show the highest performance capability.



(figure 5)

Automotive suppliers' resilience in crisis situations is the higher ...

- I the more turnover is distributed to global markets
- II the broader is the customer portfolio
- III the more diversified is the product portfolio
- IV the more flexible are the cost and production structures
- V the higher is the capital to assets ratio

(figure 6)



Not just for boys!

Attendorn/Iserlohn/Osterholz-Scharmbeck. Girl's Day - Day at the companies of the KIRCHHOFF Group

On April 22, 2010, KIRCHHOFF Automotive in Iserlohn, Attendorn and FAUN in Osterholz-Scharmbeck allowed a total of 35 interested female students to peek into the various manufacturing areas.

At KIRCHHOFF Automotive, 13 girls took a peek into typical male professions. Questions like the following were cleared up: What kind of tasks does a tool and industrial mechanic or a machine and systems operator have to fulfill at an international automotive supplier? And furthermore: Which profession can I train for at KIRCHHOFF through an apprenticeship? Very close to the happenings, the KIRCHHOFF Automotive employees and trainees guided the young girls through the production halls, thus passing presses and robots, while at the same time explaining the processes. On the same day, 22 girls and boys were able to lend a hand themselves at FAUN, a waste collection vehicle manufacturer in Osterholz-Scharmbeck. Mostly they were the children or grandchildren of employees, but also some external students were interested in the process of how the large waste collection vehicles are manufactured.

Since it is more than well known that it is easiest to learn something by doing it yourself, the young specialists were allowed to do thread tapping in metal or simulate test processes during quality control. The glimpse behind the scenes and seeing the workplaces of their parents as well as a guided tour through the plant rounded off this eventful day!

Claudia Schauf

Background for Girls' Day

This year, more than 9,600 events took place on the Germany-wide Girls' Day. A new record with respect to visitors, since in more than 122,000 places girls from the fifth grade on could get to know technical, scientific, trade-craft and IT professions. More information: www.girls-day.de



FAUN ROTOPRESS DUALPOWER with diesel-electric hybrid drive

KIRCHHOFF Automotive 2010: Strategic emphases

As securing liquidity was the top priority in the past fiscal year, the upcoming upswing in business now means we have to solidly focus on the future again.

Here, the global trends provide the scope within which to act and provide two sets of questions:

How can our products contribute to solving socially relevant problems such as climate change, sustained mobility, urbanization, and a growing world population that is getting older?

How can we make our processes and products more efficient with respect to the usage of materials and energy and therefore, at the same time, become less demanding on resources and of less weight? To accomplish this we will define the core compe-

tencies of tomorrow as well as deviate the demand on employees human resource development, search the value added chain and look for new, supplemental business segments. Also, flex programs e. g. regarding working times, which we have reasonably used during times of crisis will be advanced even further.

The **research and development activities**, which we did not neglect even in the crisis, are also the drivers for innovation and the products of tomorrow.

We therefore will work even more on **new materials** for composite construction, for body and chassis. Composites of metal and plastics, partially press-hardened structural elements, semi-finished fibre composites (continuous fibre reinforced thermopla-

stic composites), air-hardened steels, aluminium and magnesium among the focal points. We also actively pursue the analysis of the influence of alternative drive concepts such as electro-mobility on the design of the shell structure.

Our **hybrid waste collection vehicle**, named Dualpower, which is the first waste collection vehicle with a diesel-electric hybrid drive, is already on the road.

Starting with the production we will begin a multi-year program to streamline our processes to ensure our lead in the area of costs in addition to that in technology and quality.

Cooperations and strategic alliances help where power alone is not sufficient to maintain the lead

that we currently still have in many technological areas against the upcoming regions, in particular the BRIC states (Brazil, Russia, India, China).

While searching for future successes, we are happy to engage in a dialogue with our customers and employees.

Arndt G. Kirchhoff



Siegerlandhalle



KIRCHHOFF Automotive at the 63. International Trade Fair for Utility Vehicles

NRW Day in Siegen 17th to 19th September 2010

❖ SIEGEN is pulsating! The city celebrates the state birthday

Hundreds of thousands of visitors are expected in Siegen for the NRW Day celebration being held from 17th to 19th September, 2010. Apart from music, theater, and dance, a particular highlight of the event will be an Automotive exhibition in the Siegerlandhalle. Automotive suppliers from South Westphalia can present their performance capability to a broad public here.

Under the motto “We make the future”, the region will show itself as core region of the medium-sized automotive supplier industry, which with its some 200,000 employees is one of the most important industries in the state of North Rhine-Westphalia. Thirty percent of German supplier firms are located in our state, and 85% of these about 800 companies are medium-sized.

Many of them, including KIRCHHOFF Automotive, are located in South Westphalia, and thanks to their innovation capability make a critical contribution to safeguarding the competitiveness of local industry in the state.

Here it's a matter of course that aside from SIHK and Autocluster NRW, KIRCHHOFF Automotive is also actively supporting preparations for the NRW Day and will be represented at the economic exhibition with a 100 m² booth in the large hall of the Siegerlandhalle.

Apart from the presentation of participating companies, visitors will also be able to admire an old-timer exhibition in the hall, a racing car of Siegen University, and a passenger car bodyshell from KIRCHHOFF Automotive. Likewise economic exhibition will offer interested schoolchildren, students, and job-seekers the chance of informing themselves about training and career opportunities in the exhibiting companies, or to apply directly for jobs in a relaxed environment.

The motto of the exhibition, “We make the future”, is continually given proof of in the region: entrepreneurial initiative, craftsmanship, superb professional training and a continual exchange between research and practice are the keys to success, and our guarantee for a prospering economy in South Westphalia.

The exhibition will be open on Sept. 18th and 19th from 10am to 6pm – admission is free.

The city of Siegen and KIRCHHOFF Automotive look forward to seeing you there.

More information about the NRW Day in Siegen on the internet at <http://www.siegen-pulsiert.de>

Sabine Boehle

WE. DEVELOP. TRUCK INNOVATIONS.

❖ Commercial vehicles: EFFICIENT, FLEXIBLE, FUTURE-PROOF

Under this motto the NKW IAA 2010, takes place from September 23 to September 30, 2010, in Hanover (Germany), as an important milestone for the commercial vehicle industry on its out of the crisis.

KIRCHHOFF Automotive again presents itself in **Hall 13, Booth C 44** and will mainly present product innovations from the following areas:

- **Research and development n the field of shell structures for cab assembly and chassis.**
- **Newest technologies in the field of car body light weight construction**
- **Full service activities for the customers world-wide.**

“At this IAA we will show what important services commercial vehicles provide for society, economy and consumers”, emphasizes VDA President Matthias Wissmann emphasizes in his preview. As a development supplier for the metal structure area of commercial vehicles, KIRCHHOFF Automotive showcases its appearance under the motto:

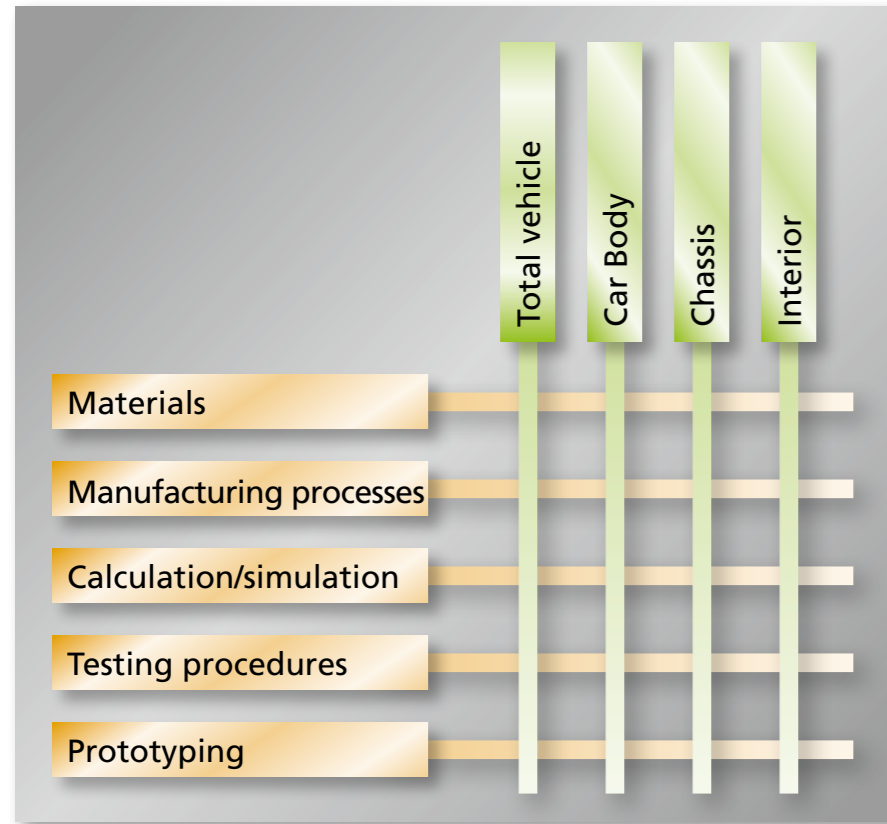


WE.DEVELOP. TRUCK INNOVATIONS. You can to find more information about the IAA on its official website, www.iaa.de. We take pleasure in welcoming the customers and friends of our company already now at the KIRCHHOFF booth and are looking for your visit.

Sabine Boehle

Linking competence in research and development with each other

Concentrating automotive suppliers' strengths in the Automotive Center Südwestfalen (ACS)



Hardly any industry currently is affected by such great changes as the automotive industry. Due to the shift in the value creation during the past few years, this applies in particular to the supplier companies, an industry that employs more than 30,000 people in South Westphalia.

Where will the automotive industry in South Westphalia stand in 2015? The future study "Competitiveness of the Automotive Supplier Industry in South Westphalia in 2015" that was commissioned by the University of Siegen deals with just this question.

More and more often, automotive suppliers are being challenged in terms of development activities, automotive suppliers are being challenged ever more. The reason for this is, among other things, the demand for a more environmentally friendly way to be mobile, which leads to an ever higher speed of

innovation. In the future, this will require that suppliers have clearly more expertise in research and development, with respect to automotive systems knowledge and interconnectivity. This expertise is essential for bringing in orders, for project management and for the ability to innovate, which is increasingly gaining in importance.

The study shows several ways in which these high requirements can be met in the future. To do so, it is necessary to concentrate on networking and knowledge in an automotive centre.

The goals of the Automotive Center Südwestfalen are:

- Expansion and deepening of the cooperation between universities and the economy in the region.
- Strengthening the ability to innovate of the automotive supplier companies in the South Westphalia region
- Provision of Making infrastructure for on-site research and development
- Trend analyses and scouting for technology
- Qualifying the experts in the area of future technologies

In cooperation with the University of Siegen and the Fachhochschule Südwestfalen, a team of experts consisting of representatives of successful companies in the region has worked out a concept for how an **Automotive Center Südwestfalen** should be designed with regard to contents in order to achieve these goals. The chart shows possible focal points for the ACS so that it benefits the customer

The prime objective is to achieve a preferably effective support from a large number of suppliers, so that this contributes to help ensure the competitiveness of the companies located in South Westphalia.

Christoph Wagener



Joy about the award KIRCHHOFF Automotive received as GM Supplier of the Year 2009 (from left to right): J. Wolfgang Kirchhoff (COO KIRCHHOFF Automotive), John Calabrese (Executive Director Global Chassis GM), Arndt G. Kirchhoff (CEO KIRCHHOFF Automotive) and Ralf Hünerfeld (Executive Director Structures and Closures GM)

Once again, GM and Opel declare KIRCHHOFF Automotive to be worldclass

KIRCHHOFF Automotive was selected Supplier of the Year 2009 in Detroit as one of only three German automotive suppliers

It was already the seventh award that KIRCHHOFF Automotive could receive across the Pond.

The purchasing managers Ralf Hünerfeld, Executive Director Structures & Closures, and John Calabrese, Executive Director Global Chassis, handed over the award of the "Supplier of the Year" to the Managing Partners, Arndt G. Kirchhoff and J. Wolfgang Kirchhoff.

Of 20,000 suppliers worldwide, 76 companies were honoured, of which eleven were from Europe, 37 from the US and 28 from Asia.

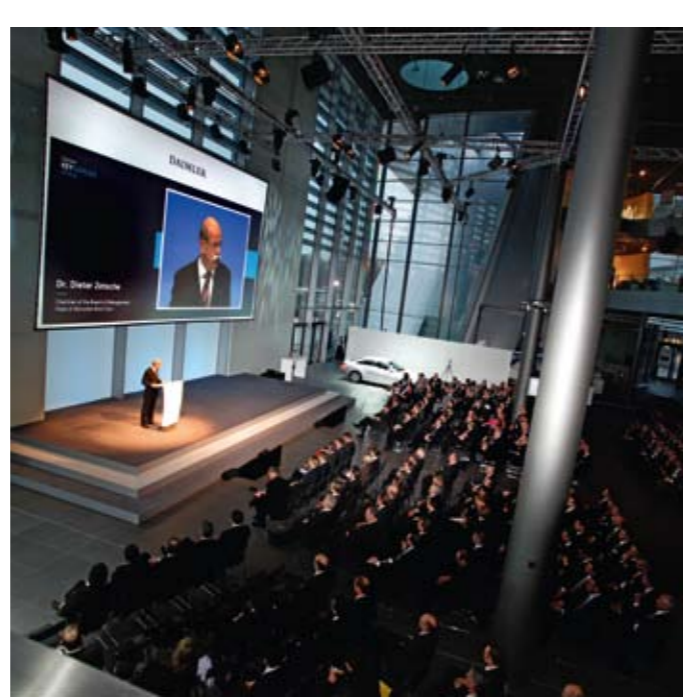
The automotive industry is showing more confidence again shortly after the successful start of the new Opel Astra. By flexible adjustment of working hours, KIRCHHOFF Automotive succeeded keeping the number of employees at the same level as before the crisis. During the crisis, the investments for education as well as research and development were even increased.

Kerstin Rinscheid





Stefan Buchner and Andreas Renschler congratulate Arndt G. Kirchhoff, Managing Director of the KIRCHHOFF Group (photo: Daimler AG)



Dr. Dieter Zetsche, Chairman of the Board and chief of Mercedes-Benz Cars during his key note speech to his suppliers (photo: Daimler AG)

“The Best or Nothing”

🔗 KIRCHHOFF Automotive is Daimler Supplier of the Year



The successful Mercedes commercial vehicle team (from left to right): Arndt G. Kirchhoff, Managing Partner, Knut Stinn, Dieter Wlochowicz, Eckhard Rubarth, Peter Kowalczyk and Jens Schragner

During the second Daimler Key Supplier Meeting in the Mercedes Benz Center Stuttgart, the top management of Daimler AG honoured the services of the suppliers for the past year. The highlight of the event was the awarding of the Daimler Supplier Awards to the best suppliers, which also included KIRCHHOFF Automotive.

Above-average performance with respect to quality, costs, on-time delivery as well as technology and innovation were evaluated. In addition, values such as fairness, reliability and trustworthiness were emphasized.

Here, KIRCHHOFF Automotive was able to shine and, among other things, had been able to help Daimler with know-how early on in the development phase of new products. Thereby, KIRCHHOFF Automotive always has a solution in mind that is best in terms

of technology and economics. The reward was that KIRCHHOFF Automotive received an award in the category of Trucks and Busses Chassis Parts.

Dr. Dieter Zetsche, Chairman of the Board of the Daimler AG emphasized in his speech that there is reason for optimism with respect to the recovering economy, after the past dismal year that had not been easy. The challenge for Mercedes and its suppliers at Daimler Trucks is to implement the tightest product plan of its history in the immediate future. “So you see: We have set high goals for ourselves and I do not need to tell you that great opportunities and challenges are linked with our plans - for us and for you”, said Zetsche. **“Our goal is the best or nothing. We expect that from ourselves, and also from you”, said Dr. Zetsche, referring to the further development of the cooperation of Daimler and its partners.**

KIRCHHOFF Automotive being honoured with the 2009 Daimler Supplier Award was a particular joy to Arndt G. Kirchhoff, Managing Partner of the KIRCHHOFF Group. “Especially during the past year we always had the feeling that we were acting in concert with Daimler and pursuing the same goals – driven by the conviction that, in the end, we will have the best solution.”

Knut Stinn/Kerstin Rinscheid



Reason for joy: The three best Suppliers of the Year 2009 were honoured in Iserlohn (Germany) in April

The Best of the Best

🔗 KIRCHHOFF Automotive awards Suppliers of the Year

KIRCHHOFF Automotive Deutschland was the first: With the award “Supplier of the Year” the three best suppliers of 2009 were honoured in a ceremonial setting on April 13, 2010 in Iserlohn. Shortly thereafter, the same ceremony also took also place at the plants abroad.

In his greeting remarks, Wolfgang Kirchhoff, Partner and COO of KIRCHHOFF Automotive, mentioned the importance of the automotive industry for the German economy and emphasized the trend-setting strategies of the company KIRCHHOFF.

The appointment as “Supplier of the Year” per product category is based on the yearly average of the monthly supplier evaluations. This is the result of the evaluation of the quality logistics and service performance, as well as the status of the quality and environmental management systems. An internal committee comprised of purchasing, quality manage-

ment and logistics selected on this basis the respective best suppliers of the year 2009 for the sites of KIRCHHOFF Automotive.

Klaus Lawory, Group Purchasing Director, honoured the outstanding superb performances of the excellent companies and thanked them, also in the name of the management, for their good cooperation. “The award is also intended to serve as an incentive to further expand the partnership with KIRCHHOFF Automotive and therefore also in the future take a leading role among the best suppliers. **We pursue this goal, to enter into a working relationship with these companies that is even more intense, and which can start already in the area of developing new assembly groups and production solutions”, emphasized Klaus Lawory emphasized.**

Klaus Lawory/Sabine Boehle

	Product category	Company name
GERMANY	Raw material	Salzgitter Flachstahl GmbH (Salzgitter)
	Bought-in parts	Acument GmbH & Co. OHG (Neuss)
	Contract processing	Heinz Arens GmbH (Attendorn)
POLAND	Raw material	Voestalpine Steel Service Center Polska (Mielec)
	Contract processing	KTL. PL Sp.zo.o.
PORTUGAL	Raw material	Oscacer (Ovar)
	Bought-in parts	Electrofer (Ovar)
	Contract processing	Electrofer
HUNGARY	Raw material	Voestalpine Stahl Service Center GmbH
	Bought-in parts	KVJ Művek Zrt
	Contract processing	Kenvéd Kft.
UK	Raw material	Steel & Alloy

A nighttime photograph of a cityscape in Berlin. The Fernsehturm tower is prominent on the left, illuminated with blue and red lights. In the center, a large, modern building is brightly lit from within. To the right, a row of multi-story buildings with many lit windows stretches across the frame. In the foreground, a canal or river is visible, with a bridge crossing it. The water reflects the lights from the buildings and the tower. The sky is dark, and the overall atmosphere is vibrant and modern.

ENERGY MASTERS in Berlin Implementing a more efficient way of saving energy

The third annual ENERGY MASTERS conference, which is a groundbreaking forum for innovative energy management at companies, took place in Berlin from March 16 - 18, 2010. Using case studies and presentations by speakers from research and industry, it was shown how systematic energy management helps to lower energy use considerably and therefore to counteract rising energy costs. This

includes efficient energy controlling as well as an efficient use of energy and the best possible purchase of energy. A lot of progress has been made during the past years, but despite that, there are still hidden potentials of saving energy not only in Germany, but also in our company. About a quarter of the current energy used can be saved using today's technology. The market for innovative, energy-efficient products will continue to grow in the future. KIRCHHOFF Automotive intends to have its share of this.

Uwe Suchland



Manufacturing: Competence Centre net has been expanded further

🌐 Global presence of KIRCHHOFF Automotive: With 17 plants in nine countries a customer has always a competent partner near by

For complex projects to be realized quickly and competently also in China, an additional KIRCHHOFF Automotive Manufacturing Competence Centre was opened in November 2009 under the management of Qinglin Lv. With Mrs. Lv, who has been working successfully in different leading positions in the automotive industry for many years, we were able to win an experienced mechanical engineer for our company. Under her leadership, among other things, all machines and systems for the new site in Chongqing were purchased and made operational.

We wish Mrs. Lv great success in her new job and happily welcome her in our company.

Armin Berthold



Mechanical engineer Mrs. Qinglin Lv, Manager of the Manufacturing Competence Centre in Chongqing, is married and has two adult children

From the very first under series conditions

Technical Development & Corporate Manufacturing Engineering



Robot cells equipped with the most modern equipment for MAG welding processes work on prototypes and pre-series parts using the arc-welding process

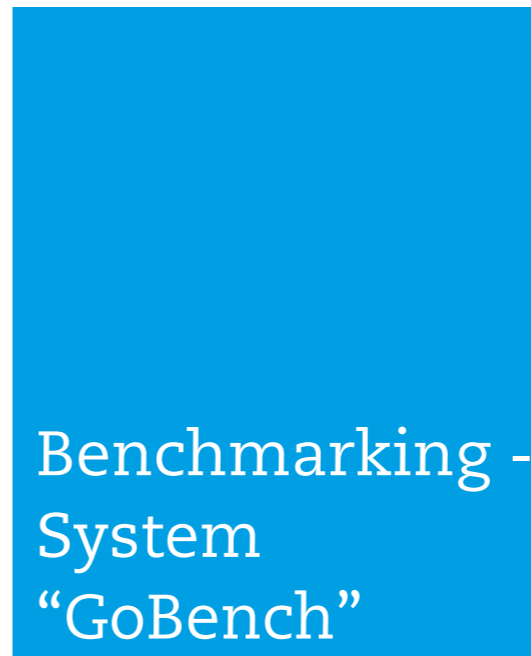
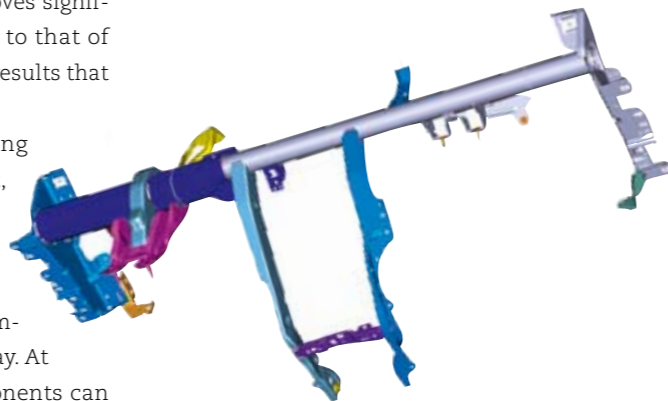
Since December 2009, prototypes and pre-series can be arc-welded at KIRCHHOFF Automotive in two differently equipped robot cells under series conditions.

The utilization of this close-to-series production technology, parallel to the development phases of new modules, makes it possible to check every development step for its suitability for series production. All the knowledge gained can immediately be integrated back into the further development of structural elements, processes and equipment development. The quality of the produced prototypes improves significantly and approaches more and more to that of series status, which makes the validation results that were gained substantially more accurate.

Three development areas are cooperating successfully here: Product Development, Process Development and Manufacturing Engineering. For example, the weldability of high and highest tensile materials is analyzed and process secure parameters are defined in a product relevant way. At the same time, various hardware components can be tested if they can be used in the series process. Test engineers and process developers accompany

the individual projects in this manner, until they are ready for series production and can be handed to a production site.

Armin Berthold



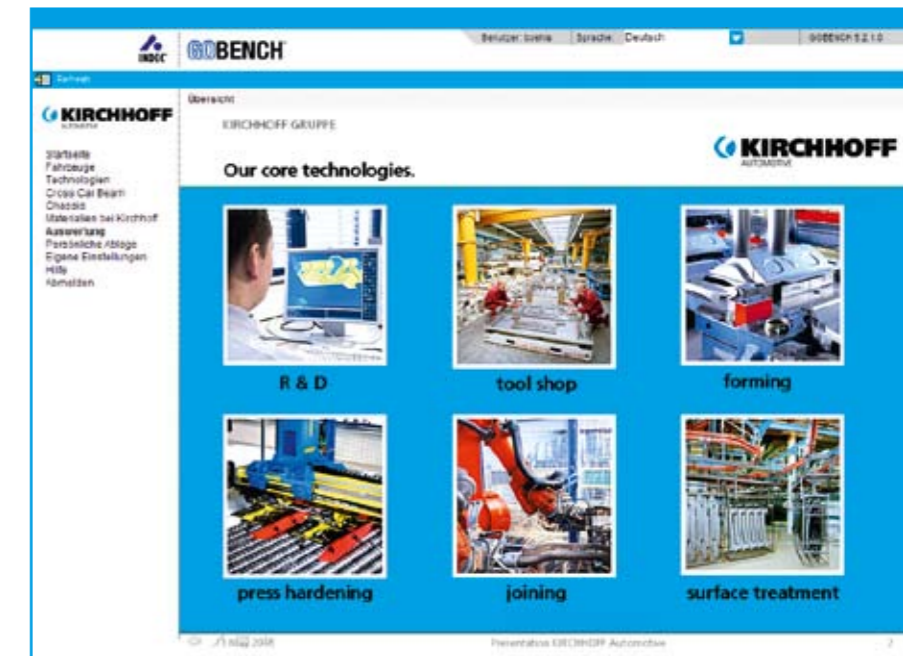
“Go Bench” is an instrument to compare products, which primarily is intended for design benchmarking, but which can also compare functions and characteristics. Among other things, it can be used to analyze competitive products and to early recognize the trends of the automotive manufacturers.

Born from the original wish for a product data bank, a market research of the available systems was carried out at the beginning of 2009.

In addition to evaluating the systems for their suitability regarding the functionality desired by KIRCHHOFF Automotive, the purchasing costs as well as the maintenance costs for the systems to be considered were at the fore.

In the end, two systems were shortlisted, that a team consisting of four KIRCHHOFF employees were allowed to see in action at Hella in Lippstadt for one and for another, at Johnson Controls in Burscheid.

Then, in the final evaluation, the decision was made for “GoBench”, which at first and with immediate effect is available to KIRCHHOFF Automotive Deutschland’s Sales & Technical Development department. Expanding it at a later date to the sites abroad will be possible without any problems. The system can be accessed from any computer with access to the KIRCHHOFF Intranet.



The comparison and analysis functions of “GoBench” enable the development departments as well as the customer teams to specifically adapt to the technical solutions preferred by the customer.

In addition, the alternative solutions available in the relevant segment can be used for comparison. The corresponding inquiries can be configured by the customer teams or the product managers individually, and can also be exported into Excel for further processing. The user can change and supplement the available data entry fields and the selection lists at his option.

Two product pools are used to start out with: car body parts and instrument panel supports, the so-called cross car beams – both core products of KIRCHHOFF Automotive. An additional product pool is planned for the second half of the year. In addition, entry options for material parameters are also planned.

The introduction of “GoBench” is yet another contribution to increasing the competitiveness and strength of innovation of KIRCHHOFF Automotive.

Stefan Michler



Occupational Health and Safety Report 2009

Measures regarding Occupational Health and Safety are paying off

The trainings on occupational health and safety that were carried out in the past years internally as well as externally by the professional association are bearing first fruit:

In comparison to the numbers of 2009, the German sites of Attendorn, Iserlohn, Olpe and Saarwellingen showed only a small change measured against the danger risks within our production, with 15 accidents at the Attendorn site and 12 accidents at the Iserlohn site.

For this reason, we are striving to implement an occupational Health and Safety management system

for KIRCHHOFF Automotive Germany for 2010 that is based on the OHSAS 18001 (Occupational Health and Safety standard).

Our employees may view the complete Occupational Health and Safety Report in K>MOBIL Online under the tab Documents Occupational Health and Safety/ Environment/Reports or upon request in the Occupational Safety and Health Department.

In general we were able to show a decrease in the work and travel accidents during the past five years (see charts 1 + 2).

Uwe Suchland

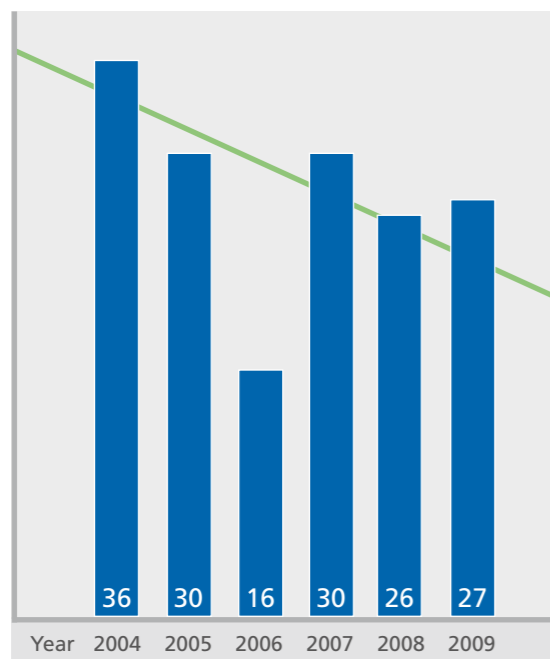


Chart 1: work accidents

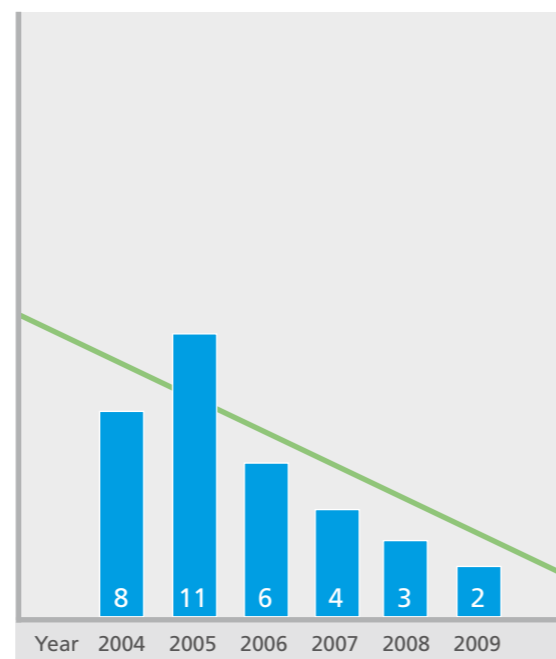


Chart 2: travel accidents



Environmental protection report 2009

Responsible handling of the environment

The Environmental Report 2009 provides information about the successes in the area of energy and material efficiency at KIRCHHOFF Automotive Deutschland.

What is interesting here are also the effects of the economic developments that are reflected in the "crisis year" of 2009 in our assessments:

For example, as a result of making the environmental bonus public, there was a distinct increase in the number of units produced and energy use at the Saarwellingen site, after sales plunged in February 2009 (see chart 1).

In addition, the decrease in the fuel usage in company vehicles must be mentioned as another positive

item (see chart 2). However, the number of kilometres driven per year is still enormously high.

Who would have believed that the number of kilometres driven per year by all KIRCHHOFF vehicles in the company pool is sufficient to encircle the earth almost 90 times?

The complete Environmental protection report can be seen in K>MOBIL Online under the tab Documents Occupational Health and Safety/ Environment/Reports or it can be viewed in the Occupational Health and Safety Department upon request.

Uwe Suchland



Chart 2: fuel use for company vehicles

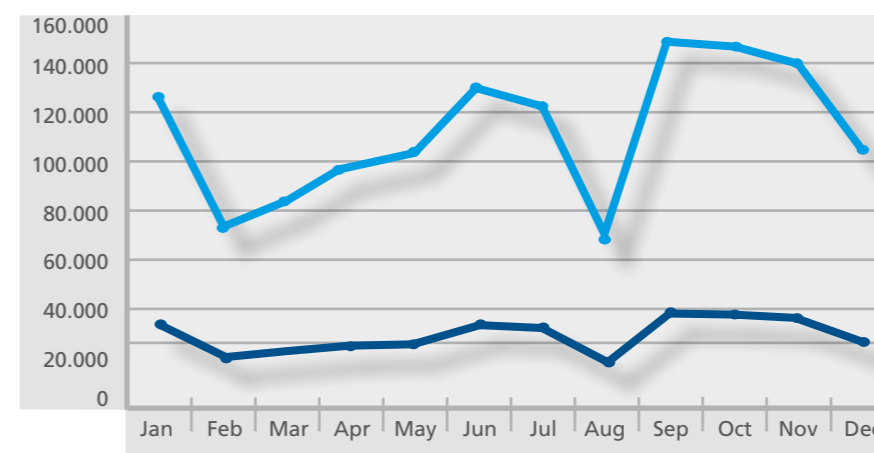


Chart 1: energy used at the Saarwellingen plant

— kWh
— Number of units

Best Development Supplier 2009

❖ Suzhou. KIRCHHOFF Automotive receives award from Changdan-Ford-Mazda



Since October 2007, KIRCHHOFF Automotive Suzhou has been supplying the front bumper assembly to Changdan-Ford-Mazda (CFMA) for the B2 platform, which is the basis for the Fiesta and Mazda 2 models. Both vehicles are produced at CFMA in Nanjing.

Since the beginning, KIRCHHOFF Automotive China cooperated closely with CFMA in the development of new components, the nationalization of parts and the allocation of services and manufacturing and has completed all the projects that were initiated on time and to the fullest satisfaction of our customer.

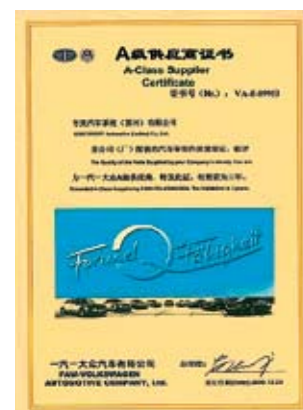
Since the beginning of production in 2009, CFMA's production in Nanjing has, in terms of volume, increased steeply by multiples. KIRCHHOFF Automotive Suzhou was always able to meet the increased calls with all the accompanying qualitative and quantitative requirements, on time, and was still able to react to any required changes. In addition, CFMA was very taken by our comprehensive and quick information.

Due to the outstanding work by our Chinese team, CFMA Nanjing praised KIRCHHOFF Automotive Suzhou in its supplier conference at the beginning of 2010 by rewarding us with the "Best Supplier 2009 in an Emerging Economy" award.

Daniel Cheng/Stefan Leitzgen

Award as an A-Level supplier

❖ FAW-VW/Audi awards KIRCHHOFF Automotive



On December 23, 2009, FAW-VW/Audi awarded KIRCHHOFF Automotive Suzhou as an A-Level supplier. Driven by the desire for continuous improvement and permanent customer satisfaction KIRCHHOFF Suzhou cooperated with the central Audi S&TD Team to achieve outstanding results in six important areas of activity: supplier management, qualification of personnel, production processes, logistics management, failure analysis and customer satisfaction.

KIRCHHOFF Automotive Suzhou has been producing and supplying the rear spring suspension bracket for the FAW-VW Audi models A4 and Q5 since the middle of 2008. This very complicated assembly is classified as a safety part.

The KIRCHHOFF Automotive plant in Suzhou was opened only shortly before the production of this part started. To date, a C-Level grade was the best that the team was able to achieve in the past.

After toiling mightily for one year, KIRCHHOFF Automotive Suzhou was upgraded to a B-Level supplier in September 2009. For their continuous efforts in fully meeting customer expectations, the KIRCHHOFF team was now finally able to achieve the highest recognition from the FAW-VW/Audi auditors.

Daniel Cheng/Stefan Leitzgen

Second site in China

❖ Chongqing. New assembly plant

At the end of 2009, KIRCHHOFF Automotive China received the order confirmation for welding assemblies from CFMA, a Ford/Mazda joint venture in Chongqing. In order to meet its obligations to its customers, KIRCHHOFF Automotive is currently building a new Just in Time assembly plant in the vicinity of the city of Chongqing estate located close to the production site planned by CFMA was chosen for the site. The preparations for the construction of the new KIRCHHOFF Automotive plant started in April 2010, its completion is planned for November 2010. The production area of 4000 m² will be equipped for welding and assembly processes. The installation of the new production equipment, which was exclusively purchased locally in China, will be completed before the end of 2010.

The acquisition of employees has already begun. At first, this process will concentrate, on hiring a resident engineer, who after intensive job training is to coordinate the progress of the project very tightly.

Daniel Cheng/Stefan Leitzgen



The city of Chongqing with its 30 million inhabitants at the mouth of the river Jialing into the Yangtze

New forming technology

❖ Suzhou. Press hardening also in China

In the scope of the global KIRCHHOFF Automotive manufacturing alliance, the forming technology of press hardening that has already been introduced successfully in Germany at the Iserlohn plant will, successively be transferred also to other production plants of our company group.

The first transfer of this technology into a non-European country is currently carried out in our plant in Suzhou in China.

Fundamentally, the press hardening technology consists of heating high and highest tensile steels to more than 900 degrees Celsius and the subsequent forming process during which the material is cooled to normal temperature again. After this treatment, the final product has an even higher tensile strength than the original material.

In the first instance, this technology is applied under the subject heading of light construction in the chassis of a vehicle and is suitable for all metal structures within the chassis that must prove to have a high crash resistance, such as bumper systems and side impact protection. The advantage of the higher tensile strength goes hand in hand with a far lower weight as compared to traditional materials and traditional forming processes.



Introducing this technology in our plant in Suzhou in China emphasizes the obligation of KIRCHHOFF Automotive to offer its latest technologies also to its Chinese customers, thus to enable them to build vehicles that are more efficient in their fuel consumption and have a higher safety factor.

Daniel Cheng/Stefan Leitzgen

KIRCHHOFF Automotive Japan – nearby the customer

📍 Hamamatsu. The latest sales and development office



The new KIRCHHOFF Automotive spearhead in Japan: Masamitsu Suzuki (l), Senior Engineer Manager and Kenji Fukuyama, Representative Director S&TD Japan



The KIRCHHOFF Automotive Team for marketing in Japan (from left to right): Istvan Redai (Customer Team Suzuki), Janusz Sobon (Executive Vice President CEE), Dr. Thorsten Gaitzsch (Executive Vice President S&TD), Kenji Fukuyama (Representative Director S&TD Japan), Waldemar Zasowski (Customer Team Suzuki) and Masamitsu Suzuki (Senior Engineer Manager) in front of the new office building in Hamamatsu

Without a doubt, the selection of the site was intentional: Under the name of KIRCHHOFF Automotive Japan K.K. our office in Hamamatsu/Japan started operations in February 2010. In addition to our two production plants in Suzhou and Chongqing in China, this is our third site in Asia.

Why Japan?

The headquarters of Suzuki, one of the most important customers of KIRCHHOFF Automotive, are in Hamamatsu. The proximity of the site enables us to react to customers' requirements more quickly and better.

The main purpose of the activities of KIRCHHOFF Automotive Japan lies in supporting the Suzuki customer team in expanding and growing the operations and in strengthening the position of KIRCHHOFF Automotive as a worldwide supplier. We aim to build new relationships with other important Japanese automotive manufacturers and believe, that in the immediate future, KIRCHHOFF Automotive will achieve this objective.

In addition, the task of the sales and development office in Hamamatsu is to support the creation of prototypes and the acceptance of tools manufactured in Japan and Korea for KIRCHHOFF Automotive.

We cordially welcome Mr. Fukuyama and Mr. Suzuki to the KIRCHHOFF Automotive team and wish them both a lot of success in their new job.

Janusz Sobon



Are happy about the evaluation as supplier in the best category by Suzuki: Laura Utassy (Inside Sales Representative Suzuki), Istvan Redai (Key Account Manager Suzuki/Sales Manager KIRCHHOFF Hungária), Peter Kadar (Project Engineer Suzuki) and Balazs Zoltan (APQP Project Planner)

Successor model to the Suzuki Swift

📍 Esztergom. Also the successor model of the current Suzuki Swift is also being built in Esztergom/Hungary

After KIRCHHOFF Automotive received the official confirmation in November 2008 that the successor model to the current Suzuki Swift will also be build in Esztergom/Hungary, KIRCHHOFF Hungary in close cooperation with the central departments of KIRCHHOFF Automotive immediately began with planning the design of the production rooms and the acquisition of tools and machines. For this project we invested mainly in new machines. The production for this purpose is mainly carried out at the KIRCHHOFF Automotive sites in Hungary and Poland.

To strengthen the global competence network built up under the management of Central Manufacturing Engineering there will henceforth be a CME engineer in Hungary as well.

In the second step, the required tools are purchased internationally, while taking tight quality and cost aspects into consideration. The specifications required for this are set by the international CME team members from Hungary, Poland and Germany. In the assembly department, the project comprises a

total of 30 assemblies, for which new welding robot cells were installed at the Hungary production site.

The start of the project was successful, thanks to the international cooperation of KIRCHHOFF Automotive project and production engineers. The changeover of the Suzuki key account management to KIRCHHOFF Hungária is another advantage for the timely and on-budget completion.

It is KIRCHHOFF Hungária's declared goal to maintain the usual high-level standard performance at KIRCHHOFF Automotive in distribution, production, logistics and quality after the start of production. Suzuki honoured this achievement in its latest supplier evaluation by classifying KIRCHHOFF Hungária as an A-Level supplier – yet another reason for joy.

Szabolcs Solyom



Since February 2010 running in series production: the rear underbody of the Astra Kombi

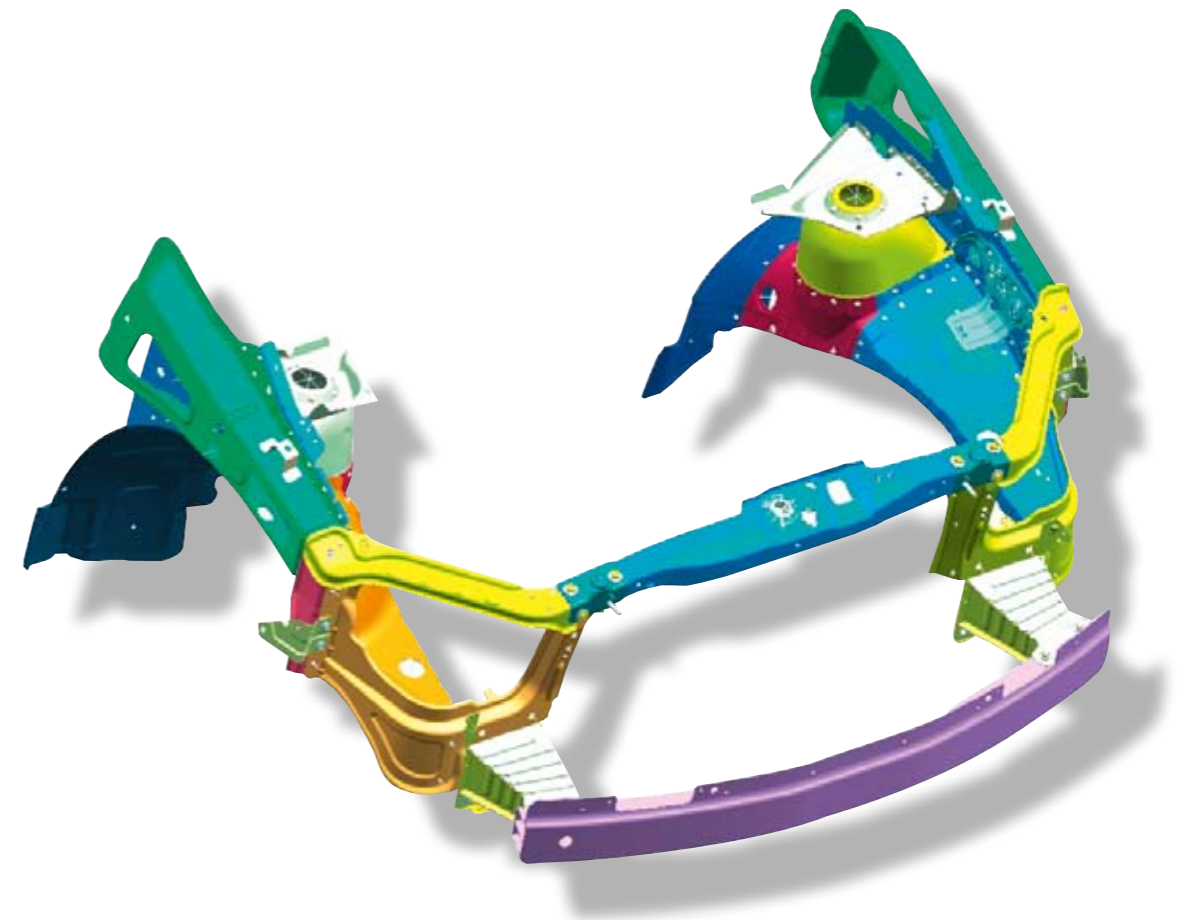
Underbody for Opel Astra Kombi

Meinerzhagen. New production site

In Meinerzhagen, a new KIRCHHOFF Automotive site, the production of the rear underbody for the current Opel Astra Kombi was started up. The two leased halls are separated into a production hall and a logistics hall. The manufacturing line is set up in the production hall on about approximately 3,200 m². The complete manufacturing line is comprised of 67 welding and handling robots, approximately 900 welding points and 22 welding studs are set. The neighbouring logistics hall, with approximately 4,700 m² is used to store the individual single and finished parts.

With a team of colleagues from Iserlohn and Attendorn, we received the quality release for this complex assembly group from Opel within the shortest period of time and have started series production and delivery at the beginning of February. In an impressive manner, this project has shown what expertise is available at our sites to implement projects of this size successfully. It was helpful in this case that the team was able to rapidly tap the experience of our Polish colleagues who had already installed a similar manufacturing system at the end of last year for Opel in Gleiwitz.

Frank Buchholzki



The missing piece of the puzzle for the complete vehicle

Zaragoza. Short paths fructify make the cooperation of Opel and KIRCHHOFF

With the start of the new Meriva in April 2010 at Opel Zaragoza in Spain, also KIRCHHOFF España was able to expand its product portfolio considerably. Not only does the plant deliver the front end structure, as it already did for the previous model, but for the first time also a complex assembly for the body in white: the front wheel housings. The assembly, which consists of eleven individual parts, is produced with more than 80 welding points using the latest robot welding cells. However, the greatest challenge was in coordinating the individual parts, the so-called matching, and the subsequent matching to the body in white. Intensive team work between the KIRCHHOFF employees, the OPEL employees from the Zaragoza

plant and the colleagues from Manufacturing Engineering in Rüsselsheim was required to solve this complicated task successfully. Communication is an important factor for successful cooperation. Due to the spatial closeness of the two plants – Opel Zaragoza is only a stone's throw away from KIRCHHOFF España – quick reaction was always possible due to the short distances and the team was able to coordinate the matching promptly. The finished parts as well travel only short distances: they move just in time directly to the assembly line in the Opel plant, where they are installed in the body in white.

Dr. Miguel Tena

Spontaneous relief action:

✦ KIRCHHOFF employees and Works Council support flood victims in Poland



For the second time this year the rivers Oder, Wisłoka and Weichsel have overflowed their banks in June in our neighbouring country Poland, thus leaving a trail of destruction. Houses have been destroyed, flats have become uninhabitable, furniture and household effects have become unusable.

More than 50 employees of the KIRCHHOFF plants in Gleiwitz and Mielec are so badly affected by the flooding that they are practically faced with ruin.

In a spontaneous relief action, KIRCHHOFF Polska has immediately provided assistance: the affected employees have been released from work with continued payment so that they can make their flats habitable again as soon as possible. Other colleagues have the possibility of energetically giving assistance during their work time. Necessary every day commodities, clothes and food and even a complete mobile home were provided, financial resources were placed at their disposal.



Also Management and works council of KIRCHHOFF Automotive have immediately committed their help and support the affected employees with funds. For solidarity donation, an account has been set up:

Account holder:	KIRCHHOFF Automotive Deutschland GmbH
Bank:	Postbank Dortmund
Account number:	0 005 682 467
BLZ:	440 100 46
IBAN:	DE25 4401 0046 0005 6824 67
BIC:	PBNKDEFF
Purpose:	Polen Hilfe

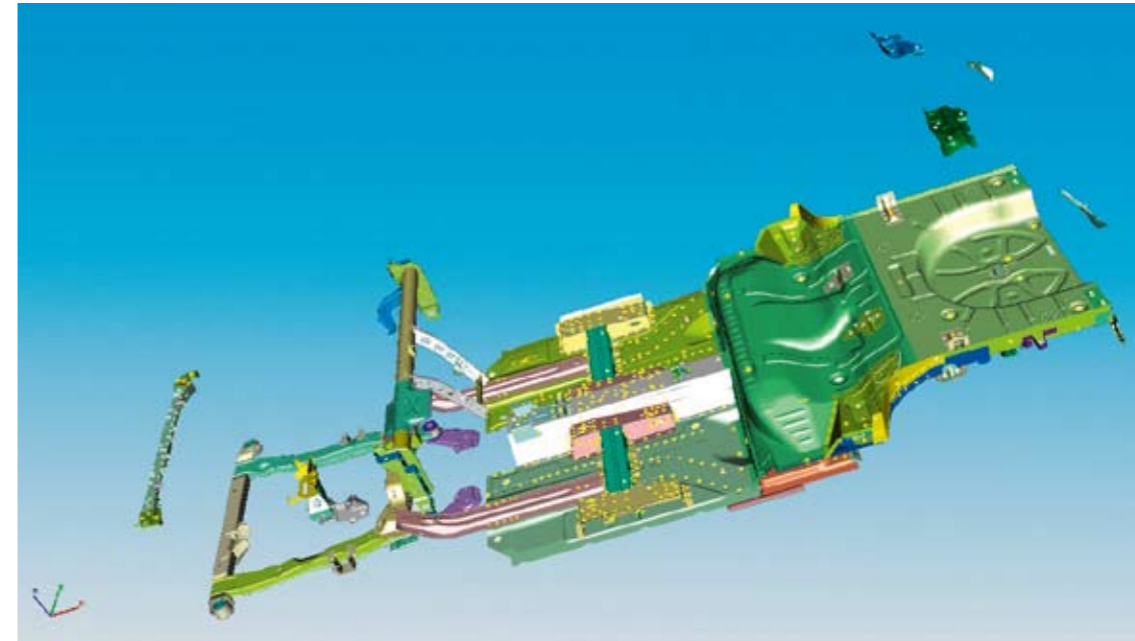
These relief measures can help our affected colleagues over the initial emergency. Already today we want to heartily thank you for your support!

Ulrich G. Schröder



Securing the future with the new Opel Astra

✦ Gleiwitz. Assembly of the underbody with new welding technology



The latest technology: For the first time, the twin wire welding method was applied in Gleiwitz

Since September 2009, the fourth generation of the Opel Astra has been produced at the GM sites of Gleiwitz in Poland and Ellesmere Port in England. Six months after the start of production sales figures are increasing continuously.

Therefore, the Gleiwitz site of KIRCHHOFF Polska is of particular importance for the Opel plant of General Motors Manufacturing Poland (GMMP): Our plant in the immediate vicinity of the customer, Opel Gleiwitz, was selected as just in Time supplier for large subassembly groups for the body, chassis and the interior. Cross car beams and engine cradles as well as front and rear floor panels are produced.

Efficient teamwork and intense communication between the development and central manufacturing departments in Attendorn and the experts from the Polish plant allowed the simultaneous introduction of these complex products' manufacturing. The good cooperation of the Polish experts from Gleiwitz and the respective expert departments of GME in Rüsselsheim ensured a smooth production start.

The previous square footage of our plant in Gleiwitz had to be enlarged to the twofold size to realize the new Astra assemblies' production. Modern production lines were installed to carry out MAG and spot welding processes using the latest technology. For the first time, the twin wire welding method was used in our plant. In addition, an e-coating machine at latest technology, which applies the best color systems that are currently available on the market, was set up.

The production number will continue to increase in the course of the year with the introduction of the Astra Sports Tourer. The full planned production is anticipated to be reached in 2012, when also the three-door Astra and the Zafira are produced in Gleiwitz.

Janusz Sobon/Silvia Rauterkus



Welding cell for the new Peugeot cross car beam

KIRCHHOFF France looks confidently into the future

Ymeray. The cross car beam for the PSA 208 will be produced in the new JIT plant

The employee benefit plan that was started in September 2009 within the framework of the restructuring of KIRCHHOFF France was completed at the end of March 2010. Sales of assets and material stock that are no longer needed for production have been completed to the point that the main task of the management team now consists of converting the plant into a lean JIT plant.

A milestone that is decisive for the continued existence of the plant in Ymeray is the nomination for a further cross car beam for the successor of the Peugeot 207, the Peugeot 208, which is supposed to roll off the line at the beginning of 2012. The planned yearly demand of approximately 300,000 CCB requires the installation of another four welding cells of the same type as the currently running production of the CCB for the Citroën C3.

Alexander Ellert



Stefan Krämer and his competent team of KIRCHHOFF Automotive Portugal in front of the new welding robots

Highly complex production cells at KIRCHHOFF Portugal

Ovar. Startup of new products and technologies

The production of 95 welding assemblies for new Renault, Opel, VW, SEAT and Ford models has started at KIRCHHOFF Portugal during the past six months.

Four new robot cells were installed in order to be able to produce these parts. The highly complex production cells contain seven robots for automatic transport, MIG brazing, spot welding and sealing.

The cross functional team of KIRCHHOFF Automotive in Attendorn and KIRCHHOFF Portugal was able to continuously improve the quality of the parts produced in these production cells.

Our KIRCHHOFF Automotive plant in Iserlohn, thus applying the new technology of hotforming (press hardening), is the supplier for various formed parts of these new products. Then the parts are then welded and assembled at KIRCHHOFF Automotive Portugal for the Iberian market.

With the startup of the new products, KIRCHHOFF Automotive Portugal will in 2011 have renewed 40% of its product range, which leads to sustained growth of our Portuguese business.

Stefan Krämer

Positive evaluation by the employees

Traditionally, every two years an employee survey is carried out in the German sites of KIRCHHOFF Automotive and WITTE Werkzeuge – so it also was in 2009.

The number of returned questionnaires – in 2009 as high as never before – clearly shows the employees' engagement and willingness to participate in surveys on employee satisfaction.

The results clearly show that, based on the measures due to last years' employee surveys, at all sites improvements in all areas were yielded. In addition, the employees provide a good report to the company regarding Employer Branding. Image and outside appearance are also being evaluated as good – whereas those, who are in constant contact with customers provide the company with a their positive. The

majority of employees recommends our company as a good employer to others.

The partners and the management are very happy with the high return rate and the evaluated results and thank all those who participated for their commitment.

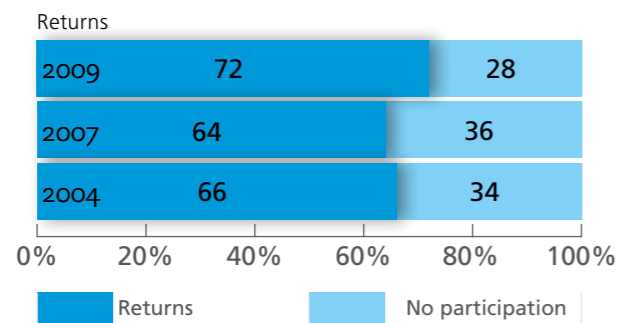
Employee satisfaction is of great importance to KIRCHHOFF Automotive. To guarantee this, regular feed back is very important.

For this reason, the company will continue to regularly carry out surveys on employee satisfaction and to utilize the suggestions regarding improvement derived from them.

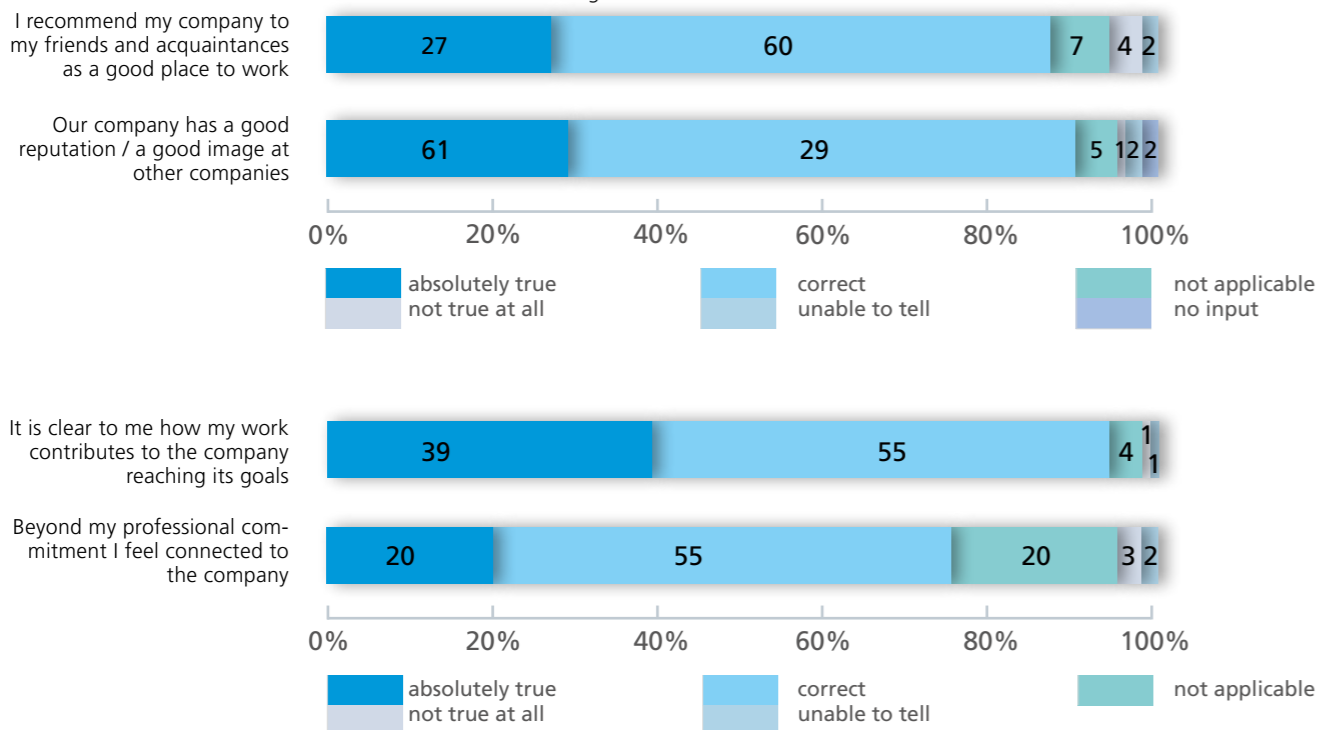
Jürgen Dröge



Getting to know the production processes and procedures cannot be replaced by anything and provides the students with solid help in searching for their dream profession



Please evaluate the following statements:



Very close to the professional world ...

Job orientation within the scope of the Management AG

Since autumn 2009, KIRCHHOFF Automotive takes part in the series of events "Management AG" of the SIHK Hagen and various secondary schools. Under the motto „A-Levels - what now?“ companies in the district of Iserlohn present realistic information on occupational images and career opportunities on three event dates. The students of the 12th grade have the opportunity, to comprehensively getting to know occupational images in an environment close to production.

After a short presentation of the company the students are shown typical materials and processes during a plant tour. Frank Gensty from the Serial Product Development department describes the research and development work in the Tec Center in Attendorn and explains the manifold work in the product development with the help of CAD and simulation models.

The students are very interested: This is reflected by the discussion rounds with almost 90 participants that have taken place during the previous events. Heiko Aland, specialist for Human Resource Development and Human Resource Marketing, evaluates this activity as an effective aid for professional orientation,

thus helping students to avoid unsuccessful attempts and false expectations. **At KIRCHHOFF, we attach great importance to human resource development and continued education: In addition to the traditional training in many professions, KIRCHHOFF Automotive offers an opportunity for dual or compound course of studies in a technical and economic area.** "In order to maintain international competitiveness and strengthen it further, we need qualified employees", said Heiko Aland.

Heiko Aland



Students of the Woeste Secondary School enquire about the development of new technologies and manufacturing methods in the areas of automotive lightweight construction and joining technology at KIRCHHOFF Automotive



Globalization – Opportunity or Risk?

✦ Your opinion was wanted: KIRCHHOFF Automotive employees give their opinion on the global interlinking of the economic interdependence

Globalization means that international economic ties are increasing and that markets are integrating beyond the borders of individual states. This creates a world economy that functions in the form of an exchange of goods, capital and services. Thus, globalization can become a dynamic driver for the world economy, but also holds risks.

We asked and would like to take this opportunity to thank the gentlemen for their active support.

Frank Gensty, Chief of Series Parts Product Development:

“Where globalization is concerned I primarily see the opportunities it offers. At the same time it also means to recognize the challenges to be able to act accordingly.

The economic opening of the world has brought an upswing that is without precedent. In the past decades, the world economy has grown faster than ever before. Never before in history did incomes increase this quickly.

On the other side we had to experience how it was the interlinking of banks, capital and trade streams in the first place that escalated the bursting of the real estate bubble in the US to a global earthquake. The globalization and the lack of regulation of the financial markets encouraged the crisis, but it is not justified to make Globalization responsible for the financial and economic crisis.

Fundamentally, here it is necessary to establish the required safety measures to make use of Globalization’s advantages. In addition, globalization provides a decisive opportunity to improve general living conditions.”

Kevin Hetzel, trainee industrial clerk:

“Some companies profit more from globalization, others less. Today, a company must think and act globally. When it comes to expansions, more and more often a foreign country is taken into consideration, which may lead to a reduction of jobs domestically. From an economic point of view, globalization provides an advantage to only those companies that go with Globalization adjust to it and respectively develop further with it. Each company deter-

mines for itself if globalization provides opportunities rather than risk, because each company is the only one to determine this.”

Uli Kunz, Chairman of the General Workers’ Council:

“I see an opportunity in globalization as well as a risk.

Fundamentally, globalization provides opportunities, in particular for the “rich” industrialized nations. For example, automotive components are requested and delivered on a global platform. This causes companies, such as for example KIRCHHOFF Automotive, to be bound up in globalization automatically.

Globalization has even entered our daily lives, because today we have the opportunity to purchase products, goods or food from foreign countries or cultures. Globalization in the sports world has also become a matter of course.

But in the past, globalization has also demonstrated risks, such as, from a German point of view, the collapse of the textile industry or the opening of the job markets to Poland, Russia, all the way to China. Lots of specialized workers have lost their jobs because of this.

Therefore, there will always be winners and losers, and each company and each person should himself keep an eye on which path Globalization is taking and what effects it will have.”

Reinhard Weiskirch, Group Controlling:

“With Globalization more specialization in manufacturing is possible. This specialization can also include geographic and social differences as respective advantages. The result is an improved provision with of goods of any kind, which has increased prosperity in general and therefore also the living standard in the industrialized nations. In addition, this structural change creates new jobs.

Through the improved worldwide communication and information technologies Globalization increasingly also contributes to democratization and the further spreading of human rights.

It must be said, however, that it is not clearly possible to solely go for “opportunity” or “risk”! Certainly there are some risks – for example, exploitation of resources and pollution of the environment. This should not be disregarded. Despite all that, the advantages, meaning the “opportunities” clearly do outweigh the disadvantages!”

The interview was conducted by Kerstin Rinscheid



Frank Gensty, Chief of Series Parts Product Development



Kevin Hetzel, trainee industrial clerk



Uli Kunz, Chairman of the General Workers’ Council



Reinhard Weiskirch, Group Controlling



Stefan Klose, 48 years old, has been with KIRCHHOFF Automotive Deutschland in Attendorn since 1979 as a Chairman of the Works Council, working fifty-fifty at that and the other half of the time as an employee in the production engineering department

Employees holding honorary posts

Attendorn. Stefan Klose is the volunteer youth trainer of the FSV Helden

At the time this latest issue of K>MOBIL is published, the ball is already rolling at the Football World Cup, which is taking place in South Africa from June 11th, 2010 to July 11th, 2010.

Football, in the US called Soccer, is always a subject in the entire group of companies that people love to live: national, international company football games, participation of the local company teams in various events and visits to the stadium – preferably at Schalke. Research on the subject of football and honorary posts lead us to an interesting article by the German Football Association DFB on the subject of Honorary Post Action.

In football, volunteers spend a great deal of effort to enable others to active football playing and a regular life in clubs and associations.

Every year, with its “Honorary Post Action” the DFB honours special performances, carries out actions to attract employees and provides qualifications offers. Whoever leads a team in an association, for example,

as honorary youth coach, also profits professionally from that, with respect to teamwork in a company.

Some facts:

- 26,000 football clubs organized in the DFB
- For the World Cup in Germany in 2006 there were 15,000 applications for a temporary volunteer job
- The DFB has incorporated the support and promotion of the honorary posts into its articles and built them up into a core function
- The DFB maintains a network of by now more than 10,000 volunteers of its own, on club, district and state association levels

We have detected one of these holders of honorary posts. We did not have to search long, since our works council at the Attendorn site does not only take care of organizing the KIRCHHOFF company football matches or the support of the company football team, but is also very much involved in a club:

Mr. Klose, which honorary post do you hold in the club?

I have been playing football in the FSV Helden since I was ten years old. After my active time I trained the second tier team for 5 years.

Currently I am active on the youth board and am training the B-youth of the club.

What exactly is this about, and how do you motivate young people at an age known to be not easy?

We run the youth section together with our neighbouring club, the SF Dünschede.

As a playing community we take care of 13 teams in the youth area, across various age groups. The tasks of the Youth Boards of both clubs consist of offering children and youth the training and playing opportunities and to organize them. That starts with the trainers and the sites and stops with the finances. In particular where the willingness to train a team is concerned, this nowadays is not easy. There are many clubs in the villages and many are committed in some way.

As a trainer for the older youth one attempts to further develop the players and to prepare them for the adult area regarding play culture and tactics. As I understand it, a further task lies in making the youth understand the importance of team and how to accept responsibility.

The experience of many clubs shows that that is not exactly easy to convey, in particular to the older youth.

What motivated you to take over this honorary post?

I have been a member of this club for almost 40 years now. As far as I can think back, there have always been committed people in Helden who carried the club and who have made it possible for me to have many wonderful experiences. Maybe I'll be able to contribute a little bit so that others can also experience this.

How often are you being asked to work?

The work as a trainer requires the most time. Training takes place twice a week, and as a rule there is a match on Sundays.

How much free time do you „sacrifice“ and how effort does this mean?

I have never really counted the hours. I estimate it is about 10-15 hours per week, depending on what is scheduled to take place.

Mr. Klose, thank you very much for the talk and the glimpse into your honorary post!

This interview conducted by Kerstin Rinscheid

If you, dear employees of the KIRCHHOFF Group, hold a honorary post), which should be honoured here, then please get in touch which Kerstin Rinscheid, KIRCHHOFF Automotive in Attendorn, using k.rinscheid@kirchhoff-gruppe.de. We are looking forward to your mail!

KIRCHHOFF Automotive Germany is the Top Employer Engineers in 2010

On April 29, 2010, KIRCHHOFF Automotive was honoured with the title of „Top Employer Engineers 2010“. For this, KIRCHHOFF Automotive could convince in particular because of its ability to innovate, as a turnkey supplier of development services to the point of JIT services with international presence for the global automotive industry.



Already for the third time in Germany, the internationally acting CRF Institute grants this award to companies that as employers are particularly attractive to engineers. The participating companies are evaluated in the areas of corporate culture, payment, work life balance, development opportunities as well as job security and innovation management. This year, from among 600 applicants a total of 26 companies from all over Germany were able to qualify

for the award “Top Employer Engineers 2010”, one of them is KIRCHHOFF Automotive.

Thereby, the top employers for engineers come from almost all important business branches – from the automotive industry across machine and plant engineering to the health and traffic sector, thus representing a cross-section of the companies in or operating from Germany.

“The Kirchoff family does not only pursue business objectives, but also meets its social responsibility. As a medium-sized company with a long-term orientation we want to tie our employees to us for many years. Therefore, we invest a lot into their development”, says Ulrich G. Schröder, member of the company management.

During the official awards ceremony Thomas Wienand, CRF Project Manager, handed the prize to the Managing Partner of KIRCHHOFF Automotive, Arndt G. Kirchhoff, and praised the outstanding result that the company achieved, in particular with respect to the “Job Security” evaluation criterion. Further information on this topic is available at www.toparbeitgeber.com

Sabine Boehle



Great joy about the award at KIRCHHOFF Automotive: (from left to right): Arndt G. Kirchhoff (Managing Partner), Sabine Boehle (Marketing & Strategic Planning), Thomas Wienand (CRF Project Manager), Timo Müller (Operations Manager Press Hardening & Trailer Systems), Jürgen Dröge (Human Resources Manager), Eike Brinkmann (Project Engineer), Christoph Wagener (Research & Development Manager), Ulrich G. Schröder (Member of Company Management)

Human Resource Fairs: Professionals are in great demand

In order to counteract the lack of professionals, companies must become active in recruiting suitable personnel



Mario Kranklader (l.) and Stefan Szabo (r.) explain the latest development in the area of joining technologies to a student



Competent specialists at the Career Day in Soest (from left to right): Eva Rademacher (Marketing Assistant), Heiko Aland (specialist for Human Resources Development), Meike Lüken (trainee Human Resources), Sabine Boehle (Marketing and Strategic Planning)



“Which professions can I learn at KIRCHHOFF Automotive?” Intense interest in Ahaus during the presentation by Ulrich G. Schröder at the Alexander Hegius secondary school

Against this background, KIRCHHOFF Automotive puts on proven strategies and presents itself on various regional human resource fairs:

In November 2009, the company exhibited for the first time at the **Company Day of the Münster University of Applied Sciences in Steinfurt**. Here, the importance of the development supplier and the full service supplier to the international automotive industry was emphasized in particular. Using the example of the front end module for the BMW 7 series, Stefan Szabo, specialist for Development and Applied Research, explained the latest innovations from the area of joining and adhesion technologies and, at the same time, advertised for junior staff in this area.

With a practical orientation, Mario Kranklader, who at this time completed a four-month internship with subsequent diploma thesis at KIRCHHOFF Automotive, told the interested students of his impressions and provided specific information regarding internship and student research projects as well as advanced career chances at KIRCHHOFF.

“It cannot come any better than this” concluded the initiator of the **3rd Career Day in**

Soest Prof. Reinhard Spörer happily on April 8, 2010 on the Soest campus of the University of Applied Sciences of South Westphalia. “The trial phase has become a professional phase”.

During the first Career Day in Soest in 2008, 20 companies were present, this year more than 80 exhibiting companies took part – among them KIRCHHOFF Automotive for the second time. University students were able to have interesting conversations and make valuable contacts for their career plans. Many future university graduates came with the goal to find companies that match their expectations and asked questions relating to internships, trainee programs and final thesis at KIRCHHOFF Automotive. But information on entry positions was also in demand. In general, interest was great and the second participation in this recruiting event was a complete success.

On April 21, 2010 Ulrich G. Schröder prepared approximately 80 students from the ninth and tenth grades the **Alexander Hegius secondary school in Ahaus** for their lives after their A Levels: What expectations does KIRCHHOFF Automotive have of appli-

cants for internships and trainee positions? He thereby emphasised the value of general knowledge: “It is only during your time at school that you have the opportunity to acquire wide-ranging knowledge. You will then gain the required expert knowledge during your training with us,” said Ulrich G. Schröder. Knowledge of languages is also important, in particular English, Russian and Chinese. But also social commitment contributes greatly to the selection of applicants. “We always pay attention to the applicants’ memberships in clubs, scholastic organisations or honorary posts.”

The presence at and participation in recruiting fairs is a win-win situation for all participants. KIRCHHOFF Automotive will choose this path also in the future to gain qualified professionals for expanding its position as a full service supplier.

Eva Rademacher



University students of the subject Automotive Management visit KIRCHHOFF Automotive in Sümmern (left: Niels Biethahn, professor for Company Management and Project Manager Automotive Management at the Business and Information Technology School (BiTS) Iserlohn)

Two that belong together: Strengthening theory and practice

Guest lectures and plant tours strengthen the connection between KIRCHHOFF Automotive and the Business Information Technology School (BiTS) in Iserlohn

Guest lecturer Klaus Lawory (9th from left) and Niels Biethahn (2nd from left) in the circle of Automotive Management students at the BiTS



On November 30, 2009, Klaus Lawory, Purchasing Manager at KIRCHHOFF Automotive Deutschland was the first of two KIRCHHOFF Automotive employees to give a lecture at the private university BiTS in Iserlohn. In his lecture for the subject Automotive Management he presented information on "purchasing cooperations as a strategic acquisition instrument". Many illustrations and practical examples from the day-to-day life at KIRCHHOFF Automotive rounded off his interesting article.

The study subject of Automotive Management was newly established – among others initiated by KIRCHHOFF Automotive – for the Bachelor main study period Automotive and was first offered at the BiTS for the 2009/2010 winter semester.

Guest lectures by the representatives of companies at the university are completed by plant tours. A group around Niels Biethahn, professor for Corporate Management and Project Manager Automotive Management at the BiTS, used this opportunity on November 9th, 2009 at KIRCHHOFF Automotive.

During the summer semester 2010, Christoph Wagener, Product Development Manager at KIRCHHOFF Automotive, will also give a guest lecture at the private university. He will therein report on a subject from the area of project management.

Eva Rademacher/Klaus Lawory



Good preparation for wet and cold autumn weather: The driving safety training on the Griesemert in Olpe was very well received by the trainees

Driving safety training

Safety - well trained

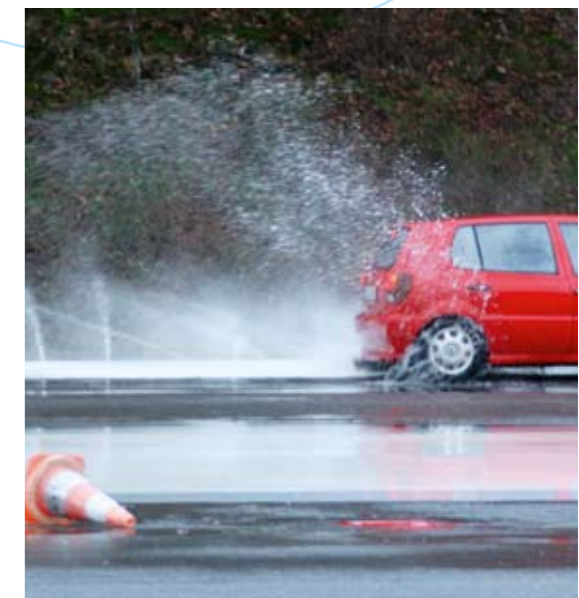
Under this motto the driving safety training for the KIRCHHOFF Automotive trainees took place in November 2009. The 19 trainees in their first apprenticeship year were able to acquire well-founded driving techniques: braking, defensive manoeuvring, but also awareness of the correct speed – not only on winter roads – were crucial parts of the training offered by the German Automobil Club ADAC. On November 27th, 2009, everyone was told: "Caution, wet road! Danger of skidding!" As if it had been ordered specifically, the driving rain fit the purpose of this action, preparing for the street conditions of autumn. Despite the seriousness, the driving fun did not get left behind, as proved by the satisfied faces

all around. The trainees' feedback from the trainees was extremely positive, in particular as this event gave them the opportunity to get to know one another across company sites.

"We have already set a date for the next driving safety training for 2010", the responsible Heiko Aland, specialist for Human Resource Development and Marketing at KIRCHHOFF, confirms.

We wish you continued good travels!

Heiko Aland





Roof lifter „Roofspider“



The swiveling car seat „Tilda“ can be tilted back up to 15 degrees



The „Swingup“ cassette system allows for comfortable entry into and exit from a vehicle

REHA Group Automotive GmbH

New management with new products



Ralf Philipps has been the Managing Director of the REHA Group Automotive since June 2009

During the anniversary year of the KIRCHHOFF Group it has completed the 100% integration of the REHA Group Automotive. The market leader for vehicle refittings has adopted the motto "Mobility does not end at your place of residence". Customers – people who, due to illness, age or accidents, could otherwise use a vehicle only in a limited manner – receive expert professional advice in six nationwide service sites.

In addition to the new Managing Director Ralf Philipps (K>MOBIL reported on this) more new employees strengthen the team of the expanding REHA Group Automotive (see portraits):

From October 6th to October 9th, 2010 the new REHA team will present the latest product developments

at the REHACARE International fair in Düsseldorf. Approximately 700 exhibitors from 30 countries are expected at the world's largest trade fair for rehabilitation, prevention, integration and care. On an island booth of 150 m², the REHA Group Automotive exhibits four refitted vehicles of the distribution partners BMW, Volkswagen, Renault and Fiat. The vehicles are equipped with the patented rotary seat „Swingup“, various operational aids and innovative voice controls. The REHA team is already today looking forward to many interested visitors on the booth in Hall 7.

Anke Reetz/Eva Rademacher



As a secretary, Anke Reetz does the preliminary work for the executive management



Charlotte Dierckxsens belongs to the sales team at Hilden



Magdalene Poznanski manages the accounting department for the new REHA team



Dipl.-Kfm. Said Amjoud supports the colleagues as Controlling/Purchasing Manager



In the future, Michael Kopitzki will be active in the sales team in Berlin



Stephan Speck strengthens the Hilden sales team



WITTE Werkzeuge presented its innovations under the motto "225 Years Made in Germany"



Looking forward to the customers: Nadine Frank, Sabine Grams and Renate Obst

International Hardware Fair Cologne 2010

Under the motto "225 Years Made in Germany" WITTE Werkzeuge presented itself

to an interested professional audience on the International Hardware Fair in Cologne from February 28th to March 3rd, 2010.

About 56,500 professional visitors from 124 countries informed themselves for 4 days about innovations in the areas of tools, industrial necessities, fastening technology and locks and fittings. With 2,686 exhibitors from 52 countries the Hardware Fair in Cologne again was the globally leading trade fair for the hardware industry.

"Our initially cautious expectations that we had going into the trade fair were exceeded by the positive feedback we received. Even after a difficult year 2009

all our partners and important customers visited our booth at the International Trade Fair. The mood has gotten brighter and for this year it is absolutely positive", Mark Liebholdt, Sales Manager WITTE Werkzeuge, summed up.

Despite a slightly declining number of total visitors at the fair the increased quality of the professional visitors was particularly obvious. Many important national and international decision makers from large-scale retail as well as specialized trade found their way to Cologne. This was confirmed by a visitor survey done by the Cologne Trade Fair, in which more than 76 percent of those asked stated that they, where purchasing is concerned, do help to decide

or that they make the decisions. Thus, a number of interesting discussions could be held with a number of decision makers of potential clients from Germany and abroad on the booth of WITTE Werkzeuge.

Once again, WITTE Werkzeuge presented a number of new products.

At a newspoint, the visitor had the opportunity to take the new items into his hand and to "grasp" them.

The following new developments were the focal point here:

- A fully transparent, glass-clear voltage meter, providing increased safety due to improved visibility of the glow lamp

- The space-saving bitbox "Combitbox 11", equipped with ten bits and bit holder
- A holder for Allen wrenches that convinces due to the easy removal of the wrenches

Due to this year's anniversary of the KIRCHHOFF Group, the exposition at the fair was under the motto of „225 Years Made in Germany“ – a long tradition with production site in Germany, that only very few companies can look back on. In many conversations it became obvious that in economically difficult times customers increasingly value reliability, stability and the power of innovation. WITTE Werkzeuge offers 225 years of continuity and know-how – which creates trust.

Uwe Kittling

Ready to hand in the twinkling of an eye: The new Allen wrench holder

WITTE Werkzeuge develops the practical helper for daily use

Does this not sound familiar? In many Allen wrench holders it is a complicated process to remove individual wrenches without moving others. Usually, the wrenches next to the desired one have to be swivelled off to the side so that individual wrenches can be removed and again inserted. In addition, very often pulling the wrenches from the holder is difficult.

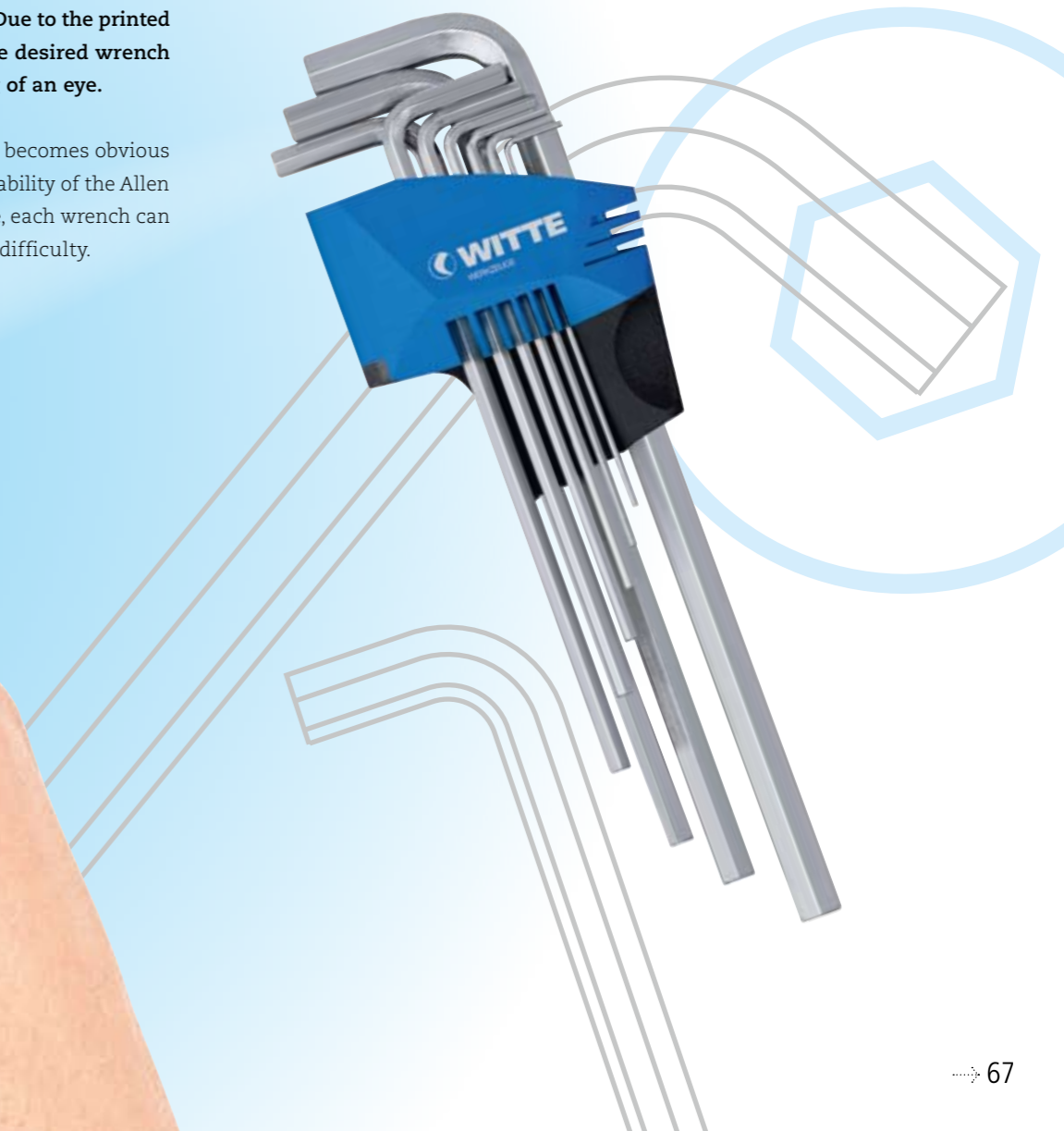
The newly developed holder by WITTE Werkzeuge solves these problems easily and practically alike. When opening the top part, the WITTE Allen wrench holder opens. The user immediately sees the order of all the wrenches in the holder. Due to the printed size information in the holder the desired wrench can be identified in the twinkling of an eye.

The great utility of the new holder becomes obvious in particular due to the easy removability of the Allen wrenches. After tilting the long side, each wrench can be pulled up and out without any difficulty.

The wrenches next to the desired one do not have to be moved. Putting the wrench back is just as easy. That saves time and therefore increases efficiency at the workplace.

The new Allen wrench holder is available as a nine piece set with either hex or spanner angles or as an eight piece set with Torx Allen wrenches.

Uwe Kittling





A good clean performance by the trade fair team in Munich. Goodbye until BAUMA 2013

FAUN at BAUMA 2010

❖ Munich. With over 415,000 visitors from more than 200 countries, the world's largest trade fair for construction, building materials, mining machines, construction vehicles and equipment came to an end after seven days on May 25th 2010

At the exhibition, FAUN presented two road sweepers from the VIAJET model family, the electric van EcoCarrier and TRACKWAY – the portable roadway system. The resonance from the visitors was outstanding. For the most part, the guests were from Germany, but the FAUN booth in the open air grounds also received a diverse attendance from the 30% of visitors from abroad.

Road sweepers for use in construction sites

The highlight in Munich was the VIAJET 7 and the VIAJET 9. Both machines were designed with features for the special requirements of construction site cleaning.

VIAJET 9

The large road sweeper VIAJET 9 with the best sucking power in its class, primarily conceived for the most difficult use in road construction. The dirt container, holding 9 m³, was designed for the special use of collecting milling material. Its geometry prevents an excessive flow velocity from building up as the load increases, which would only carry away the collected material again. The smooth side contours also facilitate the secure emptying of the container, even for heavily compressed material. Moreover, the sweeping superstructure has one of the strongest suction turbines on the market. With a performance of more than 32,000 m³/h, it safely sucks up any material.

Various sweeping systems can be combined with each other. The optional rear end suction unit permits dirt infeed over the rear hatch and bypasses the classical weak-point of a substructure rear end suction unit. This makes it significantly easier to empty, clean, and service the equipment.

VIAJET 7

During the BAUMA trade fair, Färber in Teising was able to take possession of its road sweeper VIAJET 7. A special feature of this 7m³ vehicle is its 250 mm retractable sweeping system. Material lying outside the vehicle contours can be securely collected in demanding milling environments. Simultaneously, cleaning in narrow streets with retracted plate brooms within the vehicle width is possible with this VIAJET. The machine is driven by a modern and powerful hydrostatic motor, so that also at lower cleaning speeds the drive is continuously variable. An additional feature desired by Färber was the rear end suction plant with a manual suction unit and forward structure brooms for use in weeding. All round this is a specialist machine, inspected personally by the driver Wolfgang Färber.

Claudia Schaub



The exhibition hall of SASE in Iserlohn with its historical treasures provided guests with an illustrious setting

ROTOPRESS DUALPOWER Lenient on your wallet and the environment

❖ Iserlohn. The hybrid waste collection vehicle from FAUN tours through Germany
First orders have already been booked

Quiet is its demeanor. However it is by no means a pussyfooter, the ROTOPRESS DUALPOWER. In fact the vehicle convinces with hard-hitting facts.

- 33% lower CO₂ emissions
- 33% less fuel
- 91 db(A) instead of 106 db(A)

In order to document these calculated theoretical values, German waste disposal companies are currently testing the ROTOPRESS DUALPOWER in their regions. A first, important realization gained from previous tests is that the more waste collected per kilometer, meaning the more stops the vehicle must make to gather waste, the greater the savings.

These customers protect the environment

These customers will soon collect city waste using braking energy:

- four vehicles for the municipal utilities Krefeld

And one ROTOPRESS DUALPOWER each will go to:

- Nehlsen, Bremen
- ESO, Offenbach
- EAD, Darmstadt

First Hybrid Symposium

Numerous guests appeared for the First Hybrid Symposium in Iserlohn on March 17, 2010. They were curious to hear about new developments in the area of electro-mobility in climate protection scenarios and for energy-efficient logistics. Notable personalities of the industry spoke at the event, including Gustav-Dieter Edelhoff from Lobbe as well as retired Ministerial Director Prof. Dr. Uwe Lahl. The comprehensive employment of hybrid waste collection vehicles in Germany was discussed by the approximately 60 guests.

The occasion offered the scenario of equipping all 13,500 refuse-collecting vehicles employed in Germany with the hybrid DUALPOWER technology. For 250 deployment days per year and 80 liters diesel basic consumption per day, the CO₂ emissions can be reduced by 238,000 tons (Mg) and the nitrogen oxides (NOx) by 5,300 tons (Mg).

FAUN owner Dr. Johannes Kirchhoff summed it up concisely: "In times of tight cash and high energy prices, we are called upon to be more efficient, to be lenient on the wallet and the environment."

Claudia Schaub



Interested guests



On demonstration drive: VIAJET FILTAIR shows what it can do



The certificate in hand: (from left to right) Mayor of Grimma Matthias Berger, State Minister of Saxony Sven Morlok, FAUN Managing Director Helmut Schmeh, FAUN CEO Dr. Johannes F. Kirchhoff, and Petra Landmann, Deutsche Bank

Distinction for the cleanest road sweeper in the world

✦ Grimma. FAUN Viatec shines at the competition “365 Landmarks in the Land of Ideas” and receives a distinction for VIAJET FILTAIR.

The cleanest road sweeper of the world, the VIAJET FILTAIR, is winner of the innovation competition “365 Landmarks in the Land of Ideas” which was carried out nation-wide throughout Germany. On April 3rd FAUN owner Dr. Johannes Kirchhoff and FAUN Viatec Managing Director Helmut Schmeh proudly accepted the coveted Innovation Prize. “We are very proud to become a ‘Selected Landmark’ in the Land of Ideas. The ambition of achieving the greatest possible effectiveness and performance and thus also the highest degree of environmental friendliness from our road sweepers means being the best, and spurs my team on. I see the distinction as a reward for the engagement of my team, and the national competition shows that once again clever ideas come from the

‘Land of poets and thinkers’”, Helmut Schmeh commented during the recognition. The trophy was presented by Petra Landmann from the Deutsche Bank in Wurzen.

Prominent congratulators on this day were the Saxony Minister of State for Commerce, Technology and Transportation, Sven Morlok, as well as Grimma’s mayor Matthias Berger.

Information day at FAUN Viatec

The award ceremony accompanied a program full of ideas. Numerous employees, curious Grimma townspeople and guests came into the Viatec production halls for a factory tour and test drives with the

road sweepers. For the smallest ones there were fun games all about road sweepers.

VIAJET FILTAIR

FAUN Viatec received the prize for the fine dust road sweeper VIAJET FILTAIR. Compared to conventional road sweepers, here the ejected fine dust is reduced with filter elements by almost 100 percent, thus making a significant impact on lowering the carcinogenic fine dust burden in the cities.

The environmentally friendly road sweeper from FAUN is thus part of the largest event series in Germany, which is being carried out by the Deutsche Bank and the location initiative “Germany – Land

of Ideas” already in its fifth year under the sponsorship of the Federal President. From more than 2,200 submitted applications, FAUN impressed the independent jury with the VIAJET FILTAIR and now counts among the 365 prize winners who represent Germany as the “Land of Ideas” with their future-oriented concepts.

“The ‘Selected Landmarks 2010’ show in diverse ways the innovative and creative power of Germany. Every day we see how the nation-wide network of ideas is growing with the enormous potential here in the region” is how Petra Landmann justifies the engagement of the German Bank.

Claudia Schaeue

FAUN at IFBA 2010

✦ Kassel. VIAJET AQUATHERM make its debut on the international trade fair Salvaging and Towing

From May 26th to 28th, 2010 FAUN presented the special road sweeper VIAJET AQUATHERM to visitors at the international trade fair for salvaging and towing. This vehicle is especially suited for the removal of oil trails after accidents, or to suction off drain asphalt. The exhibition item in Kassel was one of

two machines belonging to our customer Hülsmann from Drensteinfurt. Together with Hülsmann, intensive work was carried out to improve the robustness and durability of components of the VIAJET AQUATHERM in the past few months.

Claudia Schae



Always at work. FAUN salesmen Helmut Fischer (left) and Volker Hengstenberg (right)



26 ROTOPRESS vehicles ensure waste disposal in the Caribbean

✦ Fort-De-France. Exemplary collaboration - French Department Martinique uses FAUN vehicles. K-MOBIL reported in Issue 33

A great deal of pride can be noted by all employees of FIGUERES SERVICES on this 3rd of May.

26 new FAUN ROTOPRESS trucks are presented to the representatives of the Administration Union of Central Martinique CACEM and interested citizens. Since their embarkation from Osterholz-Scharmbeck, the shiny yellow vehicles have already proven themselves reliable in daily employment for months. The guests have shown great interest. How does a rotary drum vehicle work, what is the work of disposal companies?

These are actually routine questions for FAUN Sales Manager Tim Collet. However in this case he is especially happy that he has made himself familiar with the precise local conditions of collection.

"Must we really go in there with the garbage truck?" Tim Collet asks the native driver, as he takes a look at the steep narrow road in front of him. "Of course, we

do that every day", grins the driver and drives backward a few hundred meters down the steep and serpentine mountain road. Because of its volcanic origin, Martinique has a topography of extreme inclines which even a well-equipped passenger car can sometimes only be negotiated in first gear.

Collet cleared up these working conditions in advance with the operator and the manufacturer's plant in Osterholz-Scharmbeck. Because of the short overhang and a completely pneumatic suspension as well as large tires, the ROTOPRESS is optimally prepared to master narrow and steep streets. Tim Collet: "It is immensely important to listen carefully to the customers in advance, to know his requirements and then to communicate at an early stage with the team in the factory. Then a successful transaction with satisfied partners emerges from an order."

Claudia Schae



EcoCarrier

Under power. Minivan with electric motor

Herne. FAUN takes over sales for EcoCarrier electric van

Quiet, free of fine dust, exhaust gas, and CO₂ emissions. FAUN is one step ahead in the trend topic of electric mobility. In addition to its product line of waste collection vehicles and road sweepers, FAUN is now offering the EcoCarrier. The minivan has an electric motor ideal for inner-city driving, use in construction yards, and on airport grounds.

Using the EcoCarrier is worthwhile because the vehicle can operate anywhere, also where traffic is restricted by environmental protection regulations. And its operating costs are up to 40 percent lower than for traditional vans.

The EcoCarrier is a product of EcoCraft Automotive of Wunstorf. The series production will take place at VW Sarajewo.

Claudia Schau

The appropriate model for every use

Vehicle length:	3,950* mm (ES)	4,850* mm (EL)
Vehicle width:	1,740* mm	
Vehicle height:	1,750* mm *) always without superstructures	
Empty weight:	1,380 kg (ES),	1,550 kg (EL) (including lead gel battery)
Payload:	370 kg (ES),	750 kg (EL), increase possible
*model dependent		
The EcoCarrier is available in the ES and EL models as box or pallet structure		
	Width	Length
Model ES:	1,650 mm	1,490 mm
Model EL:	1,650 mm	2,620 mm
Maximum speed:	80 km/h	
Acceleration: from 0 to 50 km/h	in 8 sec.	
Performance:	15 kW	
Power type:	electricity (84V, 180AH lead-gel battery)	
Effective range:	approx. 80 km (depending on operation mode, payload, and type of battery)	
Batteries:	lead, lead gel or lithium-ion batteries	

Contact:

FAUN Sales Manager Germany

Burkard Oppmann

Tel.: +49 2323 9307-11



Keep clean!

Grimma. VIAJET AQUATHERM combines advantages of standard sweeping machines and a thermal surface cleaner

The latest new development from the road sweeper manufacturer Grimma is hot indeed. The AQUATHERM option is a thermal high-pressure cleaning system ideal for removing accident damage. With a total water volume of 2,000 liters, heating of 3 x 100 KW, and a water temperature of 90°C, the VIAJET AQUATHERM effectively attacks severely soiled surfaces.

The basic machine is a 6 m³ structure with hydrostatically driven cleaning unit and the FAUN air recirculation system.

At a glance:

Technical specifics

- Mobile heating system
- High-pressure washer
- Rear suction plant across entire vehicle width of 2.50 m
- Manual suction plant
- Lateral suction nozzles
- Tenside system with rotation nozzles

Diverse types of deployment for the VIAJET AQUATHERM:

As series street sweeper for cleaning

- streets
- building sites
- water removal at road construction sites
- surfaces
- gravel removal
- drain asphalt/silent asphalt

Special applications with the thermal high-pressure system AQUATHERM for

- industry
- large surfaces
- accident damage removal
- difficult surface cleaning
- oil trail removal

VIAJET AQUATHERM users are convinced by the machine's excellent cost-benefit ratio due to its versatile applications. Whether as standard large sweeping machine or special cleaning vehicle – everyone gets their money's worth.

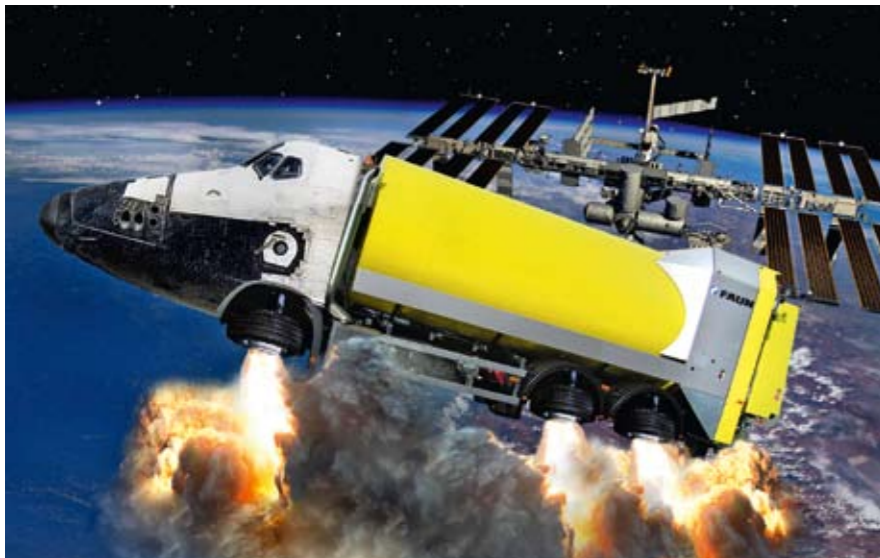
Claudia Schau



ROTOPRESS 541

The ROTOPRESS, an innovative long-distance transportation solution

Osterholz-Scharmbeck. ROTOPRESS with 41 m³ body as a long-distance transport solution



The artist's version: The ROTOPRESS as space shuttle

There is a specialist among the employees on the ROTOPRESS assembly line. In his spare time, Jörg Heisebröcker assembles near perfect photomontages of the ROTOPRESS. The ROTOPRESS as space shuttle, the ROTOPRESS as a semi-automatic revolver, the ROTOPRESS as a horse-drawn carriage and many more variations on the classic rotating drum. Mr. Heisebröcker has even created a calendar.

Just so you know, the picture above shows everything in the original. Year on year, driving time between waste pick up locations and final disposal or treatment sites is increasing. The ROTOPRESS 541 is a long-distance transport solution, an interesting and cost-effective alternative, the calculations for which can be considered very soberly. In spring, two of these vehicles were delivered to Belgium, and have since been hauling waste daily outside of peak traffic hours to the incinerator plant.

The now 80-year-old rotating drum principle has many known advantages

Low empty weight, perfect load distribution at all load levels and low maintenance costs make for many satisfied customers all over the world. The legendary reliability of the ROTOPRESS, the perfect seal and the completely autonomous loading and unloading system were the convincing factors for the selection of the ROTOPRESS 541 in the 41m³ design as trailer for the long-distance hauling of waste from a sorting plant to the incinerator plant that is approximately 60km away.

One particular customer used ROTOPRESS to transport returns from warehouses; damaged containers, goods whose best before dates had expired and packaging. Anything that could not be recycled or com-

posted after having been sorted becomes residual waste that is treated thermally. The particular advantage of the ROTOPRESS, as compared to other methods such as moving floors and open dump trucks, is the built-in compacting of the waste coupled with low maintenance. The drum runs every day, simply and inconspicuously. There is no waste to blow away, no leakage and no odour. You certainly could not ask for more.

The local regulations in the European Union permit, depending on the member state, tractor-trailers with a gross vehicle weight of 40 to 44 tonnes. Depending on the country, that equates to 20 to 24 tonnes of maximum permitted load which, even when the waste is delivered uncompacted, take approximately 30 minutes to load and 20 minutes to unload. In the real world however, the waste usually cannot be loaded continuously, but is loaded in batches, depending on the type of delivery arriving. The electro-hydraulic drive of the drum automatically switches the rotation on or off, as desired, via a load level sensor, so that the loading is quiet. Monitoring of the loading and moving of the conveyor belt, as is required for open dump trucks, is completely unnecessary, the operations takes place fully automatic. Filip Chanterie from our Belgian dealer N.V. De Kegel and FAUN Export Manager Tim Collet together with the ROTOPRESS specialist Günter Breden have developed these features with the customer in mind.

The drum can, as an alternative to receiving its power from the electrical plug, be powered hydraulically via

the auxiliary drive of the tractor. The tractor and trailer are then connected by quick-release couplings. This means that the ROTOPRESS can also be unloaded at a facility even if no suitable alternating current connection is available.

In addition to loading by conveyor belt there are versions available for the direct unloading by smaller waste collection vehicles into the ROTOPRESS, utilizing the height difference. Simple transfer stations for the separation of collected recyclable material and hauling are possible at relatively low cost.

Tim Collet



The artist's version: The ROTOPRESS as Titanpress

FAUN UK CLEANS UP WITH INDUSTRY RECOGNITION

🔗 Llangefni. Manufacturing headquarters at Llangefni has secured two major accolades



Alun Jones, Managing Director of FAUN MV Ltd, accepts the EEF awards

FAUN UK celebrated double success recently after winning a commendation from a national manufacturing awards scheme and by securing the prestigious ISO 14001 accreditation. At the end of 2009, FAUN UK was a finalist in the EEF Manufacturers' Organisation Awards, nominated in the innovative people and practices category for its 'flexible' working scheme. J. Alun Jones, Managing Director of FAUN UK, said: "The EEF nomination is a credit to the whole team at Llangefni and is a just reward for their hard work and effort."

Then in February this year – following months of rigours inspection – the International Organization for Standardization (ISO) awarded the site with its highly prestigious ISO 14001 accreditation. The ISO 14001 awards manufacturers for excellence in their environmental management systems.

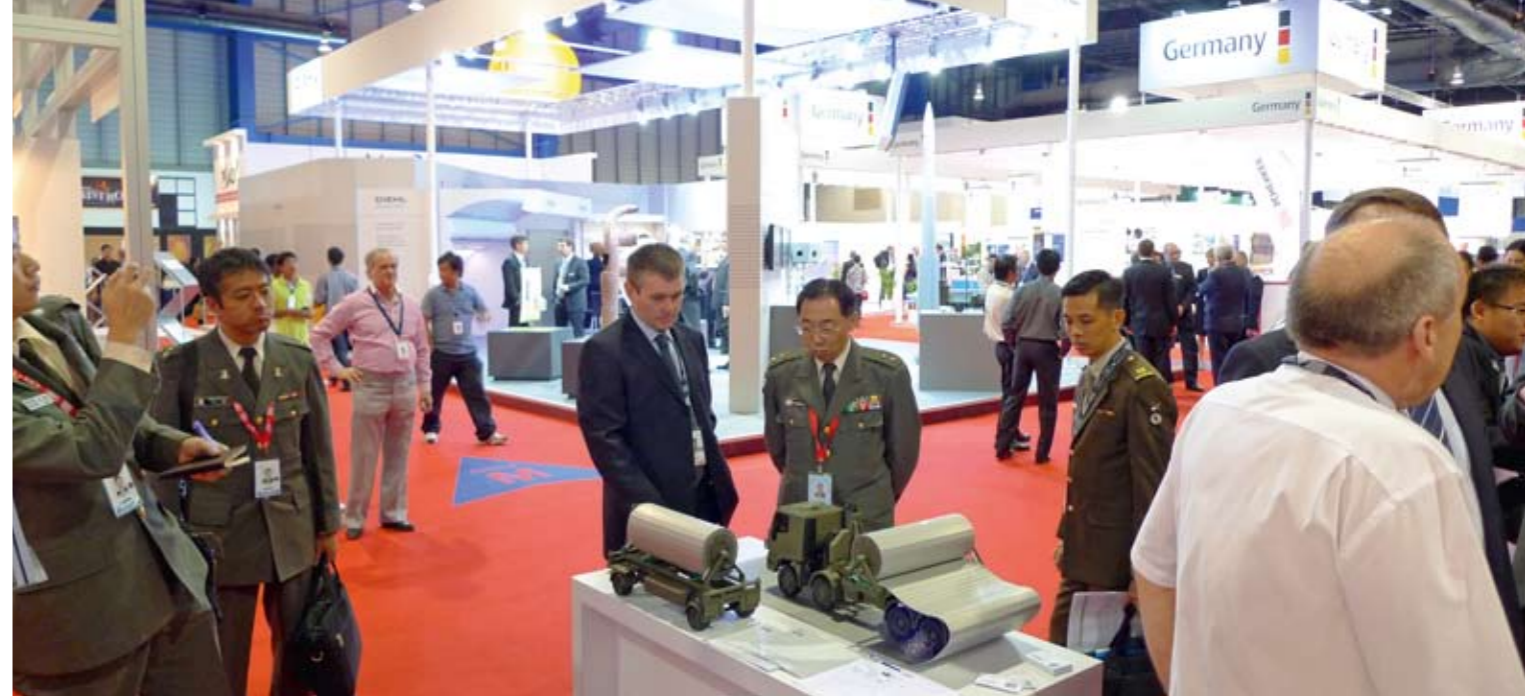
To win the accolade, FAUN UK had to design, implement and then prove continual compliance with detailed daily procedures for minimising its impact on the environment. J. Alun continued: "The impact on the environment and climate change is one of the most important challenges now facing industry, and we are at the forefront in developing innovative ways to minimise the effect our operations have on the environment. It's been a lot of hard working securing the ISO 14001, but it now provides both our existing and potential customers with the best possible proof of the high standards we maintain at our manufacturing site."

Rachael Hobbs



001

The ISO 14001 logo can now be applied to documentation from FAUN MV Ltd, as proof that the standard is held



The Exhibitionists

🔗 Llangefni. TRACKWAY's busy circuit of international trade shows and a new stand for DSA

Chris Kendall demonstrates the HGMS model to delegates from the Japanese Army at the Singapore Airshow (January 2010)

After dipping their toes in the water last year, the TRACKWAY team have dived straight into the deep end with trade shows in 2010.

Taking in nine countries from Chile to Australia, the schedule this year is the busiest yet and will firmly establish TRACKWAY as a permanent fixture on the international scene. Highlights of the tour include one of the world's biggest defence exhibitions – AUSA in Washington; as well as the exciting demonstration theatre that is the UK's Defence Vehicle Dynamics (DVD) show.

In April, the team unveiled their new 12m² stand design concept at Asia's largest trade exhibition Defence Services Asia (DSA) helping to make a big impression on the Far East market.

Features of the new stand include an impressive new backdrop and furniture, and a 1:15 scale model of the Heavy Ground Mobility System, which has moveable parts.

Rachael Hobbs, TRACKWAY market researcher, said: "Thousands of dignitaries pour into these shows every day, so you need to stand out from the crowd."

"The impressive new backdrop, along with our product samples and models are the best way of demonstrating TRACKWAY'S unique capabilities, hands-on, to their potential new users."

In the defence industry, attending trade shows is not simply a matter of keeping up appearances. For most businesses, it's one of the few ways to put themselves on to the radar of different armed forces. As Chris Kendall, TRACKWAY business development manager, explains: "It's at these shows were deals are done,

introductions are made, and your reputation established. Last year the few shows we attended were hugely successful for us so we're expecting big things from 2010."

Rachael Hobbs





Harrier utilising the old style PSA panels as a temporary hard standing

TRACKWAY Ready for Take Off

🌐 Llangefni. New agreement with the U.S could see TRACKWAY break America

The team from TRACKWAY are working with the United States military to develop a new Aircraft Landing Mat (ALM) to replace the Prefabricated Surfacing Aluminium (PSA) matting design. Utilising our relationship with US consultant, Defence Products Marketing, the Americans invited TRACKWAY to their Engineer Research and Development Center in Vicksburg, Michigan. Engineers from FAUN UK's headquarters in Llangefni are working alongside the U.S to design ALM to a strict brief. It must be lightweight, yet capable of being used by a wide variety of aircraft, from the huge C-17 cargo carrier – taking loads of up to 265,350 kg - to the latest F-16 Fighter Jets. PSA was originally developed by TRACKWAY with the UK's Royal Air Force for use as runways, taxiways and hard standings on temporary airfields.

TRACKWAY will unveil its new design ALM in late 2010. Engineers from the US Research and Development Center tested existing TRACKWAY products last month. The project is a hugely significant development in the history of TRACKWAY and could potentially open up a route for other TRACKWAY products into the lucrative American defence market. Chris Kendall, TRACKWAY's business development manager, said: "This project sums up what FAUN TRACKWAY is all about – applying our engineering pedigree to help develop innovative new products which solve our customers' problems. We hope that through working closely with the US and demonstrating our industry leading skills that we can not only secure a significant new order for the ALM but also open other doors for TRACKWAY."

Rachael Hobbs

Prototype drawing of new ALM panel



A Day in the Life of: Chris Kendall

🌐 Llangefni. TRACKWAY's globe-trotting business development manager is at the heart of a highly active sales team

By the end of March this year, TRACKWAY'S business development manager Chris Kendall had already visited nearly a dozen countries. Before he joined FAUN almost three years ago, new sales of TRACKWAY products usually came via long-standing clients like the UK Ministry of Defence who called looking for answers to their engineering problems. While the team still rightly prides itself on the strength of these relationships there was no doubt that a world of opportunity awaited TRACKWAY, which still remains the sole-manufacturer of military-grade aluminium roadway and matting. Chris – a former member of the Royal Air Force Regiment and engineer by training - came on board to help get FAUN out into the global defence market. "Having been in the armed forces, travelling is now in my blood. Now, my role is to continue our tradition of working with customers to develop solutions to their challenges but with new contacts across the globe." says Chris. "It's a mix of both business development and market research."

Chris keeps in regular contact with TRACKWAY'S growing roster of 25 agents across the world who help establish links on the ground as well as attending the busy circuit of international military trade

shows. He added: "In defence you need to have the connections to the people that matter on the ground, which is what our agents help us to do. Once we've made in-roads with the right people, I fly out to meet them and chat about their needs." Clocking up the miles has already started to yield results according to Chris, as now potential new customers and agents are looking for FAUN as much as he searches for them. "When I joined, it was very much like being at a new start up business. Everything has had to be built from the ground up. All of our efforts, both in our highly active marketing function and in my travels, means that people now know who we are. I could well be spending more time at home at this rate!"

Rachael Hobbs



Chris Kendall, Business Development Manager TRACKWAY



Roland Koch (middle) outgoing Minister President of the German State of Hesse, was a notable guest at the conference



From left to right: Interested audience at Dalian Innovation: owner Yu Bo, Dr. Jochen F. Kirchhoff, Dr. Johannes F. Kirchhoff and Patrick Hermanspann

Dr. Armin Vogel elected President of the VAK

Iserlohn. On May 8th 2010 FAUN Managing Director, Dr. Armin Vogel was appointed President of the Association of Municipal Vehicle Industry (VAK)



Dr. Armin Vogel

At the membership meeting in Sulzbach, the members elected the 50 year old to be their new president. Dr. Vogel thus follows Johann Wimmer, F.X. Meiller GmbH & Co. KG, Munich, who has held the position since 2006. Dr. Vogel has already been the Vice-President of the association and is handing this role over to Thomas Moucka, the Managing Director of the Palfinger GmbH, Ainning.

"I am looking forward to this new task and look to the next years with a great deal of expectation. We will move quite a few things forward in the industry and as an association that represents our interests we will have to be more visible, especially internationally. The first step toward this goal will be the IFAT ENTSORGA in September in Munich, where our

member companies will be presenting their technologies in an impressive display", said Dr. Armin Vogel.

The graduated businessman has been affiliated with the waste disposal industry since he joined Edelhoff Polytechnik, Iserlohn, in 1992. He changed over to FAUN in 1995 and, as the Managing Director and Chief Sales Officer (CSO) of the FAUN Group, has had the international responsibility for the areas of Sales Export and Marketing.

Approximately 100 companies from the municipal vehicle industry are members of the VAK.

Claudia Schaeue

Partners visit China

Dr. Jochen F. Kirchhoff and his son Johannes (CEO of FAUN and Chairman of the Advisory Board of the IFAT Trade Fair) visited the IFAT China in Shanghai, and additional cities and companies in China

Patrick Hermanspann (Managing Director of FAUN Services GmbH and Business Development Manager China) and Lide Chen (Chief Representative FAUN China) also accompanied the pair on their trip. The four-day trip was focused around meetings and intense discussions with potential partners for FAUN business activity in China. The travel route led them through the million-strong metropolises of Beijing, Dalian, Shanghai and Wuhan.

In Beijing they met with Zhang Xiaoyu (Vice President of China Machinery Industry Federation, comparable to the German VDMA) and Zhang Kelin (Vice Director of China Machinery Industry Federation). In China, both gentlemen are active across industries in the automotive and mechanical engineering industries and are both experts in a number of areas.

In Dalian, the Dalian Innovation group of companies was on the visit schedule. During the tour of the manufacturing plant for the hydraulics components together with the owner, Yu Bo, the Kirchhoffs witnessed the high international standard of the group of companies for themselves. Subsequently, they visited a joint venture with a German manufacturer that formed sheet metal parts.

The IFAT trade fair in Shanghai and the great interest of the Chinese for German environmental technology products thrilled Dr. Kirchhoff.

The visit to the largest Chinese truck manufacturer Dongfeng in Wuhan concluded the trip.

Claudia Schaeue



Herne Customer Centre

Full-Service 2.0 from FAUN

📍 Osterholz-Scharmbeck. FAUN sets new standards with new full-service concepts



Patrick Hermanspann,
Managing Director of FAUN
Services GmbH

FAUN has enhanced its offer of full-service contracts with new components and is now seeking interested customers for pilot projects. K>MOBIL spoke with FAUN Services Managing Director Patrick Hermanspann about the advantages of the new offer.

K>MOBIL: What does Full-Service 2.0 mean?

Patrick Hermanspann: We have borrowed the extension "2.0" from Web 2.0, to point out the revolutionary components of the new offer, which go far beyond previous ones.

K>MOBIL: What's then so new about it? FAUN has offered full-service for a long time.

Patrick Hermanspann: The new concept upgrades previous offers by giving our customers even more freedom to concentrate entirely on their own service, and we do the rest.

Many customers still operate their own workshops which need intensive attention. We would like to position ourselves exactly there, and function as operator of customer workshops for pilot projects.

K>MOBIL: How would this work?

Patrick Hermanspann: For instance, we could lease the customer's workshop and service and maintain the vehicles as well as other equipment at a flat rate. The costs for a considerable part of the vehicle fleet could then be calculated as fixed costs. FAUN bears the risk for greater costs and the work availability of the vehicle fleet. Of course other forms of the project are also imaginable.

K>MOBIL: What happens with the employees?

Patrick Hermanspann: FAUN employs the existing vehicle fleet as the basis for future customer acquisitions near the location. We believe we will be more successful because of our independence. A win-win situation results for both sides, and we can secure the jobs and in the best case create new ones.

K>MOBIL: Are there other components of the operator model?

Patrick Hermanspann: Yes, we would gladly accompany our customers even more intensively. We can imagine models where we not only operate the workshop, but also provide an availability guarantee for the fleet.

This means that every morning, any number of vehicles must be made available for the working day.

How we accomplish this does not have to be the customer's problem. Here also there are advantages for both partners. Our large rental vehicle fleet facilitates the availability of back-up vehicles.

K>MOBIL: And if this all goes too far for the customer?

Patrick Hermanspann: We have revised our previous full-service concepts and organized them still more attractively, taking advantage of our own many years of experience.

Additionally, we will accompany our customers in the quotation phase more intensively, in order to be able to calculate more precisely.

Because the more vehicles we can take under contract at one location, the more attractive the offer will be. This is especially related to transportation costs. We have learned much from the past.

K>MOBIL: Are there already examples for successfully implemented partnerships?

Patrick Hermanspann: Yes, many FAUN customers already employ the operator model in the most diverse variants in Great Britain. We have gained a good deal of positive experience there. The number of vehicles we support in individual contracts in Great Britain extend from small agreements with 35 vehicles up to contracts with 196 vehicles.

We are in continual close contact with our colleagues in Wales in order to pass on these positive developments to our German customers.

Patrick Hermanspann, we thank you for this informative interview.

Contact:

Patrick Hermanspann

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IFAT-ENTSORGA 2010

Munich. FAUN presents itself with 32 exhibits at the major international trade fair for water, waste water, waste and raw material economy IFAT ENTSORGA from September 13th to 17th, 2010



With eight novelties and a total of 32 exhibits, FAUN plans a tremendous presence at this year's major trade fair of the industry. In focus is the hybrid waste collection vehicle ROTOPRESS DUALPOWER. The first diesel-electric operated vehicle can be handed over to a customer during the fair. As other debutants at the fair, we can mention the new superstructure container for waste collection vehicles, the comb lifting device on the EASYPRESS or the FAUN Performance Kit – a rear part for the export market.

Live and with a unique show, we will daily present our road sweepers and waste collection vehicles to the professional audience at the VAK show "trucks in action".

Come visit us:
In the open-air grounds at stand 503/1.

Claudia Schauge

New to the team: Edgar Baumgartner



Edgar Baumgartner

From April 1, 2010, Edgar Baumgartner has strengthened the German Sales Team. The sales area of the man from the Black Forest comprises the German State of Baden-Württemberg and parts of the German Southwest. Where sales are concerned, Edgar Baumgartner is focusing on the VIAJET sweeping machines and FAUN special waste containers. Throughout the last eleven years, the 46 year-old has actively sold municipal vehicles, in particular sweeping machines.

"This is my key area of expertise, customers who use sweeping machines personally and therefore know their vehicles, those are really interesting people" enthuses Edgar Baumgartner about his profession. Originally, he is a master of agricultural

machines and has a degree in Management & Economics. In addition, Edgar Baumgartner worked for eight years as service manager for MAN Commercial Vehicles. Being responsible for the branch offices in Plauen, Zwickau and Pforzheim, he was on the road throughout Germany. With the Blackwood Forest on his doorstep, Edgar Baumgartner spends his free time in the open air; mountain biking, Nordic walking and tinkering with old tractors.

Claudia Schauge

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Dr. Armin Vogel (left) and Hans-Günter Kerstan have congratulate to Dolph Hulsbergen and his wife Fabienne

Mr. MSTS retires

Haarlem (The Netherlands). Farewell party for Dolph Hulsbergen

In April, among the circle of his family, friends and companions and in the middle of uncounted historic Ford vehicles in the Den Hartogh Museum, Dolph Hulsbergen took his leave from the active waste disposal business. After 40 years in the industry, the Dutchman is now living the quiet life. The 65 year old, who was always optimistic and cheerful, was renowned for good sales and decisive action to drive the industry forward. For this reason, there were a great number of people who joined the party to congratulate him on his retirement. The first contact in 1977 with KSG (Kraus & Schellhorn) that over the years intensified with joint trade fairs and presentations was established via the RAVO sweeper. In 1992, Dolph Hulsbergen was appointed Managing Director

of MSTs West b.v. and was known as "Mr. MSTs" for the sales of Multi Service Transport System (MSTs) collection vehicles. Dolph Hulsbergen joined our group of companies when FAUN acquired MSTs (Multi Service Transport System) in 2001. As the Managing Director of FAUN Logistic Support b.v. and the Sales Manager of FAUN Expotec GmbH for the Netherlands, Scandinavia, Luxembourg, South Africa, Iran and Turkey Dolph Hulsbergen, who is an avid and dedicated trumpet player, sold 360 vehicles in his last years.

Claudia Schauge

Everyone at FAUN wishes Dolph Hulsbergen all the best, and good health for the future.





The six successful entrepreneurs discuss the theme of 'Innovation Is The Answer' as part of the 'IHK Stade Media Talk'. From left to right: Markus Meyer (Sieb & Meyer AG), Jörg Gerdes (Clage GmbH), Wolfgang Reichelt (Block Transformatoren-Elektronik GmbH), presenter Loni Franke, Dr. Johannes F. Kirchhoff (FAUN), Michael Spethmann (Ostfriesische Tee-gesellschaft), Peter Hatecke (Hatecke GmbH) unfortunately not shown (photo: tonwert21)

From ideas to icons

❖ Osterholz-Scharmbeck. FAUN "is distinguished by the Stade Chamber of Commerce in the "neugierig09" series. Entrepreneurs met at FAUN for the closing event

FAUN celebrated the end of 2009 with modest optimism.

The company produced about 1,000 vehicles at the plants in Osterholz-Scharmbeck and Grimma.

For owner Dr. Johannes Kirchhoff, the dialog with the customers and the development of new and state-of-the-art vehicle technologies are especially important in difficult times. This is the only one can survive on the market in the long-term. Dr. Kirchhoff adds: "Through qualified dialog with our customers we want to continually improve the use of our pro-

ducts and services. Inquisitiveness, open-mindedness and curiosity are our virtues here, to satisfy customer requirements on quality and product innovation by purposeful research and development and a high degree of investment. We will not be impressed with clichés such as: "we have always done it this way", "that isn't possible" or the fear of the new, but rather always undertake the new. All our employees should and can be entrepreneurs in our company. We have created the right climate for innovations and well-

being, in order to sustainably stay "one step ahead" of our world-wide competition."

This "one step ahead" was rewarded with FAUN's acceptance into the "neugierig09" series (literally: "curious09") of the Stade Chamber of Commerce. Apart from FAUN, the jury considered five other companies in the North German region who have also built successful businesses with courage and a focus forwards. The Stade Chamber of Commerce is advertising throughout Germany for the region with

the activities involving the "curious" motto, and is demonstrating how active and innovative the North is by showing examples of entrepreneurial success. With 30 individual activities, "neugierig09" informs people in Schleswig-Holstein, Hamburg, Bremen and Lower Saxony. A meeting of entrepreneurs marked the end of the portrait series carried out in November in the halls of FAUN.

Claudia Schaua

Technical Manuals are more interesting than the family tree

🔗 Osterholz-Scharmbeck. Janina von Spreckelsen studies mechatronics as part of the DUAL course of studies at FAUN

Janina von Spreckelsen is a cheerful young woman. During the interview she speaks enthusiastically about her studies in mechatronics, which she has been pursuing since the winter semester 2009/2010 in the DUAL course at the Hochschule 21 and at FAUN as a working student. The 20-year-old was the first female student to register for this new curriculum, and is now one of 20 other fellow students hard at work learning more about mechanics, electronics, and computer science.



Janina, a question right up front, something you are surely often asked. How does a young woman like you come to choose a profession so dominated by men?

(von Spreckelsen laughs, since she's heard this query so often): I've always been interested in workshops and cars. I used to go along with my father to his workshop, and after my training as passenger car mechatronic technician I wanted to enroll in a university for further studies. But I didn't want to just study anything – it had to be something to do with technology. For me, technical manuals have always been more interesting than the family tree. Then I

heard about "Hochschule 21" and the new course of studies in mechatronics, and simply applied. It worked!

FAUN is the practice partner of Hochschule 21. How come waste collection vehicles?

During my apprenticeship at Autohaus Karl Meyer in Wischhafen, I already helped to repair garbage trucks. I loved it. And when I learned that FAUN is the practice partner of the university, and was able to take a look around the place at an Open Door Day, my decision was sealed.

The first of a total seven semesters is now completed. What did you think of it?

It was super, but full-time studies like this are also very strenuous. At FAUN I first worked in the the ROTOPRESS assembly line at the individual stations, and later did electrical installation work on my own. I was subsequently in the engineering department, in electrical installations, working with Mirco Hoedt and Bastian Schelling.

And what are your goals? What would you eventually like to do?

I'd like to work on new developments such as the hybrid vehicle ROTOPRESS DUALPOWER, and make creative contributions myself. FAUN describes it as an interface between assembly and development of hybrid waste collection vehicles. With my company mentor, Development Manager Georg Sandkühler, I'm close to where the action is. FAUN is also financing my studies, so after 3½ years I will work there for two years and can participate in long-term development projects.

More about the courses of study at Hochschule 21 on the internet at: www.hs21.de



Just before delivery: EASYPRESS at final inspection

Our star for Stavanger

🔗 Stavanger. The first EASYPRESS with comb lifting device will go to work in Scandinavia

Not only the winner of the Euro Vision Song Contest cuts a fine figure in Norway. FAUN also achieved top performance with the EASYPRESS project, a comb lifting device mounted on a Scania chassis. After the prototype, this vehicle is the first front-side loader with the new lifting device delivered to a customer. The container receiving unit with four fingers supported by bearings on a central shaft can grasp all usual 80 to 1,100 liter containers (EN 840-1 /-2). A technological innovation from the designer Frank Stephan is the mechanical rollover protection on the superstructure.

The EASYPRESS will go to work in Norway. The waste disposal company Renovasjon IKS serves about 300,000 households in the Stavanger and Sandes regions in the northeastern part of the country. The EASYPRESS will be primarily employed in removing domestic waste, paper, and plastic. Apart from the EASYPRESS there are 40 other waste collection vehicles in the Renovasjon IKS vehicle fleet. The com-

pany is supported by the FAUN dealer of many years, EuroTeknikk AS.

Gunnar Alstad of EuroTeknikk on the reasons why Renovasjon immediately decided to purchase the EASYPRESS with comb lifting device: "The customer wanted a vehicle with one-man operation. The driver or loader was to have a comfortable, ergonomic, well-organized workstation for his daily work. Long distances have to be covered in Norway. When Renovasjon saw the prototype of the front-side loader with comb lifting device in the Osterholz-Scharmbeck factory, they wanted to have the vehicle at once."

The EASYPRESS was delivered in May 2010.

Claudia Schae

Put to the tow bar

K>MOBIL spoke with Lars Bohl, Production Manager and Logistics Manager at the Heilsborn site about the lean management program at FAUN



Always close to the action. The members of the Chassis Preparation workshop discussing the object. From left to right: Kai Brüns, Michaela Kurk, Rüdiger Behnke, Jens Blendermann, Maïke Ortmann, Bernd Neumann und Hartmut Semken

Measures that increase efficiency in production were already taken in 2008, which are now being continued consistently.

Originally, lean management is a process that originated in the automotive industry. What they mean is lean management, which takes into consideration various methods and processes to efficiently arrange the entire value chain of industrial goods.

Our approach at FAUN therefore starts with a holistic view of the plant. We consider the entire manufacturing process chain. It is only in this manner that we can reach all departments and empower employees from every department to work in collaboration on the project. We create an internal customer – supplier relationship.

WORKSHOP. Achieve sustainability

A schedule has been created for this year in order to be able to record all processes. Every three weeks, a one-week workshop on another subject will take place. For example, domestic sales – construction – order processing – production planning. Within that workshop week, the individual work steps and interfaces of the subsequent operations are looked at in order to root out any potential problem areas. Influencing factors are examined and changed, if necessary. The team uses the weeks following the workshop to implement suitable measures and to effect control at the same time. Here, the sustained implementation of all measures has the highest priority.

The employees control the implementation of the measures for process stability. The whole entity is a continuous process, but in the short term it is scheduled to last for two to three years.

TEAM. Together to the goal

This large-scale project is carried out in close cooperation with the works council and production management. A member of the works council liaises with each team, as the planned measures probably will result in a change of a person's employment behaviour. Lars Bohl also considers the restructuring of current processes to be a challenge on the way to lean manufacturing. Established ways of working must be changed, and that is not always easy.

GOAL. Persisting in the market over the long term

Simply put: Lean is to harmonize the processes. Processes that do not create value in the production process must be eliminated to save resources as well as money. In addition, the measures result in a reduction of the throughput time and an increase in on-time delivery to our customers. Those are all essential factors that must be present to be able to have a good position in the market in the future.

CHALLENGE.

For example, FAUN set itself the following goals:

- Increase productivity
- Market-focused delivery schedules
- Ability to compete
- Standardisation of common parts

In 2008, the assembly lines of the VARIOPRESS and POWERPRESS products have been changed over to the flow principle. The goal of the current workshop is to implement flow production with synchronised capacity containers.

You have to imagine it this way: The parts for the rear are set on little transport carts and pushed from workstation to workstation. The employees and the parts stay at their stations, only the assemblies are moved on.

Assemblies in the inside section of the assembly line:

- Container
- Discharge plate

- Rear part
- Hydraulics
- Electrical system

Outside section of the assembly line:

- Placement of the container on the chassis
- Connection of the vehicle electronics
- Final acceptance inspection

A measure that resulted from the lean workshop is the implementation of the KANBAN systems in steel construction and in cutting blanks (in the assembly we are already working according to this principle). In doing so, we worked according to traditional manufacturing principles:

- FIFO (First in/First out)
- 7 Waste (7 types of wasting: transportation, movement, over engineering, overstocking, maintenance, too much activity, rework)
- 6 S (Scrub, sort, systemize, standardize, self-discipline, safety)

IDEA. Put to the tow bar

The tow bar is a superb example for cross-departmental cooperation. In our implementation of the measures that were developed in the workshops we are supported by the university students of the student's consulting business, the activ e.V. that is located in Bremen, Germany. (K-MOBIL reported on this in Issue 34)

The employees of FAUN and the university students jointly faced the issue that with flow production the

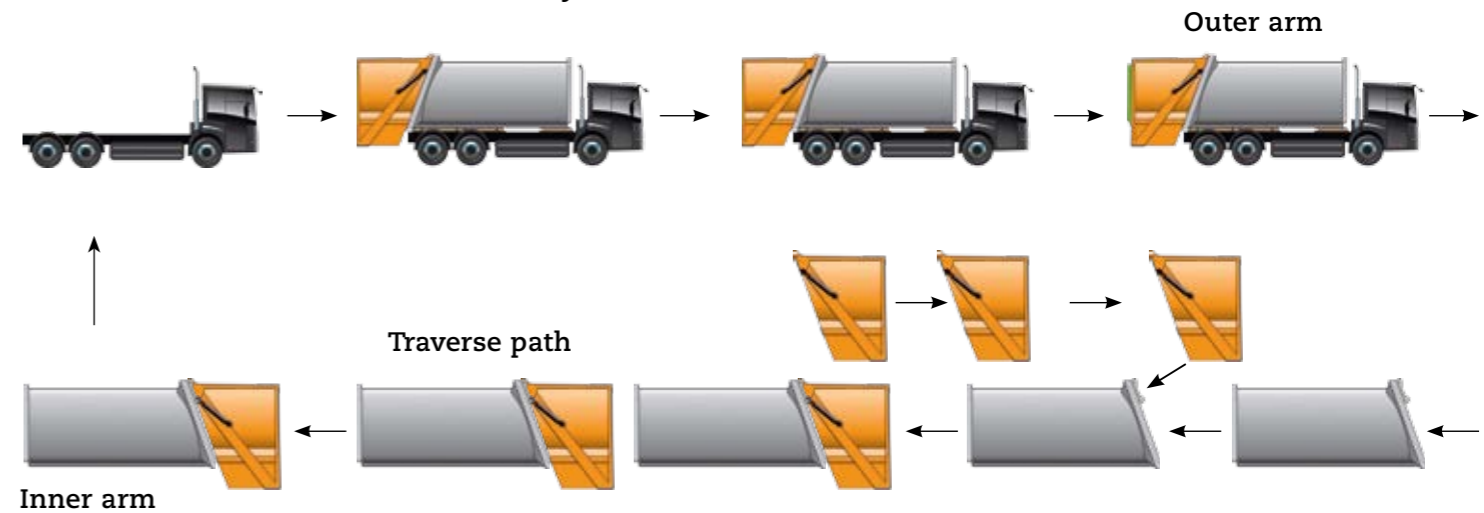


chassis cannot be moved. Within the line, the assemblers have always been moving to the respective chassis. These steps caused loss of time and therefore increased costs. A solution had to be found to move the chassis. The university students Michael Sauer and Lukas Baar developed a "suitable means of transportation": the tow bar. After this idea had been born, a model was carved from wood at home. Later, Torben Hedenkamp made the prototype in our company's test shop of steel. In the meantime, the tow bar has found its way into the assembly.

Tow bar with idea providers. From left to right: Nicole Wedel (FAUN KVP Management) leads the workshops, Torben Hedenkamp (Fixture Construction, builds the prototype according to the specifications from Michael Sauer, Lukas Baar (unfortunately, not in the picture)) and Christopher Kallhoff. (all from Active e.V.)

Claudia Schauge

VARIOPRESS and POWERPRESS assembly





1.



6.



7.



2.



3.



8.



9.



10.



4.



11.



12.



5.

Overview of 2010

✦ An eventful first six months in pictures

1. 28 Vehicles for Fehr Umwelt GmbH, Lohfelden. 2. Visit from the Croatian FAUN distributor KOMOP to the Osterholz-Scharmbeck plant. 3. Hybrid symposium in Iserlohn. 4. International major of Industrial Engineering students from the University of Bremen visit FAUN. 5. Curious guests visit FAUN during media talk show. 6. FAUN Christmas raffle raises 640 Euro for the Children's hospital in Syke. 7. Markus Engbert (left) hands over the key to the new VIAJET to Wolfgang Färber and his son during BAUMA in Munich. 8. The winner of this year's FAUN Cup: Rainer Janssen. 9. FAUN – Ski trip 2010 10. FAUN – Ski Olympic Games 2010. 11. FAUN Viatic GmbH "2010 Selected Site" award in the Land of Ideas. 12. Two VIAJET FILTAIR for Augsburg city.



WE.MOVE.FUTURE.

We wish you and your families a vacation time that is filled with sunshine and relaxation.

 **KIRCHHOFF**
GROUP

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