

**WE.MOVE.FUTURE.**

我们改变未来



 **KIRCHHOFF**  
AUTOMOTIVE



Daniel Cheng



Arndt G. Kirchoff



Production Plant Suzhou 苏州工厂



Production Plant Chongqing 重庆工厂

# KIRCHHOFF Automotive – global player and partner of the automotive industry

## 奇昊汽车-汽车制造行业的全球性参与者和伙伴

KIRCHHOFF Automotive is a leading supplier of metal parts and modules and hybrid structures for the international automotive industry. The family-owned company, founded in 1785 and now in its fourth generation, stands with its core competences for short ways and quick decisions.

With production in 28 plants in 12 countries an international process chain in customer proximity is established with our core technologies forming, joining and surface treatment. From these core technologies products like bumper systems, mounting plates and interior components like crossmembers, seat frames and frontends are created which are preferably assembled to complete modules in JIT plants directly at our customers' sites. Connected upstream already in the development phase of new vehicle modules is a close collaboration between the customer and the KIRCHHOFF research and development team, beginning with research and development via simultaneous engineering and rapid prototyping to the point of series production. The individual combination of service packages and process chains combined with the lean medium-sized company structure allows optimal cost and logistical advantages at our customers' benefit.

At KIRCHHOFF Automotive people work for people. Our employees, embedded in our tradition, ensure our profitability and competitiveness also in the future.

奇昊汽车是国际汽车工业中金属零部件和混合材料零部件的主要供应厂商。这个始于1785年的家族企业现在已经由第四代继承人接管，其核心优势在于快速果断的决策。

以冲压、组装和表面处理核心技术为基础，我们在全球12个国家，28个工厂建立了以客户为中心的全球产业链。依托核心技术，我们在客户周边的JIT工厂直接为其生产保险杠，组装底盘件，前端模块及包括仪表盘支架，座椅支架在内的内饰产品。奇昊的研发团队与客户在新款车的研发初步阶段便一起密切合作，为批量生产做好准备工作。不同产品特定的服务及工艺链，以及中型企业精益管理体系，为客户的最佳成本和运输方案提供了保证。

奇昊汽车以人为本，我们的员工秉承此优良传统，力争确保公司的长久盈利能力和竞争力。

Arndt G. Kirchoff  
Chairman and CEO  
KIRCHHOFF Automotive  
董事长兼首席执行官 奇昊汽车

Daniel Cheng  
Managing Director  
KIRCHHOFF Automotive China  
总经理 奇昊汽车 中国

**Production Sites:** Suzhou, Chongqing  
**Factory Area:** 40.000 m<sup>2</sup> Suzhou, 4.000 m<sup>2</sup> Chongqing  
**Building:** 10.000 m<sup>2</sup> manufacturing  
 add. 3.000 m<sup>2</sup> workshop in April 2011  
 2.000 m<sup>2</sup> administration

**Employees:** 284  
**Customers:** Shanghai General Motors (SGM)  
 Changan Ford Mazda Automotive (CFMA Nanjing)  
 Changan Ford Mazda Automotive (CFMA Chongqing)  
 FAW-Volkswagen (Audi)  
 Brilliance BMW  
 GM Korea  
 Shanghai Volkswagen  
 Volvo Truck China, India and Thailand

**Products (cars):** Bumpers, Cross Car Beams, Cross Members, Brackets, Brake Shields, Rocker Panel Reinforcement

**Products (trucks):** Battery Box Assembly, Cross Member, Brackets, Front Impact Bars

**Technologies:** Coldforming, Hotforming, Joining, Riveting

**Equipment:** mech. 400 to / 500 to press and autom. 250 to / 400 to press, mech. resistance welding (spot- and boss welding), ultrasonic welding and robot welding

**Quality:** ISO/TS16949, ISO14001 certified, GM QSB certified;

**Construction:** UG NX5.0, Ideas 13.3, Catia V5 R19

**工厂地址:** 苏州, 重庆  
**占地面积:** 苏州 40,000 m<sup>2</sup>, 重庆 4,000 m<sup>2</sup>  
**建筑面积:** 厂房占地 10,000 m<sup>2</sup>  
 2011年4月厂房扩建 3,000 m<sup>2</sup>  
 办公楼占地 2,000 m<sup>2</sup>

**员工人数:** 284  
**主要客户:** 上海通用  
 长安福特马自达 (南京)  
 长安福特马自达 (重庆)

**轿车产品:** 一汽大众 (奥迪)  
 华晨宝马  
 韩国大宇  
 上海大众  
 沃尔沃卡车—中国, 印度和泰国  
 保险杠, 仪表盘支架, 底盘横梁, 支架, 叉车罩, 门槛加强板

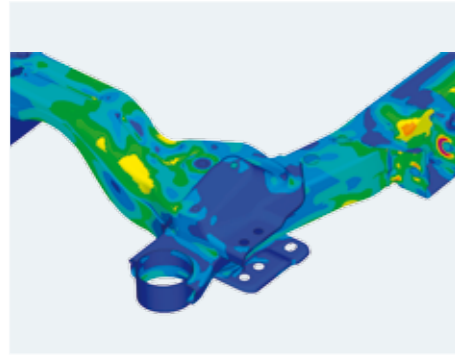
**卡车产品:** 电池盒, 底盘横梁, 支架, 卡车前保险杠

**技术:** 冷冲压, 热成型, 焊接, 铆接

**设备:** 400-500吨手动模冲压机, 250-400吨连续模冲压机. 电阻点焊, 超声波焊, 机器人焊。

**质量体系认证:** ISO/TS16949, ISO14001认证, GM QSB 认证;

**工程软件:** UG NX5.0, Ideas 13.3, Catia V5 R19



**R & D / PROTO / TESTING**  
研发 / 样件 / 实验

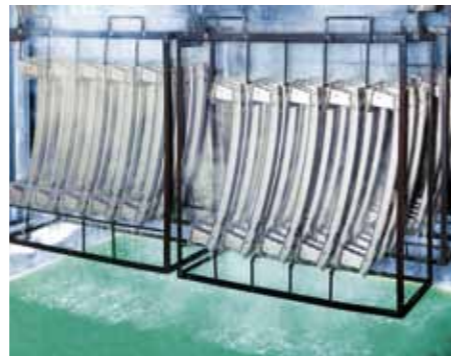
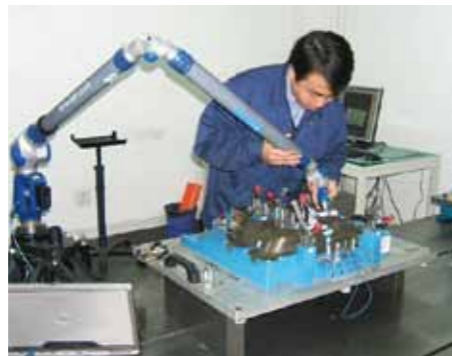
**FORMING**  
冲压

**HOT FORMING**  
热成型

Design Concept  
Finite Elements Calculation  
Prototyping  
Stress and Crash Tests  
概念设计  
有限元分析  
样件制造  
应力和碰撞试验

Pressing Forces: 80 – 2.500 to Steel up to 1.200 MPa  
Thicknesses: 0,7 – 12 mm  
冲压能力: 80-2500吨  
钢材强度高达1200兆帕  
工件厚度: 0.7-12毫米

Pressing Force: 800 to Forming to highest-strength steel  
冲压能力: 800吨  
高强度钢材的成型



**JOINING**  
装配

**QUALITY CONTROL**  
质量控制

**SURFACE TREATMENT**  
表面处理

MIG, MAG, Spot Welding  
Laser Welding, Twin Wire Welding  
Brazing, Hybrid Combinations, Glueing  
气体保护焊, 活性气体保护焊, 电阻点焊  
激光焊接, 双丝弧焊, 钎焊, 混合材料组装, 粘接

ZEISS CMM  
Universal Material Tester (SANS5105, 100kN)  
FARO Arms (N1002, 0.086mm)  
Microscope  
蔡司 三坐标  
万能材料试验机 (SANS5105, 100kN)  
FARO 测试臂 (N1002, 0.086mm)  
显微镜

Cathodic Electrophoretic Coating  
Corrosion Prevention  
阴极电泳涂层  
防腐处理

# Examples of the product range

## 产品系列简介



**Model:**  
GM, Opel Astra

**型号:**  
通用 欧宝 Astra

**Engine Cradle 发动机支架**

**Technology:**  
Forming  
Twin Wire Welding  
Insertion of Bushings,  
E-coating

**技术:**  
冲压  
双线焊接  
衬套嵌装  
电泳

**Production:**  
Germany  
Poland

**生产地:**  
德国  
波兰



**Model:**  
GM, Opel Astra  
Buick Excelle GT / XT

**型号:**  
通用 欧宝 Astra  
别克凯越 英朗XT/GT

**Cross Car Beam 仪表盘支架**

**Technology:**  
Metal Forming, Tailored  
Rolled Tube, Thin Gauge  
MIG Welding

**技术:**  
金属冲压, 不等壁厚管,  
薄壁气体保护弧焊

**Production:**  
China  
Poland

**生产地:**  
中国  
波兰



**Model:**  
BMW Series 5, 5 GT, 6, 7

**型号:**  
宝马5系, 5系 GT, 6系, 7系

**Frontend Structure Incorporating  
Headlight Mounting System**  
前照灯支架与前端总成

**Technology:**  
Bonding of Metals  
& Plastics

**技术:**  
金属和塑料一体化

**Production:**  
Germany

**生产地:**  
德国



**Production Plants**  
生产工厂

China: 中国  
Chongqing  
Suzhou

Canada: 加拿大  
Toronto

France: 法国  
Ymeray

Germany: 德国  
Attendorn  
Iserlohn  
Olpe

Hungary: 匈牙利  
Esztergom

Ireland: 爱尔兰  
Letterkenny

Mexico: 墨西哥  
Hermosillo  
Puebla  
Querétaro

USA: 美国  
Manchester  
Tecumseh  
Waverly

Poland: 波兰  
Gliwice  
Mielec

Portugal: 葡萄牙  
Cucujães

Romania: 罗马尼亚  
Craiova

Spain: 西班牙  
Figueruelas

**Tec Centers**  
技术中心

Germany: 德国  
Attendorn

Canada: 加拿大  
Toronto

**Sales Offices**  
销售

Brazil: 巴西  
São Paulo

Germany: 德国  
Munich  
Stuttgart  
Wolfsburg

Great Britain: 英国  
London

Japan: 日本  
Hamamatsu

Korea: 韩国  
Seoul

Russia: 俄罗斯  
St. Petersburg

USA: 美国  
Detroit

For further information please refer to  
更多信息请登陆

[www.kirchhoff-group.com](http://www.kirchhoff-group.com)  
[www.van-rob.com](http://www.van-rob.com)



Arndt G. Kirchhoff meets Wen Jiabao, Premier and Party secretary of the State Council of the People's Republic of China, in Mai 2010

2010年5月，国务院总理温家宝会见奇昊汽车董事长 Arndt G. Kirchhoff

**“Tradition and progress, down-to-earthness and cosmopolitanism – this is what the KIRCHHOFF Group unites in the best sense.”**

Dr. Angela Merkel, Chancellor of the Federal Republic of Germany, in her laudatory speech

**“秉承传统并不断进步，脚踏实地且多元化发展——这就是奇昊集团永葆活力的原因”**

— 德国总理安吉拉·默克尔



German Chancellor, Dr. Angela Merkel, congratulates Arndt G. Kirchhoff, Chairman and CEO KIRCHHOFF Automotive, to the 225<sup>th</sup> anniversary of the KIRCHHOFF Group.

德国总理安吉拉·默克尔向奇昊汽车董事长兼首席执行官 Arndt G. Kirchhoff 先生祝贺奇昊集团成立225周年

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Telefax: +49 2722 696 - 219  
t.steinhaus@kirchhoff-gruppe.de

**Asia**

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**亚洲**

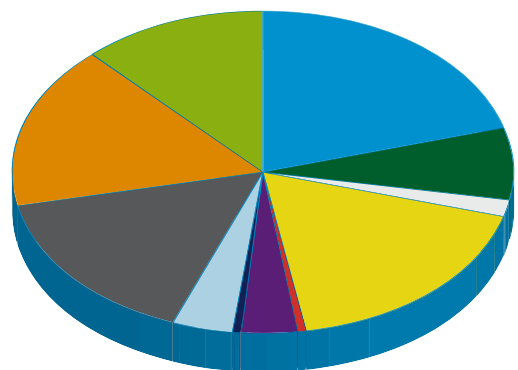
**奇昊汽车系统（苏州）有限公司**  
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邮编： 215121  
电话： 0512 62871288 - 101  
传真： 0521 62871277  
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**Worldwide 全球化**

**Your Contact 联络**

Total employees by country (2011)

员工分布



# Knowledge.Values.Change.

KIRCHHOFF Group since 1924 in China.

## 知识.价值.变革.

奇昊在中国，始于1924

In 1785, Kirchhoff founder, Stephan Witte, established a needle factory in Iserlohn Germany producing various types of needles.

Early in 1924, Kirchhoff becomes registered trademark in China for needle products and exports millions of needles to China serving China's textile industry.

In 2006, Kirchhoff returns to China with the foundation of KIRCHHOFF Automotive Suzhou.

In 2010 2<sup>nd</sup> plant in China, KIRCHHOFF Automotive Chongqing, ist registered.

1785年，奇昊集团创始人Stephan Witte在德国Iserlohn建立了针厂，生产各种类型的针供家庭及手工作坊使用。

一个多世纪后的1924年奇昊的钢针产品正式进入中国，经商标审定、注册后于上海北京路67号的德商裕兴洋行代理出售，从此结下了与中国市场的渊源。

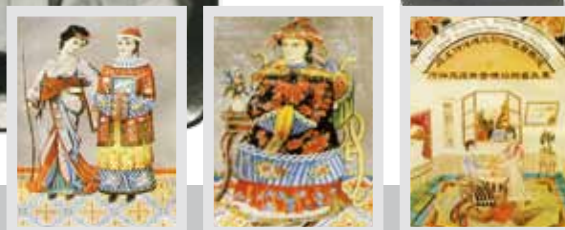
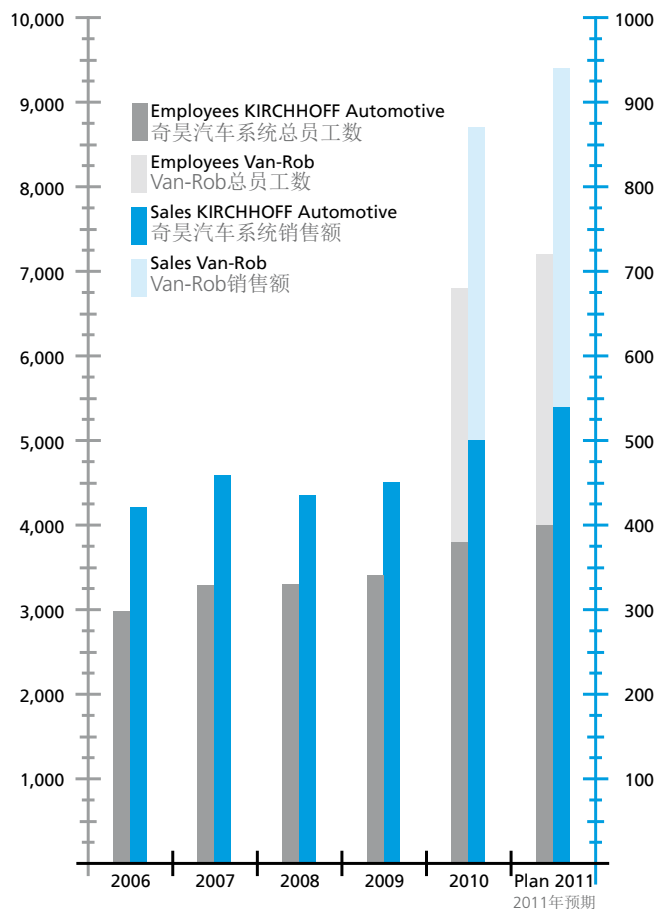
2006年，奇昊中国正式在中国苏州成立。

2010年，奇昊中国第二家工厂——重庆奇昊汽车配件有限责任公司注册成立



Employees 员工人数

Sales in mio. EUR 销售额 (欧元)



The Facts 业绩

Tradition 传承