

K»MOBIL

THE KIRCHHOFF GROUP MAGAZINE



Half power ahead

Wars, crises and the lack of reluctance to carry out reforms do not remain without consequences for the world economy. Despite the uncertain global economy the KIRCHHOFF Group will again record a growth at the end of this year. Read more about from page four.

K•MOBIL

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Economic outlook and corporate management in an uncertain world



Review of 2014 and outlook for 2015 of the KIRCHHOFF Group

Dear customers and friends of our group of companies,
dear employees,

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"It's tough to make predictions, especially about the future."

This joke by legendary banker von Fürstenberg from the early twentieth century, which has since been widely circulated as a corny pun, has now assumed a real relevance.

It is currently demonstrated by the correction to GDP growth for 2014 from the original 1.8% to 1.2%.

For weeks, growth prospects for the German economy have considerably worsened. The Business Climate Index of the Ifo Institute has experienced five consecutive decreases to its lowest value since April 2013 and business climate levels are at their lowest since 2012.

This is due to the crises and wars in Eastern Europe, the Middle East, and the Arab region, as well as the reluctance of some larger Member States to carry out reforms and the independence movements in the EU. Added to this are the weaker dynamics in the "emerging markets".

The crisis in Ukraine has not been settled. Although pro-European parties in Kiev have gained a significant majority, the population in the industrial east of the country has illegally elected two of its own presidents in Donetsk and Lugansk under the leadership of Russian separatists. The conduct of Russia in this region remains unpredictable for the time being.

Sanctions imposed by Europe and America and the Russian retaliatory measures have long since had an impact on the economic development of Western Europe and not least in Germany, the largest trading partner.

We must take the concerns of Russia's western neighbours, particularly Poland and the Baltic states, very seriously. The doubling of Russian military spending will inevitably lead to an increase in the defence budget in the west.

If "home-grown" pressures due to the cost-intensive socio-political decisions of our conservative/social democrat coalition government, such as retirement at 63 and the nationwide minimum

wage as well as increased energy costs owing to the accelerated transfer to renewable energies, are added to the global insecurity and increased challenges in international competition, it is no surprise that the German economic climate is significantly bleaker.

The increased readiness of companies to invest, which the government as well as the EU are pushing for, is not to be expected as long as economically favourable conditions are absent.

For the most part, the German economy is still showing moderate growth due to the consumer enthusiasm of the German people, who in view of extremely low interest rates and relatively secure employment prefer to spend their money and lighten their savings accounts on occasion.

On the bright side, there are a growing number of voices within politics that call for boosting the "industrial location of Germany" in view of the circumstances. Initiatives along these lines are also to be urgently considered by trade unions to avoid more jobs being transferred abroad.

Even in the automotive industry, as communicated by the VDA (German Association of the Automotive Industry), “the climate has been gloomy since it reached its peak in April 2014”. During the year, new domestic registrations still rose by 2.9% by September and the key sales markets, most notably the USA (9%) and China (8%), have continued to grow, while demand declined significantly in Brazil (–3%) and Russia (–20%).

At KIRCHHOFF Automotive—just as our customers, the OEMs, and many German suppliers—, we are doing our best to maintain as many jobs in Germany as possible for as long as possible. However, everyone involved in politics and trade unions must now play their part.

We set up our foreign production plants based on customer requests. Consequently, this makes us dependent on the local order situation. In this respect we are fighting together to preserve our jobs in Germany.

In the dictatorship countries where we are already active due to customer de-

mand, the risk of our activities is to be limited to an acceptable level. In other countries where political arbitrariness prevails, we are monitoring developments and, like our customers, decide at an appropriate time whether we will carry out activities there.

In 2014, 84 million cars will be produced worldwide. We estimate a total of 100 million vehicles by 2020/21. This corresponds to average annual growth of 3%. With our global presence, we expect to participate in this growth.

Despite the uncertain global economy, the **KIRCHHOFF Group** will again record a growth this year, even if sales only increase from MEUR 1,615 to MEUR 1,655, which corresponds to 3%. The number of employees remains unchanged at 10,500.

KIRCHHOFF Automotive recorded an increase of around 4% in Europe. In North America, revenue after adjustment for exchange rates increased by 5–6%, which was in line with the market.

In North America, our affiliated company KIRCHHOFF Van-Rob commissioned a new plant in Dallas, Texas, and carried out numerous start-ups for the traditional American customers as well as for vehicles with local assembly plants of our German customers.

In China, KIRCHHOFF Automotive has put a new plant into operation in Shenyang, north of Beijing, and managed extensive start-ups in the European plants in Attendorn/Germany and Iserlohn/Germany, as well as in Portugal and Hungary.

KIRCHHOFF Automotive and KIRCHHOFF Van-Rob launched the reorganisation of Global Procurement, a global purchasing organisation, and commenced many projects in our Global HR organisation.

KIRCHHOFF Ecotec The strengthening of our market development in Europe has led to a merger in Switzerland of our traditional company Ochsner with Contena, a company belonging to the Heiniger family. As a result, both companies have created an ideal extension of their product ranges and a larger customer service network.



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In Scandinavia, the future cooperation between our FAUN and ZOELLER companies and the Olsson family and its company JOAB will enable the optimal care of the countries in this region. FAUN and ZOELLER showcased an exciting range of innovations at the world's most important environmental trade fair IFAT in Munich/Germany in May 2014. Particular highlights included:

- The SIDEPRESS refuse collection truck
- The ECOPOWER options
- The comfort running board for refuse collection trucks
- The Streamline road sweeper range
- The accident-proof 24-volt electro lift

Another high point of this year was the completion, start-up, and official opening ceremony of our new plant in Rekowo Górne, close to Danzig/Poland.

The construction of a new customer centre was started in Gerlingen/Germany to serve the Stuttgart area.

Finally, the following significant orders in 2014 are worthy of note:

- 60 rear loaders for Abu Dhabi from Stummer
- 32 SIDEPRESS MSTs for Abu Dhabi from FAUN
- 190 VARIOPRESS with 359 fill for Qatar from FAUN and ZOELLER
- 113 rotary lifts for Birmingham from FAUN ZOELLER UK
- TRACKWAY orders for Singapore, Norway and Denmark.

TRACKWAY are metal roadways that can be quickly laid to strengthen the ground.

KIRCHHOFF Mobility will achieve a growth in turnover of 17%. With the acquisition of Haueter AG in Switzerland, our activities were extended to 12 locations in Germany, Austria, and Switzerland.

WITTE Werkzeuge has now resumed its growth and will improve by 15% in 2014.

Moderate signs of market recovery can be seen in Southern Europe, as well as growth in turnover in North America and China.

The Cologne Eisenwarenmesse (International Hardware Fair) in March 2014 contributed to this recovery.



Ladies and Gentlemen,

My family and our employees will implement the good prospects in all of our business units with continued commitment and great pleasure. We would like to thank our esteemed customers for their understanding and support, and our employees for their loyalty and dedication.

My sons and I would like to wish you and your families a merry Christmas, a relaxing time during the festive period, and all the best—particularly good health—in the new year.

A cordial good luck!

Sincerely,

Dr Jochen F. Kirchhoff



Alexander Günther (left), Advance Product Development, and Benedikt Poggel (right), working in Applied Research, examine the frontend prototype in multi-material design.

From research and development: application of multi-material design

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— In order to find the right answers for the lightweight construction of the future, it is no longer sufficient to concentrate on only one method, one material, or one manufacturing process. Multi-material design is the catchword in the field of body development. There is not just one answer for the lightweight construction of the future.

Lightweight construction in vehicle and body development is increasingly gaining acceptance. It is not only driven by the political and legal CO₂ targets for 2020, but also by the increase in electrically powered vehicles, which present changes in terms of weight distribution and load paths.

In lightweight construction, any material can be used in the appropriate application. This increases the complexity of product development, because additional know-how of new methods, materials, and manufacturing methods is necessary. For this reason, developers from Applied Research and Advance Product

Development at KIRCHHOFF Automotive work on new concepts and innovative solutions. The keyword is multi-material design, enhanced by a commercial perspective.

A project that demonstrates this approach is the analysis and optimisation of a frontend in multi-material design, in which the suitability of organic sheets combined with other materials such as steel and aluminium was investigated. The current frontend consists of conventional and modern steel grades in a modular design. The MAG and WPS joining technologies are used

for the assembly of the individual parts. To identify the optimal materials in each case, each component is assessed and analysed individually. In this context, all stresses, as well as the resulting demands, are investigated with regard to the geometry and possible weaknesses and the efficiency of the material. The insights gained are subsequently included in the technical preliminary design. The development takes place in several steps—from the original idea, the first implementations in CAD, an optimisation cycle combined with numerical simulation, to prototypes and validation (see figure below).

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Typical project process



To exploit the full potential of lightweight construction, the specific characteristics of the respective materials have to be taken into consideration. This also includes specific manufacturing processes such as the extrusion of aluminium or the thermoforming of organic sheets and GMT. Each material requires a specifically adapted construction. Following the preliminary design, the construction is constantly refined in an optimisation cycle using numerical simulation. At the same time, the sheet thickness and the fibre orientation of the organic sheet, among many other things, are adjusted. Ultimately, the combination of steel, aluminium, and glass fibre-reinforced thermoplastic materials proves to be a feasible and economically practical lightweight construction solution for the future.

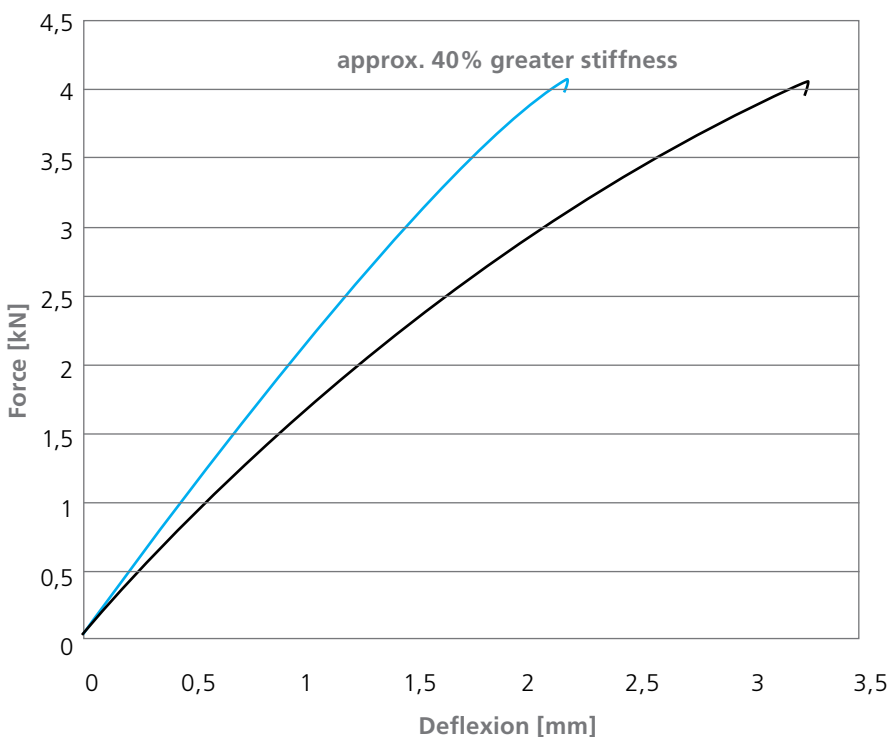
organic sheets. The existing stresses (predominantly tensile, compressive, and bending stresses) arise on a single axis and thus enable a unidirectional fibre orientation of the semi-finished product. As a result, the full potential of this material can be exploited. The integrally moulded ribs made of GMT provide additional stiffness. This panel material is warmed simultaneously with organic sheet boards, put in the forming tool, and formed. In addition to the stiffening ribs, this enables a partial increase in wall thickness in order to reduce stress. Furthermore, the cut edges of the organic sheets are simultaneously sealed and protected against delamination. The weight saving alone in these components amounts to over 50% and is realised using comparably low-cost glass fibres.

Due to the complex geometry with a high degree of deformation and the existing stresses, it is possible to continue constructing the cross connection economically with steel. However, the inner and outer supports as well as the apron are ideally suited for the use of

The adapter headlight component can be manufactured economically by adjusting the geometry of the aluminium sheets. This enables savings of more than 40% of the original weight. Organic sheets based on glass fibres are not suitable for this component due

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Force-deflexion graph



— Steel variant (series)



— Hybrid (R&D)

to the existing set of stress factors and the geometry required. Organic sheets with carbon fibres would offer additional savings in weight. However, these measures would significantly increase the premise of justifiable lightweight construction costs. The assembly is joined by riveting, screwing, and gluing.

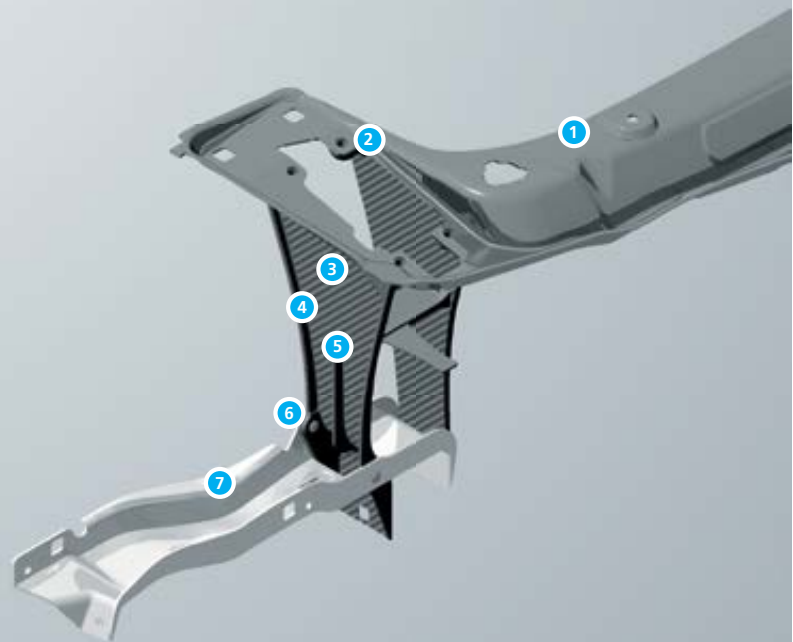
The first prototype trials show an improvement in performance with signif-

icantly reduced weight. This project illustrates the relevance of multi-material designs for future developments. The approach can be summed up as “the right material in the right quantity in the right location at the right price”.

Christoph Wagener, Rolf Schwarzer, Alexander Günther



The right material—in the right place—in the right quantity



- ① Steel due to high degree of forming with simultaneously high mechanical requirements
- ② Reduction in stress thanks to partial increase in wall thickness of GMT
- ③ Organic sheet to transfer the load and increase stiffness
- ④ Edge sealing
- ⑤ Ribs for higher resistance to buckling
- ⑥ Forming of mounting flanges
- ⑦ Higher torsional stiffness of aluminium



1.+2. The Boreas Racing student team shortly before the World Championship (f.i.t.r.): Peter Zimmermann (Team Manager), Katja Schidor (Production Engineer), Benedikt Roder (Marketing Manager), Julia Pereira (Graphic Designer), and Nick Neubert (Designer).

Multi-faceted commitment to the region

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— The Dr KIRCHHOFF Foundation has been involved in a large number of activities for the region in 2014 once again. Overall, almost TEUR 60 was gifted to activities, and various charitable projects in the areas of education, culture, sports, and social causes received long-term support.

Support to students from Iserlohn/Germany in the international technology competition “Formula 1 in Schools”

The winning team from Germany of “Formula 1 in school”, BoreasRacing from Iserlohn, took an excellent third place at the world championship of „F1 in Schools” in Abu Dhabi. In this regard they had to face the competition of 38 student teams of 22 nations. F1 in Schools is a multidisciplinary, international technology competition, in which students of the age of 11 to 19 years develop a miniature Formula 1 race-car on the computer, manufacture it and send the car afterwards into running.

Ski-Klub Sauerland e.V. in Iserlohn pleased with the renovation of the club house

The Iserlohn ski club runs a club house for students, young people, and ski and hiking enthusiasts with its own premises in Neuastenberg/Germany. The Foundation made a contribution to the desperately needed renovation work.

Förderverein Inner Wheel e.V. donates clarinet to Ethiopia

The Förderverein Inner Wheel e.V. association in Iserlohn is committed on a voluntary basis to social projects across the world. Among these is a pilot project in Addis Ababa: the school serves as a place of refuge for orphaned, ill-treated, and sick children, all of whom live in unimaginable poverty. The music teacher would like to put together a small orchestra because music greatly assists the young, often mentally unstable children to integrate in the community. One of the instruments, a clarinet, was financed by the Foundation and is already in the hands of the children.

Iserlohn Brass Philharmonic Orchestra “Musik ist Trumpf” (music is key)—help for Iserlohn children in need

The benefit concert by Siegfried Karow and the Brass Philharmonic Orchestra attracted well over 350 visitors to the Iserlohn Park Hall. The proceeds went to a good cause: to enable the Iserlohn Protestant youth organisation to support children in need.



3. The girls proudly wear their school uniform. Without financial help this would not have been possible and school attendance would therefore be unthinkable. 4. The club house of Ski-Klub Sauerland Iserlohn e.V. in Neuastenberg. Thanks to the donation from Dr Kirchhoff Foundation, it was possible to carry out urgently needed renovation work.

Netzwerk Diakonie gGmbH—funding for holiday camp in Langeoog for people suffering from mental illnesses

Netzwerk Diakonie organised this holiday camp in September 2014 for residents of the Pastorenweg home and clients in sheltered outpatient housing. Dr KIRCHHOFF Foundation supported this cause with a grant to enable the participation even of those in financial need.

Förderverein Bartholomäusschule Iserlohn, Native Speaker

For three years, the “Bilingual Learning with a Native Speaker” project of the Bartholomäus School has been successfully running at the municipal community primary school. Mrs Carrick runs small bilingual projects and speaks exclusively in English to all children throughout the school day.

Kerstin Garmatter

**WIR SAGEN DANKE!
WE SAY THANK YOU!**

DANKE!
Dank Ihnen können wir insgesamt
20.000,00 €

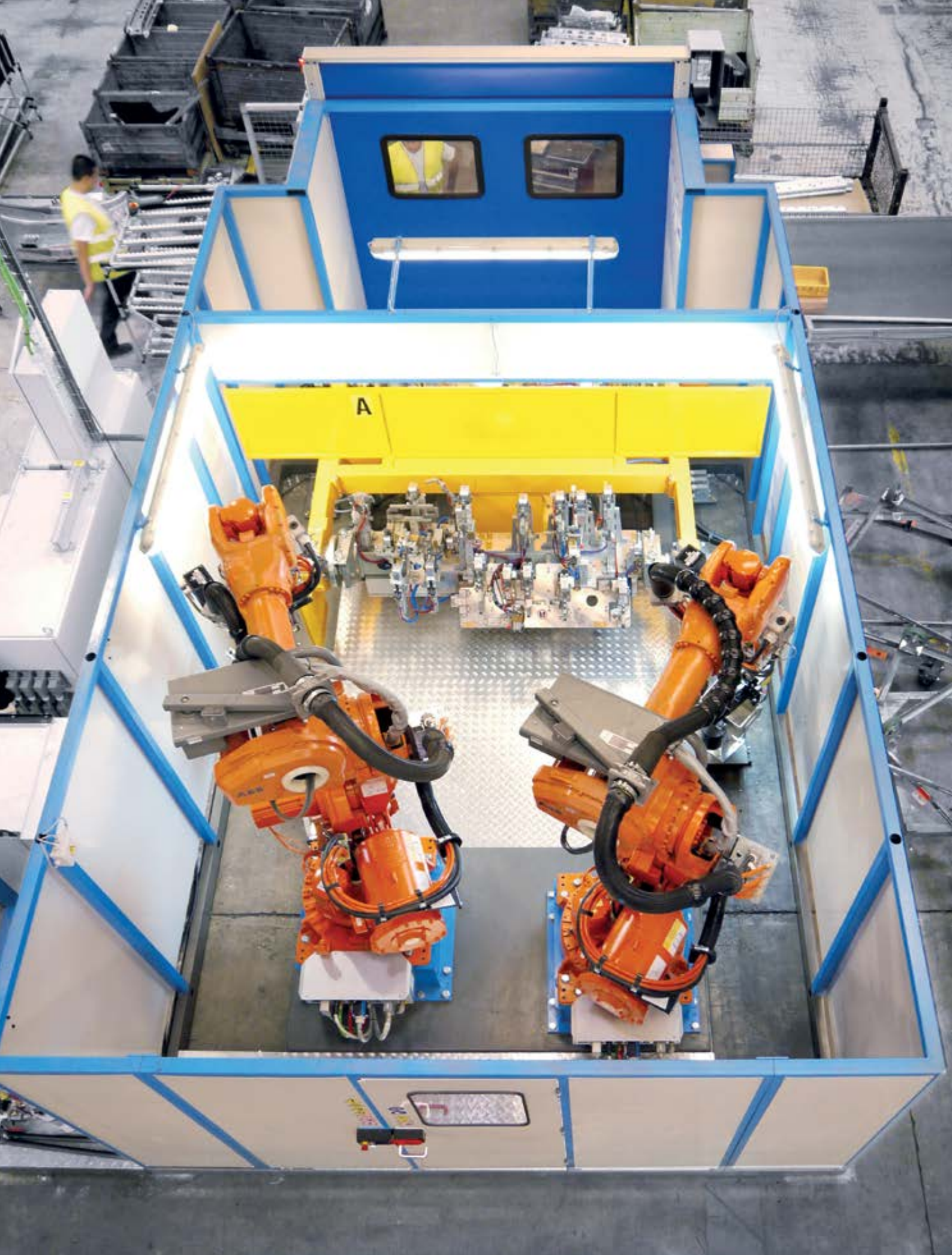
an die betroffenen Mitarbeiter der FAUN Viatic GmbH sowie andere Einrichtungen in Grimma verteilen.
Allen Mitarbeitern und Firmen aus der KIRCHHOFF Gruppe weltweit, die an die Dr. Kirchhoff-Stiftung gespendet haben bzw. mit Sachspenden unterstützt haben, ein großes Dankeschön.

THANK YOU!
Thanks to all of you, we are now able to distribute
20.000,00 €

to all the concerned employees of the FAUN Viatic GmbH and the other institutes in Grimma which have been effected by the flood.
We thank all employees and companies of KIRCHHOFF Group worldwide which have donated to the Dr. Kirchhoff-Stiftung.
We also thank those, who gave contributions in kind.

Herzliche Grüße / Very best regards
Ihr / Yours
FAUN-Team

KIRCHHOFF
STIFTUNG





14-59



Dr Thorsten Gaitzsch, CTO KIRCHHOFF Automotive, in an interview about strategies for a better balance.

Striving for balance

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In an interview, Dr Thorsten Gaitzsch, CTO of KIRCHHOFF Automotive, reports on the progress of the strategy plan “Agenda 2020” set forth in 2012.

Andreas Heine: In the “Agenda 2020”, which has been described several times in K>MOBIL, the partners and the Executive Board formulated in 2012 how the company should be positioned in 2020. How far along have we come?

Dr Thorsten Gaitzsch: We are coming along nicely and definitely find ourselves on the right track. Since its definition two years ago, we have already taken a great step towards achieving our goals. During this time we have been able, above all, to considerably reduce current dependencies, which pose a risk to any business.

Andreas Heine: What type of dependencies are we talking about and how do you intend to further reduce them?

Dr Thorsten Gaitzsch: As a company, we are interested in becoming as independent from products, technologies, markets, and customers as possible. During the crisis of 2008/2009, for ex-

ample, the trailer business declined by around 80%. Whoever trades a single product in a narrow market puts themselves into a situation of great dependency and is swiftly dealt a bad hand when sales and demand dry up. This is exactly what we aim to avoid.

Andreas Heine: What does that mean for future product policy?

Dr Thorsten Gaitzsch: First of all, we want to concentrate on the production of chassis and body-in-white components, as we have up until now. In terms of balance, we add the further development of predominantly lightweight construction concepts in steel, aluminium, and hybrid designs.

Andreas Heine: What effects does this have on production technologies?

Dr Thorsten Gaitzsch: One such effect is that we must consequently expand our know-how in the areas of

forming, joining, and coating on a worldwide scale, particularly in the field of hot forming and laser cutting. In addition, with regard to hybrid structures, we will further develop and intensify alternative joining methods such as bonding.

Andreas Heine: What does balance simply for our global activities?

Dr Thorsten Gaitzsch: As you know, we often follow our customers directly into new markets, or grow with our customers at their respective locations. We will continue to do so in the future. Within the last months and years, we have been able to record an over proportional growth, above all in Eastern Europe and Asia. Our plant in Esztergom/Hungary has greatly expanded. Moreover, we commissioned our new production facility in Shenyang in Northern China. I am working on the assumption that future growth will spread to the American continent, that is in the USA and Mexico.

Andreas Heine: Why Mexico? Does it have anything to do with the fact that the BRIC* states have disappointed recently in their role as growth drivers?

Dr Thorsten Gaitzsch: The growth we had originally anticipated for the BRIC states appears to be exclusive to China at the moment due to different reasons. The economic development of Brazil, Russia, and India has stayed far behind the actual expectations and forecasts, and a speedy recovery is, in my opinion, not currently foreseeable. The German premium manufacturers who are expanding and increasing their presence and production capacities in North America at the moment are not least to thank for the growth we expect in the USA and Mexico. In the past few years, in particular, we have been able to successfully expand our business and relationship with these manufacturers in our home market in Germany, and I am convinced that we can also achieve this growth in the American market. This hope is supported by the successful acquisition of several new contracts, which we were able to win together with our North American colleagues

at Van-Rob. The addition of these new customers, both in the passenger and the commercial vehicle sector, by 2020 is also part of the goals set forth in the "Agenda 2020".

Andreas Heine: The crisis in Ukraine made it quite clear to the automotive industry how extensively corporate strategies can be influenced by external factors. Is KIRCHHOFF Automotive prepared if such a development were to affect our direct field of activity?

Dr Thorsten Gaitzsch: While we do not manufacture in Russia, this crisis has indirectly affected us via our customers. Through our global footprint we can weather such insecurities in the markets better than in the past. And the "Agenda 2020" helps us, with a clearly defined risk management strategy, to be better prepared for such eventualities and be quick to react. In the regular meetings held by the Executive Board, our strategies are reviewed in light of the current developments and, if necessary, altered in order to meet our long-term goals. This is a continuous process, which constantly

questions, adjusts, and adapts. There is always something to do.

Andreas Heine: That is a great final comment. Dr Gaitzsch, many thanks for the interview.

The interview was conducted by Andreas Heine, Head of Corporate Communication & Marketing KIRCHHOFF Automotive.

* Acronym for Brazil, Russia, India, China



Link to the Video

Interview with
Dr Thorsten Gaitzsch

youtu.be/dMH7mzuyCPw







New products on the road

— KIRCHHOFF Automotive has realised in total 136 new start-ups in its production plants in Europe and China in 2014. A particular challenge as well presented the deployment of new processing technologies at the same time.

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Since August, the successful **Opel Mokka** has been produced not only in Korea but also in Zaragoza/Spain in order to meet the unexpectedly high demand in Europe. For this vehicle, our colleagues in Spain produce several welded assemblies for the body in white, such as the rocker panel. Since our Spanish plant is situated in close proximity to the GM production location, the components can be quickly delivered directly to the assembly line.

2014 has been a year of challenges, for both **BMW** and KIRCHHOFF Automotive. Together, we were able to master several new start-ups with partly new processing technologies over the past eight months.

In spring, we were able to support the series start-up of the 4 Series Coupé with parts from our production location in Hungary. The hot formed components were processed with beams and lasers prior to assembly.

Our plants in Manchester, Tennessee/USA and Tecumseh, Michigan/USA delivered a variety of welded assemblies to the North American BMW plant in Spartanburg. This posed a particular challenge because, alongside a general increase in volume in April and August, production for the model ranges X4 and X6 was started. We also participated in the start-up of the BMW 2 Series Active Tourer in summer. We are delighted to have been able to equip this new, attractive vehicle with sophisticated deep-drawn parts for the body.

For the new **Ford Mondeo**, we manufacture the dashboard support as a completely laser-welded product. The complex assembly is made up of over 60 individual pieces and is joined by over 160 laser-welded seams. Laser welding processes allow a variety of material grades and strengths to be welded at high speed. Thanks to the transfer of their extensive know-how, our experts in North America have

helped us to successfully introduce the laser welding technology in Germany.

Whilst the plant in Attendorn/Germany supplied the demand of the European market, the plant in Hermosillo/Mexico covered the North American market. In North America, the Mondeo has been on the streets since 2012, under the model name Fusion.

We are producing the front and rear bumpers for the new Ford Mondeo at our location in Zaragoza/Spain. Both components possess a profile produced by roll forming, which is joined to the relevant add-on parts with point and MAG welding processes. In addition, the rear bumper is CDP-coated. We deliver this bumper, which acts as an integral crash management component, to Valencia, where the new Ford Mondeo is being produced.

Dr Thomas Steinhaus

— New products on the road



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Rocker Panel left / right

Technology:
Spot welding

Production plant:
Zaragoza/Spain

Capacity/year:
80,000

Customer/vehicle:
Opel Mokka



©BMW AG

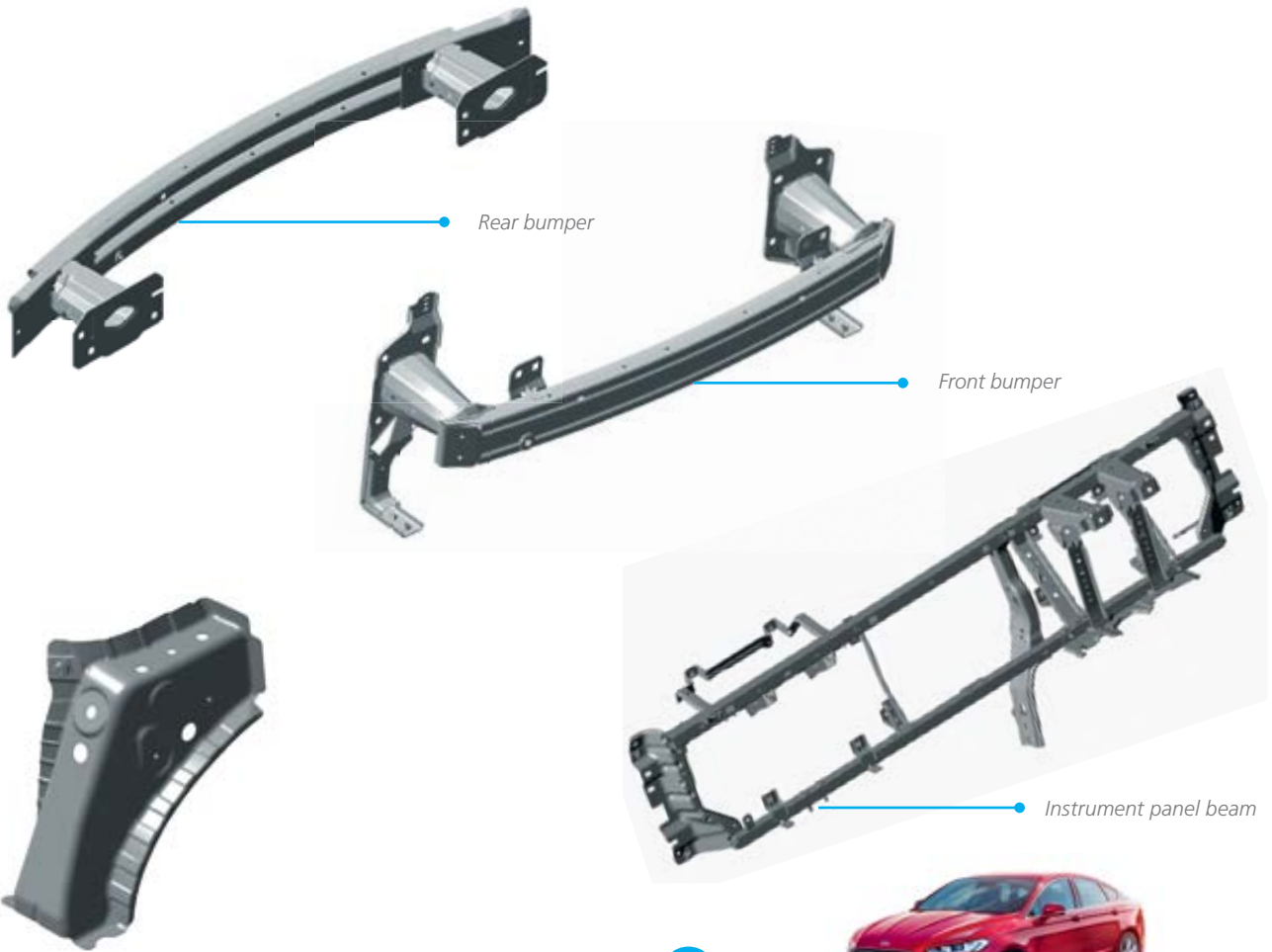
Reinforcement B pillar center left / right

Technologies:
Direct hot forming of an uncoated TRB blank,
laser welding, abrasive blast cleaning, welding

Production plant:
Esztergom/Hungary

Capacity/year:
70,000 vehicle sets

Customer/model:
BMW 4 Series Grand Coupé



Rear bumper

Front bumper

Instrument panel beam



©BMW AG

Spring support beam inside left / right

Technologies:
Forming, deep-drawing, welding

Production plant:
Attendorn/Germany

Capacity/year:
150,000 vehicle sets

Customer/model:
BMW 2 Series Active Tourer



Rear and front bumper Instrument panel beam

Technologies bumper:
Forming, spot welding, nut welding, MAG welding, e-coating

Technologies instrument panel beam:
Forming, automated clip assembly, nut welding, laser welding

Production plant bumper:
Zaragoza/Spain

Production plant instrument panel beam:
Attendorn/Germany

Capacity/year:
170,000

Customer/model:
Ford Mondeo



In the future, small international teams will ensure the uniform implementation of globally agreed purchasing strategies; f.l.t.r.: Emil Lei, Paul Reinert, Wen Leyendecker, Dariusz Myjak

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Using the global market in a targeted manner

— KIRCHHOFF Automotive responds to the growing challenges in the global purchasing market with a global central purchasing function.

Today, global sourcing is facing new and constantly changing challenges. On the one hand, the unstable, rapidly evolving geopolitical climate. On the other hand, entire currency areas become unsettled due to epidemics, the radicalisation and divisive tendencies of religious and ethnic groups, and natural catastrophes, as well as banking and financial crises.

The methods and organisations used in recent years to find reliable and competitive solutions are no longer effective; they are too slow to adapt to conditions that change at an ever increasing pace. At the same time, the sustained

high competitive and market pressure precludes the localisation of significant volumes and thus to a large extent the abandoning of global sourcing approaches. The customer requirement to supply global platforms with the desired quality worldwide at competitive prices highlights the continued need for global sourcing and global solutions.

Purchasing at KIRCHHOFF Automotive is adapting to these changes. Continuous procurement market monitoring combined with up-to-date opportunity and risk assessments adjusted to the circumstances are increasing in significance. Against this backdrop, it is beco-

ming more important to have an awareness of stabilising factors rather than purely competitive factors.

Organisations must be capable of responding to influences faster and at a global level without impairing competitiveness or the ability to supply. This is why KIRCHHOFF Automotive is positioning itself within global material fields in a much more central and lean way with a flat hierarchy.

By reorganising global sourcing, we are ensuring that purchasing strategies are coordinated at a global level and implemented uniformly. In the future, this will

take place in small international teams with global responsibilities. Short decision routes enable us to respond quickly and in a targeted manner to changes, which, depending on their significance and effect on the Company, are agreed with management across functions in Global Sourcing Boards. The response time and speed of implementation are thus improved.

KIRCHHOFF Automotive focuses on continuity in the supplier relationship, which provides stability and minimises risks where suppliers are faced with greater flexibility requirements.

Professional risk management throughout the supply chain is increasing in

importance over and beyond global supply availability and competitiveness.

Thanks to these measures, we are addressing a global purchasing market that is more unstable and burdened with growing risks by continuing to use any opportunities that arise in the best possible manner. This will enable us to remain globally competitive in the future and to satisfy the growing demand of our customers for global solutions with high supply security.

Michael Rank



The Global Sourcing Purchasing Team at KIRCHHOFF Automotive



TONY PARENTE

„It makes you feel like you are part of a family“

— Tony Parente was appointed to President and Chief Operating Officer at Van-Rob. Andreas Heine, Director Corporate Communication & Marketing, interviewed him at the IAA Commercial Vehicles in Hanover.

Andreas Heine: Tony Parente, only a few months ago you were hired as Vice President Operations and now you have been appointed to President and Chief Operating Officer of Van-Rob. Obviously, you did a few things very well?

Tony Parente: I think I just pointed out some needs of the company and started working on them, and it was kind of a surprise for me to be appointed to President. There are plenty of opportunities that I saw and as Wolfgang, Peter and I were discussing the opportunities, we chose to go forward with the position. I am very excited and pleased to try and help the company.

Andreas Heine: Congratulations.

Tony Parente: Thank you. I appreciate that.

Andreas Heine: After the first month, what is your overall impression of the company?

Tony Parente: Really the reason why I came was when I met Peter, Arndt and Wolfgang, I saw how family oriented they are, how they treat their employees, and how they work with their people. It makes you feel like you're part of a family. There is not really any finger pointing or blaming going on; it's more about figuring out resolu-

tions to the problem, and resolving it together. I don't think you can feel any better about a company when someone treats you that way, because you are part of the family, and that is what really brought me here.

Andreas Heine: What do we have to improve?

Tony Parente: We have to improve our communication to each other and our employees. What I have found is sometimes from department to department, we don't work as well as we should. We have to put our issues on the table, face them, face the reality of the problem, and if we do that, then there is nothing we can't overcome.

Andreas Heine: What will you likely change in the next months?

Tony Parente: One thing I always say is that we have people that want authority, but with authority comes accountability. We have to realize that if someone is in a position of authority, they have to be accountable for what they do and the people around them. So I think the change will come with the essence of giving the people the authority and also holding them accountable, to the employees and the company, to give us the desired results that we are looking for. It's a difficult task, and it's

something that not everyone is comfortable with, when you really put accountability on the table.

Andreas Heine: What do you expect from our employees and what can you promise them?

Tony Parente: For our employees, I want them to be honest and to bring issues forward. I also want them work as a team. I think that we have a very nice program in HR that can help employees develop into the future. We are going over some of our strategies today and I really believe that our HR department can make us the employer of choice. So for the hard work, we can give them a solid foundation for growth and a position to go forward in. I believe most people want to grow in their careers, so we can give them growth, and then they can be happy by working for us, therefore, being the employer of choice.

Andreas Heine: Do you think that the cooperation with KIRCHHOFF Automotive is very important for the growth of Van-Rob?

Tony Parente: No question! Our shareholders, our people, our employees as a team are very important; and, frankly, the shareholders and the owners of the company are supporting



us in every endeavour we are looking at, and they are giving our teams everything we need to be successful. So KIRCHHOFF Automotive is obviously a huge part of Van-Rob; obviously, a majority owner, and the one banner will carry forward under KIRCHHOFF Automotive, so it is very important that the cooperation continues.

Andreas Heine: Being one company, how important is it for the culture of the company that we are a family-owned company of both sides, van Schaik and Kirchhoff?

Tony Parente: I can tell you that I have experience joining companies together and it's very important to carry the same banner or the same flag. Everybody should feel the same way about the employer they work for. There can't really be two sides. So, it is important that the KIRCHHOFF name is brought forward and it becomes jointly one company. I really believe that it really gives you one culture and, in this case,

a family-owned culture. Peter's company was a great family-owned company before, so I do not want anyone to feel the wrong way, but when the merger happened, the acquisition happened; now we have to go forward under one banner, one flag, one team, together.

Andreas Heine: Looking on the development of technology in the next years, what should we focus on?

Tony Parente: Well, everything is going light-weight. So, there is a lot of talk about plastics. There is a lot of talk about die-cast. There is a lot of talk about carbon-fiber. I think what you are going to see is hybrid solutions to problems. So as we keep developing, we are going to keep looking at different alternatives. The engineering teams are already looking at alternatives for us to bring into our factories in the future. It's not going to be just stamp and ship or just weld and ship but it is going to be a combination of different components that will lead us into the future.

Andreas Heine: Which new technologies will we see in our plants in the future?

Tony Parente: That is yet to be determined but, I think it is going to be a combination of joining the dissimilar metals and other materials, and will depend on whether that is aluminium, magnesium, plastics, or if we are going to be riveting, or doing different kinds of welding. So I think that is yet to be determined, but I believe we will see something shortly in the future. Based on our agendas, we are working towards ideas in these areas. It is going to be something that will be opened up to everybody soon; I just don't think we are ready to disclose what that will be at this point.

Andreas Heine: If you think in the future, where do you see Van-Rob in five years?

Tony Parente: In five years, I think our goal, with our combined growth with



Tony Parente (left) and Andreas Heine (right) during their interview at the KIRCHHOFF Automotive booth on the IAA Commercial Vehicles in Hanover.

KIRCHHOFF Automotive, will be to really be a global supplier that everybody recognizes. I think we could be twice our size. If we can bring forward new developments in North America that we are currently doing in Europe. It would be easy to implement and bring the talent that we have in Europe to North America to help us grow. I think

that we can be in a lot of different areas that we are not in today, but I think really we should be focused on trying to be twice as big as we are today in North America.

Andreas Heine: Okay, thank you very much!



Link to the Video

Interview with Tony Parente

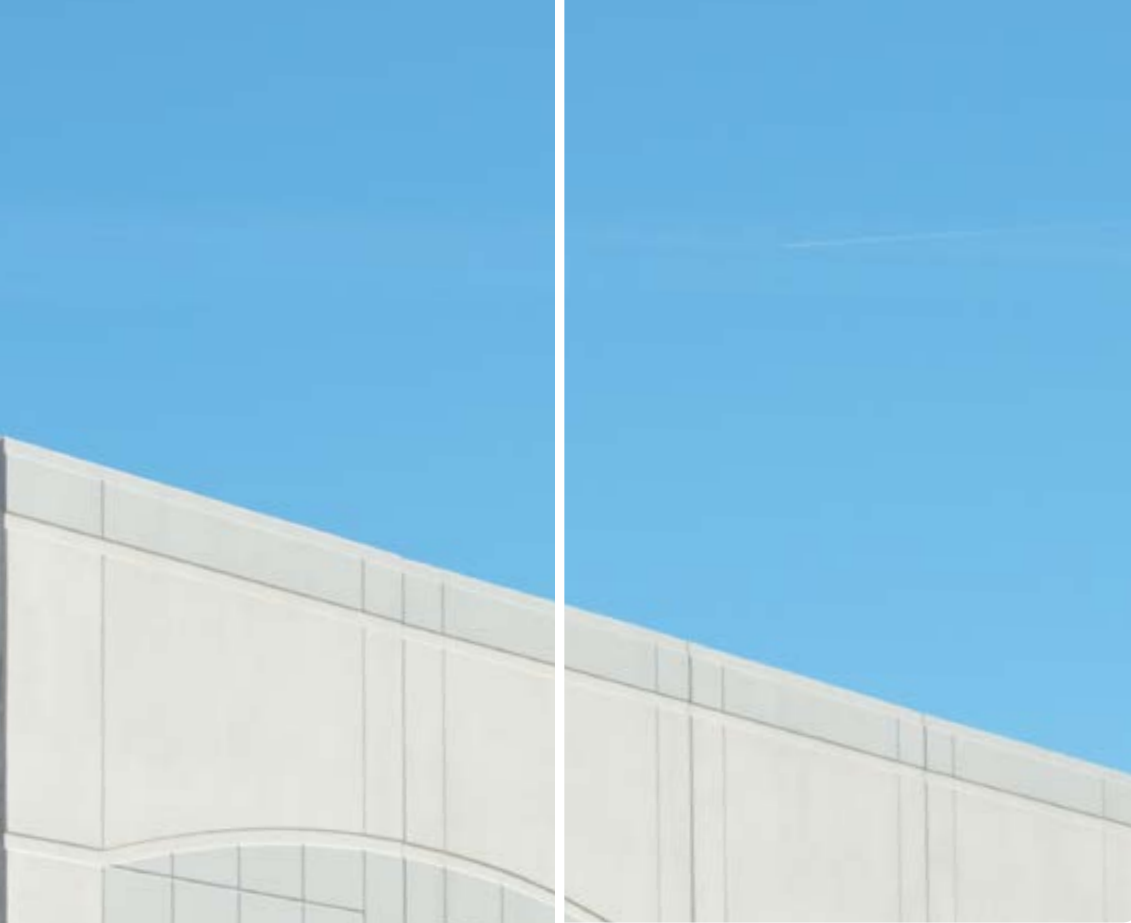
youtu.be/15NVFc_dAPA



Appraisal— four plants in four days

— In October 2014, Tony Parente, the new President and COO of KIRCHHOFF Van-Rob, visited selected Van-Rob plants to conduct an appraisal together with Dr Jochen F. Kirchhoff, J. Wolfgang Kirchhoff, and Janusz Soboń.





The new plant in Dallas, Texas.

This year, KIRCHHOFF Van-Rob commissioned a new plant in Dallas, Texas, and carried out numerous start-ups for the traditional American customers as well as for the German customers with local assembly plants.

A total of four plants were scheduled over four days. They started with the **production plant in Tecumseh, Michigan**. Plant Manager Sri Perumal presented, amongst others, the progress made with the implementation of the KAPS (KIRCHHOFF Automotive Production System) projects, and reported on new manufacturing cells and equipment for commencing production of the Ford F150 dashboard carrier in 2015. Tecumseh manufactures the grille opening reinforcement (GOR) for K2XX, which is General Motors' largest platform in terms of volume. This is a complex assembly consisting of galvanised steel tubes and stampings, which are laser welded together, CDP-coated, and subsequently reinforced with a complex structural plastic moulding. A new welding process had to be specifically developed for the galvanised material in the GOR laser welding process.



They visited four plants in four days (f.l.t.r.): Janusz Soboń, Chief Strategy Officer KIRCHHOFF Automotive, Tony Parente, President and COO KIRCHHOFF Van-Rob, Dr-Eng Jochen F. Kirchhoff, Chairman of the Supervisory Board and the Shareholder Circle KIRCHHOFF Group and J. Wolfgang Kirchhoff, Managing Partner and COO KIRCHHOFF Holding.

The following day, top management at the **production plant in Waverly, Ohio**, gave an overview of their completed, ongoing, and future projects. Parts for the Ford Mustang are manufactured in Waverly.

Particular attention was paid to the **production plant in Manchester, Tennessee**. In 2014, the merging of two production plants that were previously located on Volunteer Parkway was successfully implemented. The associated expansion of 54,035 ft² has resulted in a production area of almost 110,000 ft². Dashboard carriers for the Ford F350 platform, the Ford Transit, and the Corvette are manufactured



Optimised processes on the production line for the Ford Transit Cross Car Beam gave reason to take a team photo with the visitors at the Manchester plant.

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Top: The expansion of the KIRCHHOFF Van-Rob plant in Manchester is nearly completed. **Bottom:** View of the Manchester plant's newly enlarged production area.

here. All the necessary preparations have also been made for the production start-up of the Maxima dashboard carrier for Calsonic Kansai in 2015. One hundred employees work a three-shift operation at the Manchester plant. Communication, material flow, workflow, and productivity were significantly improved once the two plants were merged.

On 17 October, the new **JIT plant in Dallas, Texas**, was the final plant to be visited by Dr Jochen F. Kirchhoff, J. Wolfgang Kirchhoff, Janusz Sobon, and Tony Parente. This plant also played a part in the launch of K2XX. Dallas produces grille opening reinforcements, radiator supports, and C-pillar parts from stampings supplied by other Van-Rob plants. These parts are CDP-coated, laser welded, and MIG welded here.

The appraisal has shown that all plants have implemented improvements and made great progress since the last visit.

Stephen Falter, Christi Williams, Bruce Martin, and Kurt Lemerise



New logo demonstrates common identity

— Since July Van-Rob continues to demonstrate growing integration into KIRCHHOFF Automotive with a new logo.

Thereby, the typical VR lettering with the orange ball did not get lost, but has been incorporated into the traditional KIRCHHOFF Automotive logo. This logo adjustment offers many advantages. For our customers, things are getting clearer. So Van-Rob can now take over the complete modern Corporate Design of KIRCHHOFF Automotive and in the future automatically use all further developments. Not only by the logo, the shared identity can be recognized immediately. PowerPoint presentations, correspondence, advertisements, trade fair booths and explanations about production in the plants in the future all follow the same Corporate Design. For the presentation in the world wide web a completely new common website will be developed during the coming months.

Andreas Heine



New logo for Van-Rob



The typical VR lettering with the orange has been incorporated into the traditional KIRCHHOFF Automotive logo.



IAA Commercial Vehicles 2014— new technologies and innovative concepts

32

IAA Commercial Vehicles is the leading trade fair on mobility, transport, and logistics and the biennial meeting point for exhibitors and industry experts from the automotive commercial vehicle world. As a traditional supplier to the commercial vehicle sector, KIRCHHOFF Automotive was once again in attendance from 25 September to 2 October 2014 in hall 13.

Lightweight construction in vehicle and body development is steadily growing in importance: commercial vehicles are being hybridised and should offer more payload. Raw materials are to be employed in a more sustainable and environmentally friendly manner. The material used should also be more recyclable. This is where developments and concepts from the passenger car sector can also be adapted for the commercial vehicle sector.

KIRCHHOFF Automotive demonstrated this at the IAA Commercial Vehicles with

chassis-/structure elements in aluminium and steel of various quality grades. However, depending on the composition, new types of alloys allow the component weight to be reduced by half. This spares resources and reduces fuel consumption. Together with its customers, KIRCHHOFF Automotive is optimising product design and examining where weight can be saved and manufacturing processes designed more economically by means of an intelligent mix of materials. One example is the hot forming technology (also partial), which has already been successfully brought to series production for passenger car parts.

Furthermore, the globally active automotive supplier presented state-of-the-art manufacturing and joining methods.

Steel in different strengths, hardnesses, and combinations with other materials still takes first place for KIRCHHOFF Automotive: “Steel is 100% recyclable, relatively cheap, and available in an almost unlimited supply”, highlights Arndt G. Kirchoff, Managing Partner and CEO of KIRCHHOFF Holding.

The IAA Commercial Vehicles is of particular importance for suppliers such as



Left: A successful trade fair appearance, according to the four partners of the KIRCHHOFF Group; f.l.t.r.: Dr Johannes F. Kirchhoff (Managing Partner KIRCHHOFF Group, CEO KIRCHHOFF GmbH & Co. KG), Dr Eng Jochen F. Kirchhoff (Chairman of the Supervisory Board and the Shareholder Circle KIRCHHOFF Group), Arndt G. Kirchhoff (Managing Partner and CEO KIRCHHOFF Holding), and J. Wolfgang Kirchhoff (Managing Partner and COO KIRCHHOFF Holding). **Right:** Bright and inviting—the stand at IAA Commercial Vehicles 2014 in Hanover.



Facts and figures about IAA Commercial Vehicles 2014

At the leading global trade fair on mobility, transport, and logistics, a total of 2,066 exhibitors—9% more than in 2012—from 45 countries showcased 322 world premieres. Innovation and internationality—characteristics that were inseparably linked at the 65th IAA Commercial Vehicles on an exhibition space of almost 265,000 square metres. Networking, efficiency, and flexibility—these three topics of future relevance were the focus of this IAA. The 1,216 international exhibitors represented 59% of the total number of exhibitors—a new record. With around a quarter of a million visitors, this IAA was in line with the average level of the last two IAA Commercial Vehicles. The proportion of specialist visitors totalled 83%, indicating the very high profile of those attending; seven out of ten specialist visitors were decision makers.

Source: VDA (Automotive Industry Association)

KIRCHHOFF Automotive. On average, 75% of the development of a commercial vehicle is contributed by suppliers. It is therefore crucial to keep pace with the times and seek out opportunities to talk to customers in Hanover/Germany. KIRCHHOFF Automotive was successful in this respect. As early as the first main visitor day, decision makers from the purchasing and development depart-

ments of the major commercial vehicle manufacturers came to our stand in hall 13. As part of the global Chassis Head Group meeting with global developers in that sector, Daimler also visited the KIRCHHOFF Automotive stand.

The suggestions and stimuli with regard to lightweight construction that KIRCHHOFF Automotive can offer the commercial

vehicle sector through the use of new materials and joining methods left a lasting impression on many visitors.

Overall, the trade fair appearance was a complete success with high recognition value.

Sabine Boehle

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TTIP—a much-discussed topic at the IAA

The Transatlantic Trade and Investment Partnership (TTIP) with the USA was much debated at the IAA Commercial Vehicles. KIRCHHOFF Automotive used practical examples to present its arguments in favour of TTIP. For instance, an extra safety strut has to be planned, tested, and produced for a cross-car beam for General Motors, but is not required for a European CCB. This strut is intended to minimise the risk of injury in the event of an accident where seatbelts are not fastened, because it is not mandatory to wear a seatbelt in some states of the USA.



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4



5

1. Dr Matthias Heider (left), Member of the Bundestag for the Olpe and southern Märkischer Kreis district, talking to Andreas Heine, Head of Corporate Communication & Marketing at KIRCHHOFF Automotive. 2. Chris Anderson, Purchasing Director Daimler Trucks North America (left), in conversation with Volker Tofall, Director Sales Truck KIRCHHOFF Automotive. 3. Michael Grimm (left), Head of Purchasing Production Material MAN. 4. J. Wolfgang Kirchhoff (left) discusses the latest innovation in the area of lightweight automotive construction with VDA President Matthias Wissmann (second from right) and the two VDA Managing Directors Dr Eng Ulrich Eichhorn (second from left) and Klaus Bräunig (right). 5. J. Wolfgang Kirchhoff (left) used the example of the tunnel for the Audi TT to illustrate to Roland Werner, Secretary of State for Transport in the Saxon State Ministry, the partial hot forming technology used by KIRCHHOFF Automotive. This process enables various strength levels to be achieved in one step.





1. Katherina Reiche, Parliamentary State Secretary in the Federal Ministry for Transport and Digital Infrastructure, talking with J. Wolfgang Kirchhoff, Managing Partner and COO KIRCHHOFF Holding (centre), and Andreas Heine, Head of Corporate Communication & Marketing KIRCHHOFF Automotive. 2. Jan Peter Helmke (left), Head of Purchasing Metal & Rolling Chassis MAN. 3. Dr Thorsten Gaitzsch, CTO KIRCHHOFF Automotive (second from right), made suggestions for lightweight construction in the commercial vehicle sector in talks with the Daimler Purchasing team: (f.l.t.r.) Udo Strzewinski, Senior Manager Chassis Parts, Ante Zorica, Manager Chassis Parts, and Mona Scheffel, Buyer Chassis Parts. 4. Dr Jan Kroenig (centre), Purchasing Director Daimler AG in a meeting with the two KIRCHHOFF Automotive responsables Knut Stinn, Key Account Manager Daimler Trucks, and the Project Manager Eckhard Rubarth.. 5. It has been a long-standing tradition for KIRCHHOFF Automotive apprentices to visit the IAA Commercial Vehicles. The high point was the scavenger hunt throughout the trade fair. More than 20 questions had to be answered correctly in order to receive one of the coveted prizes at the end. 6. A perfect team accompanied the KIRCHHOFF Automotive trade fair appearance.



No way around lightweight construction...

— This became clear at the IZB, the International Suppliers Fair in Wolfsburg/Germany, which took place from 14 to 16 October. As the leading European trade fair for the automotive supplier market, it has come to be greatly respected by international experts. Over 800 well-known suppliers exhibited their products and innovations.

Developing lightweight construction designs as well as further reducing energy consumption and emissions: these are the current key challenges of the automotive industry. On its 90 m² stand, KIRCHHOFF Automotive therefore showcased body component designs with metal/plastic and steel/aluminium combinations, both lighter and optimised for crash performance, as well as the latest production and joining methods.

As early as on the first day of the IZB, we welcomed high-ranking representatives from VW to our stand, which had an ideal strategic location. Dr Jochen Brüning, Head of Purchasing

New Product Launches and Group Projects at VW even visited us ahead of the opening of the trade fair. The VW delegation from Group Metal Purchasing, headed by Axel Müller, took great interest in the explanations from Arndt G. Kirchhoff, Managing Partner and CEO of KIRCHHOFF Holding, about the latest innovations in the field of hybrid structure production. VW Group CEO, Prof Dr Martin Winterkorn, accompanied by Wendelin Göbel, Chief Representative of VW AG, also came by the stand for a brief handshake during his tour of the trade fair.

The numerous visitors to our stand were particularly interested in two products and thus also in two completely different manufacturing processes. It is possible for the tunnel for the Audi TT to achieve tailor-made component properties due to partial hot forming. This process also allows the design of body components, such as A and B pillars, to be optimised for weight and crash performance.

The second product that repeatedly elicits specialist discussions is a so-called integral bumper, which demonstrates that lightweight construction does not necessarily have to be more expensive. The prototype was developed by KIRCHHOFF Automotive



1. Well attended: the KIRCHHOFF Automotive stand at the IZB 2014. 2. Ensuring an all-round welcoming atmosphere at the trade fair stand; f.l.t.r.: Sabine Boehle, Monique Plening, and Jessica Cramer. 3. Both VW Group CEO, Prof Dr Martin Winterkorn (right), and Chief Representative of VW AG, Wendelin Göbel (centre), came by the stand for a brief handshake. 4. The VW delegation from Group Metal Purchasing during an informative tour of the KIRCHHOFF Automotive stand. 5. Axel Müller, Head of Group Metal Purchasing at VW, taking great interest in the explanations from Arndt G. Kirchhoff, Managing Partner and CEO of KIRCHHOFF Holding (left), about the latest innovations in the field of hybrid structure production. 6. Dr Jochen Brüning, Head of Purchasing New Product Launches and Group Projects at VW, was one of the first visitors to the KIRCHHOFF Automotive stand. 7. Thomas Schwaderer (left), New Vehicle Components Procurement at Porsche AG, and his colleague (centre) following an explanation on hot forming as demonstrated in the Audi TT tunnel by Jens Römer, Key Account Manager Audi and Porsche.

and is made of a single, deep-drawn steel part. At the same time, the functions of crash boxes and base plates are integrated in the component. The ensuing advantages are cost and weight savings (20% less weight per part) and a simpler, one-step production process.

In conclusion, the three-day IZB was a successful trade fair attended by many visitors and with stimulating specialist discussions.

Sabine Boehle



IZB 2014: more exhibitors, more internationality, more world premieres

Over 800 exhibitors, 29 countries, and 30 world novelties: these are impressive figures for the 8th International Suppliers Fair in Wolfsburg. IZB 2014 provided a comprehensive overview of the automotive value chain across 36,000 square metres of exhibition space in Allerpark and by means of the accompanying fora, technical events, and conferences. Around 51,000 international visitors used this as a base for successful networking.

On a good path

2014 marks a special year for the Polish plants of KIRCHHOFF Automotive: Now it is 15 years that the company operates successfully in this country—a reason to celebrate. And the next development step has just been made.





At the ground-breaking ceremony for the new press shop in Mielec, f.l.t.r.: Małgorzata Chomycz-Śmigielska, Podkarpackie Voivodship Governor; Krystyna Skowrońska, Deputy for the Polish Parliament | Dr-Eng. Jochen F. Kirchhoff, Chairman of the Supervisory Board and the Shareholder Circle KIRCHHOFF Group | Ryszard Muzyczka, Board Vice President KIRCHHOFF Polska | Władysław Ortyl, Podkarpackie Voivodship Marshal | J. Wolfgang Kirchhoff, Managing Partner & COO KIRCHHOFF Holding | Arndt G. Kirchhoff, Managing Partner & CEO KIRCHHOFF Holding



F.l.t.r.: Arndt G. Kirchhoff, Managing Partner & CEO KIRCHHOFF Holding | Dr Johannes F. Kirchhoff, Managing Partner & CEO KIRCHHOFF GmbH & Co. KG | Janusz Chodorowski, Mayor of Mielec town | Dr.-Ing. Jochen F. Kirchhoff, Chairman of the Supervisory Board and the Shareholder Circle KIRCHHOFF Group | Janusz Soboń, Board President KIRCHHOFF Polska & CSO KIRCHHOFF Automotive | J. Wolfgang Kirchhoff, Managing Partner & COO KIRCHHOFF Holding

The success story of 15 years in Poland was already described in the latest edition of K>MOBIL and for now culminated in the jubilee festival on June 27th. Not only the Kirchhoff family and management members had come to Mielec, but also many colleagues from different locations of the globally acting company. Also customer representatives from Daimler, GM, Ford, Volkswagen and Suzuki joined the celebration. Arkadiusz Bąk, Head of the Agricultural Political Cabinet of the Vice-Prime Minister, Małgorzata Chomycz-Śmigieliska, Voivode of the Podkarpacie Region and the Mayor of Mielec Janusz Chodorowski are only a few of the numerous political representatives of central and local authorities that attended the festivities.

An image film that had been prepared just for this occasion was shown to press representatives from national, international and local media. Together with a presentation by Janusz Soboń it illustrated the development of the Polish plants.

As a special honor, 34 long-term deserved employees were awarded with the Order of Merit and Long Service. These orders are granted by the President of Poland, Bronisław Komorowski, for 15, 20 or 30 years of service, independent from the respective employer. All of the



***Comecon = Council for mutual economic assistance**

1949-1991, Member states:

USSR, Albania, Bulgaria, Poland, Romania, German Democratic Republic, Czechoslovakia, Cuba, Mongolian People's Republic, North Korea (observer), Vietnam.

awarded employees have been working for KIRCHHOFF Automotive in Poland right from its foundation 15 years ago.

In his speech, Arndt G. Kirchhoff underlined the achievements of the Polish plants and recalled their development from 1999 to present that was marked by continuous improvement. But more important are the 25 years of freedom in the former comecon* states and the transformation towards democracy and a free market system. The development in Poland is a benchmark for eastern countries how to manage this. Today, he is proud that the group continued its investments in equipment, technology and building totaling almost 200 MEUR in Poland.

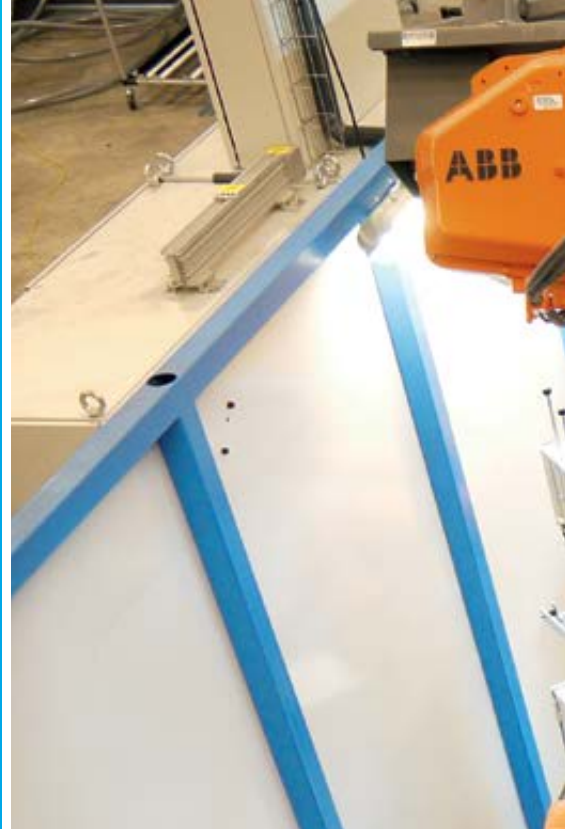
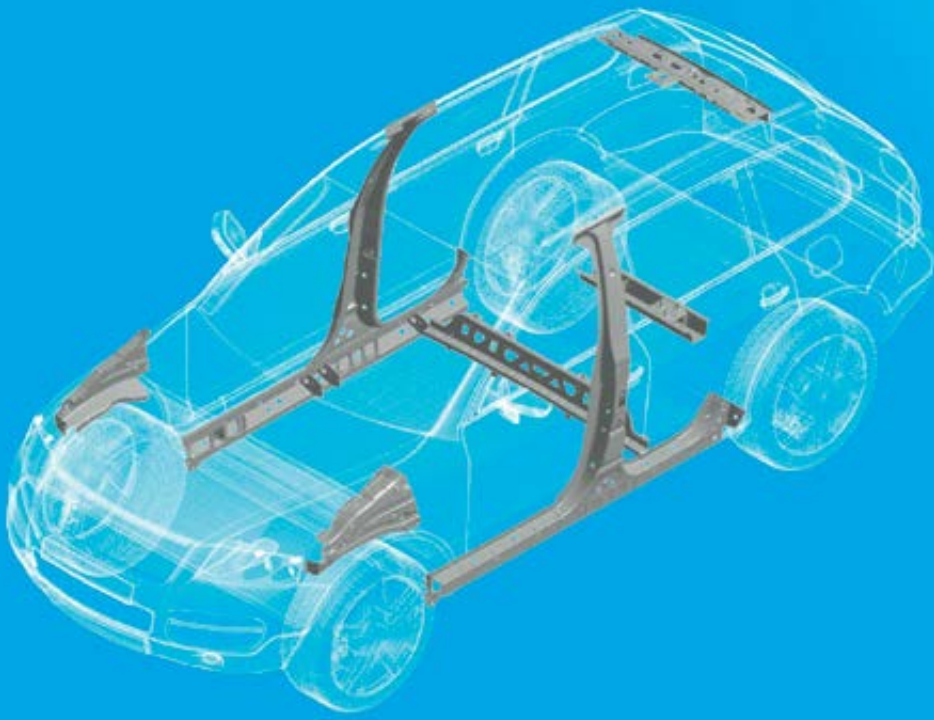
During the tour through the plant in Mielec, the guests were impressed by the efficient production processes. For three years, the KIRCHHOFF Automotive Production System (KAPS) is applied here.

A special future-oriented moment was the symbolic inauguration of the latest investment – the building of a press shop in Mielec with a new 1,000 t transfer press in 2015. Shareholder Dr Jochen F. Kirchhoff and Managing Director Operations Ryszard Muzyczka turned the first sod. An invest in a further positive development of KIRCHHOFF Automotive in Poland.

Janusz Soboń



Grzegorz Leśniak, Meister Tool Shop KIRCHHOFF Automotive in Poland, was awarded with the Order of Merit and Long Service by Małgorzata Chomycz-Śmigielska, Voivode of the Podkarpace Region.



Strengthened from the crisis

— A positive development is evident in our Spanish plant. The product portfolio will be considerably broadened in 2015: nine assemblies are planned for the new Opel Mokka, as well as bumper systems, cross car beams, wheel housings, reinforcements, and further products for Ford, GM, and Mercedes-Benz.

All products will be mainly manufactured using MAG and spot welding, sealing, screwing, riveting, and clinching processes. This required fundamental changes: half a dozen robotic welding cells are now differently organised, the production hall and storage are designed in order to achieve better and redesigned in order to achieve better efficiency in accordance with our lean principles. A fibre-optic network, connected to a central computer, monitors all machines and allows a fast response time if needed—and it can also be controlled remotely. To manufacture the Opel Mokka parts, two robotic welding cells and one nut-mounting unit have been procured.

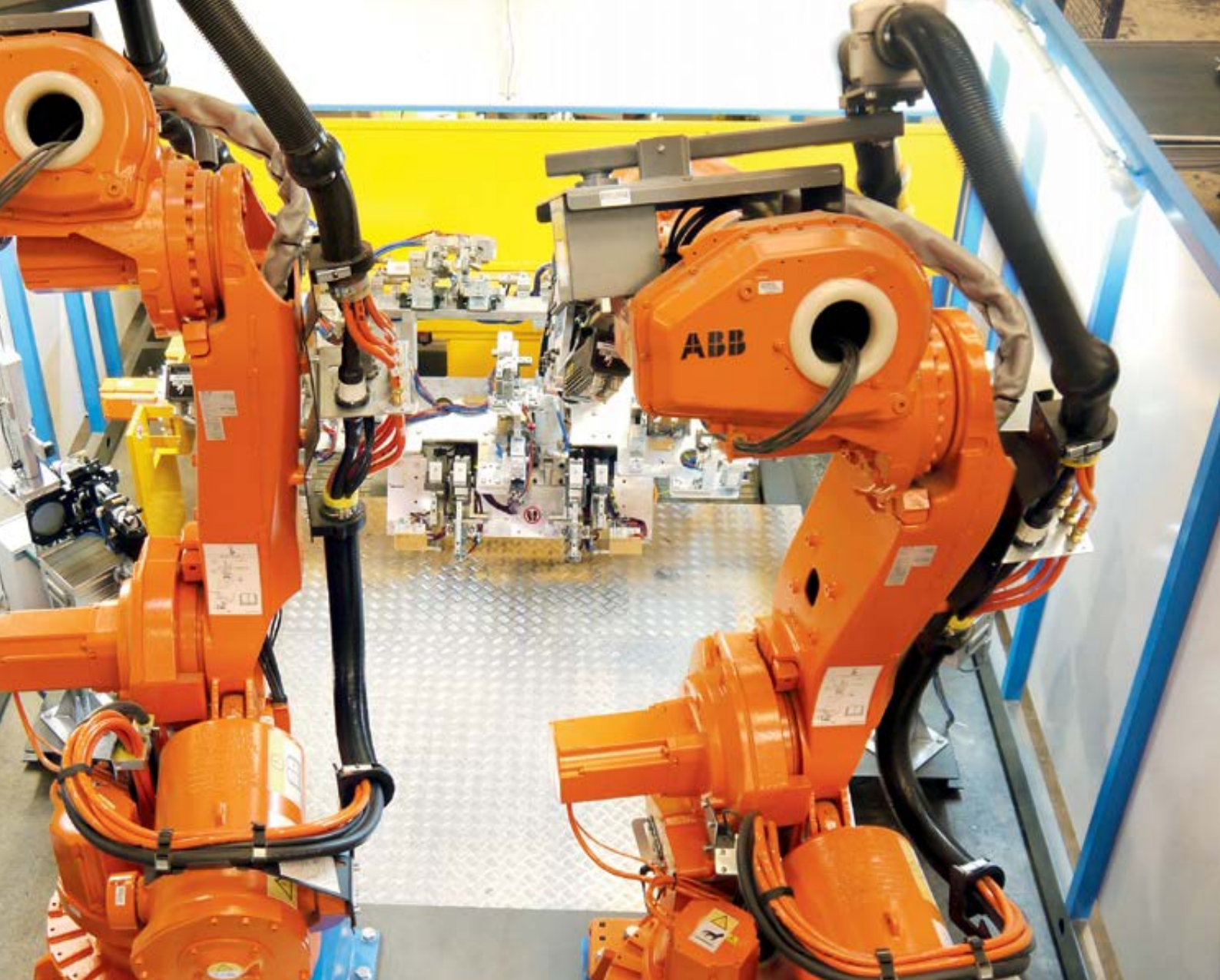
In order to operate the newly installed modern equipment, the employees in Figueruelas have received further training in the areas of welding, robot programming, and machine monitoring. This has been a true success: 1,061 days have since passed without an incident.

Moreover, the plant was presented with the highest award from General Motors, the GME Supplier Quality Excellence Award for the best qualitative services (see also page 56).

In some cultures the same word is used for crisis and opportunity. This would also be an apt description of the evolution at KIRCHHOFF Automotive in

Spain in the last three years. The challenges posed by the crisis have helped us to recognise our weaknesses and fine tune our strengths, providing a good basis to master the present and future opportunities.

Miguel A. Tena



Left: Parts for the Opel Mokka in a virtual vehicle. **Right:** For the production of the Opel Mokka parts two new robot welding cells have been ordered.



Left: Ford Mondeo **Right:** Opel Mokka



Liam Cummins (right), Head of Sales in the UK, and John Smyth, Managing Director Business Administration at KIRCHHOFF Automotive in Ireland, at the June 2014 “Meet the Buyer” event in London.

Opportunity for Ireland: British automotive sector on course for growth

UK motor vehicle production is set to grow by 33% over the next three years to over two million cars. It is therefore the third largest car producer in Europe and 11th in the world. These are good reasons for KIRCHHOFF Automotive in Ireland to assess its opportunities for growth in this market.

KIRCHHOFF Automotive in Ireland remains focused on its core competencies of practical experience and flexibility and against this backdrop was able to secure an order package of MEUR 2 per year for the new Opel Astra with production scheduled to start in 2015. This vehicle will be manufactured in Ellesmere Port/UK, among other places. Furthermore, the plant is aiming at additional efficiency improvements. With the support of KAPS, these are to be achieved by streamlining production processes. Sean McDermott, Managing Director of KIRCHHOFF Automotive in Ireland, is convinced that “this is the right time to make a successful stra-

tegic entry into the promising British market—our nearest customers in the car manufacturing sector.”

The UK is now the third biggest car manufacturer in Europe (behind Germany and Spain) and 11th in the world. The production volume is steadily growing with forecasted growth in vehicles manufactured in the UK of 33% over the next three years and projected volumes of over two million vehicles by 2017. However, this is only one part of the story. Surprisingly, only one-third of components for the end product, or the finished vehicle, are produced in the UK. In comparison to Germany, which

has over two-thirds of these components produced locally, one can clearly see the enormous opportunity in the UK automotive sector.

KIRCHHOFF Automotive intends to make optimal use of this growth opportunity and improve its supply chain as well as its service for the current customers in the UK. To this end, the Company, supported by KIRCHHOFF Automotive Chief Strategy Officer Janusz Sobon, entered into discussion with the Automotive Investment Organisation (AIO), among others, a government agency charged with developing the automotive sector in the

UK. Furthermore, John Smyth, Managing Director Business Administration at KIRCHHOFF Automotive in Ireland, was privileged to be invited to attend a dinner at the prestigious RAC Club in London’s Pall Mall, where he was introduced to buyers from Nissan and Jaguar Land Rover (JLR).

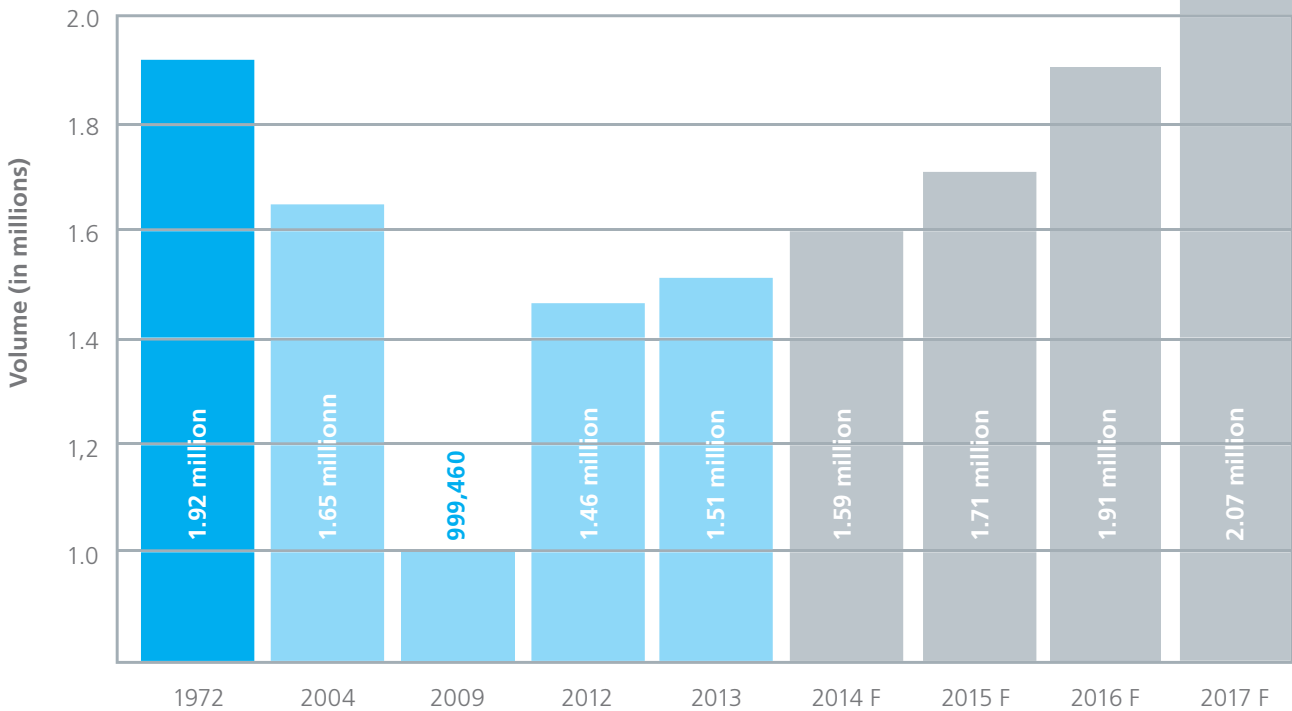
The AIO also invited the automotive supplier to its “Meet the Buyer”

event, which took place in June at the London ExCeL exhibition centre. Liam Cummins, Head of Sales at the Irish plant, and John Smyth made use of this opportunity. In order to promote the KIRCHHOFF Automotive name and brand and to meet key people and companies in the British automotive sector, the Company was represented with a stand at the trade fair. “To date, the response in the UK has been

overwhelmingly positive from all sides. The support from the AIO has been invaluable in establishing contacts and opportunities for us in Ireland to strengthen and grow our business over the coming years”, reports John Smyth while anticipating a positive future for KIRCHHOFF Automotive in Ireland.

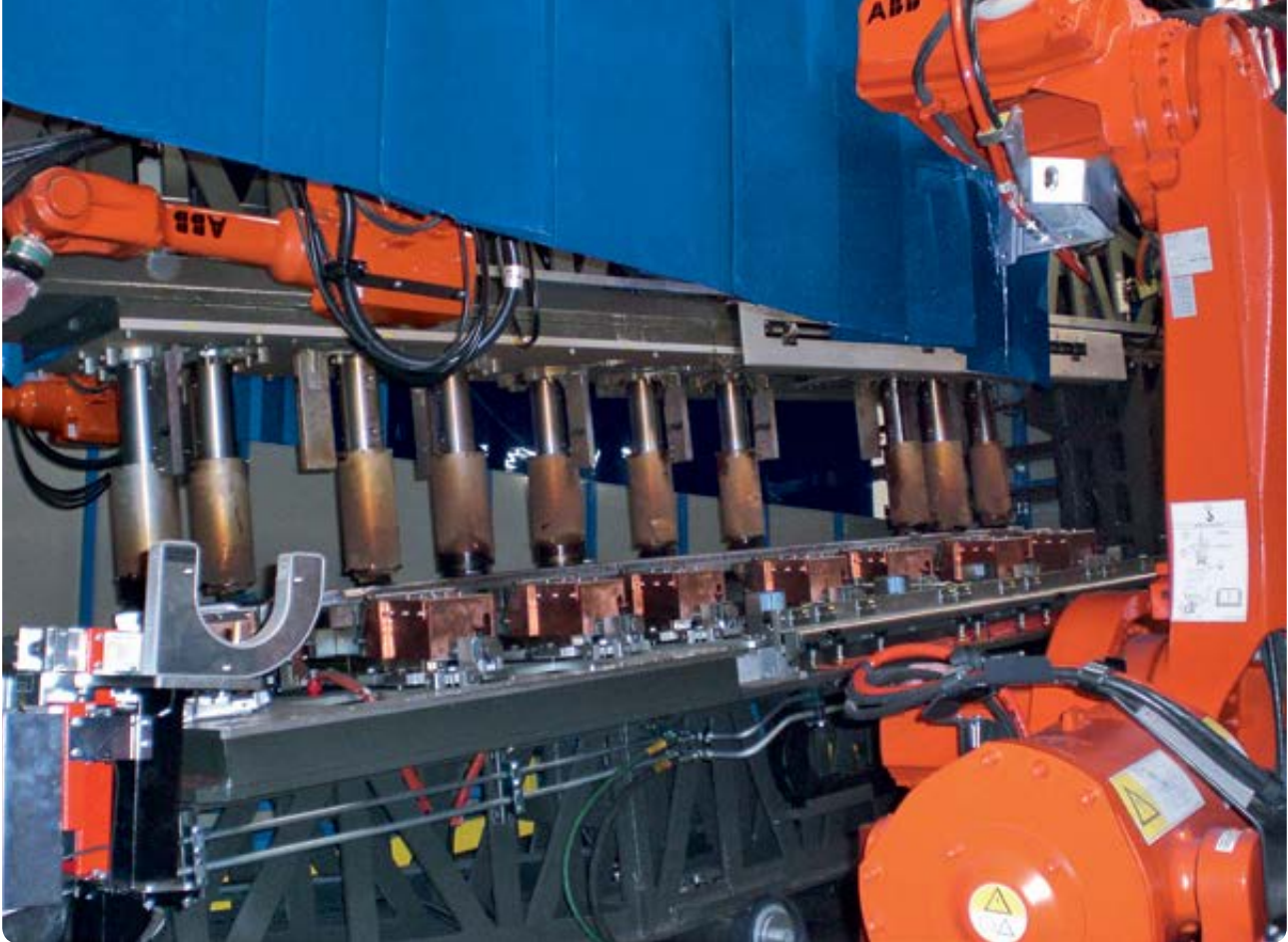
John Smyth

UK car manufacturing—selected years with AutoAnalysis forecasts 2014-2017



Revival of the automotive market in the UK

The last few years have seen strong growth in UK car manufacturing, with projected car volumes due to surpass the all-time UK record set in 1972. Industry and car manufacturing, in particular, are a core foundation for growth and success within the economy. The revival of the automotive market in the UK was aided by a concept developed by the British government and the automotive industry. The administrative burden has been reduced and barriers to market entry removed. At the same time, investments have been made in new technologies and a positive growth environment has been created for companies.



Same concept with optimised technology

— The unrivalled success story of an exceptional vehicle started in 1979 and thus also the manufacture of the side members at KIRCHHOFF Automotive in Iserlohn/Germany—as reported in the summer edition of K>MOBIL. Since October, a new welding system for the manufacture of side members for the Mercedes-Benz G-Class has been in operation in Iserlohn.

Following the successful preliminary acceptance at Lewa in Attendorn/Germany, the welding plant was dismantled in mid-August and transferred to Iserlohn in order to eventually restart its operation at the end of September.

From a technical perspective, the new plant differs considerably from the existing one, but the basic manufacturing concept is similar. In a first step, the web plates and reinforcement plates are welded into the half-shell. The two half-shells are then fixed together. Next follows the welding of the longitudinal seams and finally the packaging.

The new design differs from the previous one most notably due to a considerably higher level of automation. In a first step, the web plates are automatically positioned by handling robots and welded by a welding robot. The welding of the longitudinal seams is also performed by robots that are suspended from a moving gantry station. The seam tracking is handled by an optical system and no longer a tactile system as in the old plant.

The clamping system is also fully optimised within the welding equipment. The hydraulic lift and sink clamps and

the hydraulic cylinders that can be adjusted longitudinally ensure the greatest possible dimensional accuracy.

Once all side member variants have been introduced to the new plant over the coming year, the old plant will go from 35 years of “service” to its well-deserved “retirement”.

Frank Buchholzki



Left: Welding of longitudinal seams **Right:** Welding of web plates and reinforcements in the half-shell



Milkrun: a step by step continuous improvement process

— Craiova is one of the first JIT plants where the Milkrun concept was successfully implemented even from the beginning. In the production area the replenishment of the materials is realized only through the use of milkrun, forklifts are operated only in the logistics area.

As a natural step after two years of experience with the tool, in June a KAPS workshop was organized to focus on improvements of the Milkrun system at the Craiova plant. Before this, the colleagues from the logistics and production departments collected data of the Finished Goods Milkrun and the Incoming Materials Milkrun. The workshop **objectives** were reducing the number of empty runs, increasing the number of containers per run and a standardized skill for the Finished Goods Milkrun. For the Incoming Materials Milkrun, the skill was to be optimized.

And the results paid off: The team's dedication and commitment led to **improvements** in both areas:

Before:

- Four runs per shift for incoming goods
- 1.8 containers per run for finished goods

After:

- two runs per shift for incoming goods
- 3.3 containers per run for finished goods
- higher traffic safety
- lower risk of bottlenecks

After some trials, the positive results showed they were sustainable and the new standard was accepted and implemented. "I knew that there is potential for improvement, but what came at the end of more than two weeks workshop really impressed me. Congratulations to the team for its involvement, motivation and commitment. Great job!" said

Gabriel Porojan, Managing Director in Craiova.

As experience with Milkrun will continue in Craiova, it will contribute to the KAPS Milkrun Tool so that all plants can benefit from this valuable application of tacted logistics optimization.

Raluca Paun



Top: A Milkrun train in the KIRCHHOFF Automotive plant in Craiova **Bottom:** A successful team, f.l.t.r.: Emil Budrugaec, Milkrun operator | Onut Dodea, production operator | Raluca Paun, KAPS Expert | Constantin Cioana, finished goods warehouse leader | Bogdan Ripeanu, logistic planner



Meaning of Milkrun with regard to lean production

In Lean literature, the Milkrun is a train that feeds the production work stations. It operates as a bus — with defined skill, schedule and materials, and leads to an efficient resource utilization: minimum stocks, balanced workload, proper usage of workforce and safe environment. The Milkrun process represents one step ahead of the traditional material transport and feeding, being an important part of the continuous improvement production system.



Constructive cooperation based on partnership characterises the successful ideas workshop of Daimler Trucks and KIRCHHOFF Automotive.

Successful cooperation

— Daimler Trucks and KIRCHHOFF Automotive work together on savings potential in a three-day workshop.

Continuous cost optimisation is key for the long-standing cooperation between suppliers and OEMs. To this end, a Supplier Idea Generation (SIG) workshop was organised in Iserlohn/Germany, which ended on a successful note after three days full of positive momentum.

During the workshop, the teams from Daimler Trucks and KIRCHHOFF Automotive worked together on over 30 ideas. These ideas are now to be assessed with regard to their realisation potential and, if the assessment is positive, will be implemented as soon as possible. The teams, which consisted of Purchasing,

Development, Supplier Management, and Cost Planning (customer side), as well as Sales, Production Management, Engineering, and Controlling (KIRCHHOFF Automotive) analysed a total of 15 components from three product groups.

The constructive cooperation based on partnership that has united both companies for many years is also worthy of note in connection with this project.

Knut Stinn



Connecting plate cab for Daimler Trucks

Innovations and networking in China

In summer 2014 KIRCHHOFF Automotive joined the Commercial Vehicle Summit in Xi'an and presented its ideas of lightweight design in commercial vehicle structures to a large audience.

The 7th China Commercial Vehicle Summit took place in Xi'an (home of the famous Terracotta Army) in the province of Shaanxi, Central China, approx. 1.400 km North-West of Shanghai. The key topics of the conference were vehicle safety, lightweight technology and energy saving in modern commercial vehicles. The conference was joined by 120 persons, among them representatives of numerous in Xi'an located companies and of the local government and different commercial vehicle manufacturers (e.g. Beiben, FAW, Comau, Dongfeng Commercial

Vehicle, GACHINO, JAC, JMC, Navistar, Shan'xi Group) as well as various suppliers from the automotive industry.

The objective for KIRCHHOFF Automotive to join this conference was to promote the idea of lightweight design in commercial vehicle structures. Dr Thorsten Gaitzsch, Chief Technology Officer and Managing Director of KIRCHHOFF Automotive, was among 22 expert speakers. In his presentation about the development of complex hybrid structures for body-in-white and chassis parts he emphasized the company's ex-

perience and know-how in the use of new materials and joining technologies.

There are two main possibilities to realize weight improvement: process and product optimization. Among others hot forming and (remote) laser welding are the technologies used by KIRCHHOFF Automotive in regards to process optimization. By the use of hot forming technology the weight of the components can be reduced up to 50%.

Product optimization can be achieved by using flexibly rolled blanks and tubes,

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Dr Thorsten Gaitzsch, CTO of KIRCHHOFF Automotive, at the Commercial Vehicle Summit in Xi'An in July 2014.



by adapting the design of the component, using hybrid structures (such as metal and plastics) as well as the processing of lightweight material or high-strength steels. Due to its extensive competence and long-standing expertise in development KIRCHHOFF Automotive is able to improve the design of a part that way that not only

a weight reduction but also a cost reduction can be achieved. A close cooperation between manufacturer and supplier is getting more and more important and necessary in the development phase.

Although new lightweight materials such as carbon are extraordinarily ex-

pensive they offer a lot of advantages in comparison to steel. These include for example much higher formability or the saving of an additional E-coating process; leading again to cost and weight reductions. Currently the truck industry in China mainly focuses on fuel efficiency and emission control. Therefore, the idea of using lightweight

design in order to reduce the structural weight of trucks was well received. Almost all “lessons-learned” and experience gathered in the car sector can easily be transferred to the commercial vehicle sector, in order to make use of the vast optimisation potential in manufacturing and processes. In this way suppliers are strong and sophisticated partners with an excellent know-how of which the OEMs can profit.

The conference gave a comprehensive picture about the technological requirements in the truck industry and it was an excellent platform for networking.

Simon Stephan



Left: Footprint KIRCHHOFF Automotive in Asia **Right:** The famous Terracotta army in Xi'an



Top grades for six plants

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Three KIRCHHOFF Automotive plants in Europe and two plants in Canada received the General Motors Supplier Quality Excellence Award: Figueruelas/Spain, Gliwice/Poland, Letterkenny/Ireland, Richmond Hill/Canada, and North York/Canada. The Portuguese locations Ovar and Cucujães are proud to receive the PSA Award.

The GM Supplier Quality Excellence Award is given to suppliers who have provided the highest-quality services over the past 12 months. Their performance is assessed against 13 criteria, such as smooth production flow, timely delivery of high-quality products, and innovative strength.

Stefan Leitzgen, Chief Operating Officer at KIRCHHOFF Automotive, congratulated the staff on this important award. "They and their teams have worked hard to provide General Motors (Europe) with outstanding quality and perfect service. With this performance they have created the best foundation for our future business relationship with General Motors."

The Canadian plants in North York and Richmond Hill received the award this year for the third time in a row. Only 80 other suppliers in the USA and Canada have achieved this before.

Sheri Hickock, Global Supplier Quality & Development at General Motors, honoured this specific performance with the following comments: "Every product is

something special for our customers. We thank you, because you ensure that the vehicle our customer purchases meets and even exceeds all of their expectations. Partners such as you make this journey both exciting and worthwhile."

PSA Peugeot Citroën also recognised 96 plants worldwide for the excellent quality of the products they supplied. The first-time prize for the "Best plant 2013" was awarded to our Portuguese colleagues in Paris by Carlos Tavares and Yannick Bézard from PSA.

The Portuguese plants have been directly collaborating with PSA since 2012. At the time they manufactured 21 parts for the Citroën C-Elysée/Peugeot 301.

KIRCHHOFF Automotive in Portugal manufactures a cross-car beam for the new





Left: The team at KIRCHHOFF Automotive in Spain with the GM Supplier Excellence Award. **Right:** The staff at KIRCHHOFF Automotive in Portugal are pleased to be awarded the “Best plant 2013” by PSA Peugeot Citroën.

Citroën C3 Picasso and thereby extends the scope of cooperation.

These awards serve as additional motivation for KIRCHHOFF Automotive to continue providing excellent quality to its customers in the future.

Eva Rademacher



Receiving the General Motors Supplier Quality Excellence Award; f.l.t.r.: Randall Pappal (GM), Peter van Schaik (President at Van-Rob), Lucian Maduta (Plant Manager at Van-Rob), Girish Patel (Quality Manager at Van-Rob), Sheri Hickok (GM), and Deepak Prasher (Plant Manager at Van-Rob).

Smooth sailing

On 13 August 2014, everyone was in the same boat: our apprentices commenced their vocational training with a familiarisation exercise in the form of a regatta on lake Biggensee. A total of 21 apprentices with seven different occupational profiles at the Attendorn, Iserlohn, and Hagen locations will be trained by us over the next three years.

In addition to the experience-based educational elements, the focus of the three days was once again on the communication of important Company-specific information and expectations.

The first day started with an adventure: Following a short warm-up exercise, the group travelled by coach to the CJD rowing club grounds in Olpe-Kirchesohl/Germany. Our apprentices formed teams in order to compete in a scavenger hunt on the lake. Knowledge of the region as well as skill and inventiveness were required. It was exciting for all because the trainers were also on board. This was a great opportunity to get to know each other in a fun way. Another task consisted in preparing questions for the "boss": a surprise guest from the Executive Board was announced for the second day.

The following day was dedicated to information and personal preparation for the apprenticeship. This included, in particular, the management of stress and health as well as "learning to learn". This component, which is becoming more and more important, is a new feature of the programme. The surprise guest arrived in the afternoon. Dr Thorsten Gaitzsch, Chief Technology Officer at KIRCHHOFF Automotive, courageously took questions from the apprentices. In keeping with the location, the event ended with the "Lord and Lady Grill" at Bilstein Castle.

On the final day, the young people had a closer look at the different apprenticeship courses available at KIRCHHOFF Automotive. Supported by the trainers, they presented the respective trades to each other and gave details of the specific features of each apprenticeship course. The workshop, referred to as a "short school trip" by the enthusiastic apprentices, was rounded off with supplementary information from the Works Council.

KIRCHHOFF Automotive wishes all "newcomers" an exciting and successful apprenticeship, which comprises much more than simply learning an apprenticeship trade.

Tatjana Schutte





Top: They are looking forward to three instructive years: Front row f.l.t.r.: Furkan Emre Kazan, Atakhan Serter, Jannik Lübke, Moritz Stellmacher, Francesco Fidone, Miki Milicevic | Middle row f.l.t.r.: Tatjana Schutte, Jannik Hesener, David Beckmann, Daniel Bolte, Alex Knaub, Deniz Birsen Atas, Chiara Florida, Annika Gubba, Celina Helmrich, Andre Emery | Back row f.l.t.r.: Patrick Opolny, Lukas Fricke, Jannik Montenbruck, Patrick Fahl, Felicia Jasmin Lange, Lisa Terlaak **Bottom:** Rowing at CJD in Olpe



KIRCHHOFF

MOBILITY

REHA

GROUP AUTOMOTIVE

KIRCHHOFF

MOBILITY

REHA

GROUP AUTOMOTIVE

Jelschen



Custom-made cars—
for handicapped people.



60-69

Recommended by Mercedes-Benz

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Jelschen is awarded the exclusive status of VanPartner, which is only given to certified conversion manufacturers that fulfil the specific requirements of Mercedes-Benz. As a VanPartner of Mercedes-Benz, Jelschen will be recommended by Mercedes-Benz sales agents for future conversion business.

Since spring 2014, Jelschen GmbH has been working on strengthening its successful relationship with Mercedes-Benz. To this end, an application was made to undergo a special assessment process. The objective was to be admitted to the "VanPartner" programme. The bodybuilder management at Mercedes-Benz Vans offers a selection process based on uniform standards as the highest level of cooperation.

At the end of July 2014, Jelschen GmbH was given the positive news that with retroactive effect from January 2014 it has been appointed VanPartner by Mercedes-Benz and will receive a corresponding certificate. This was both a great pleasure and an incentive for the company from Bad Zwischenahn/Germany! Vehicle converters that want permis-



VanPartner by Mercedes-Benz 2014/2015

Jelschen GmbH
Justus-von-Liebig-Straße 7-9, 26160 Bad Zwischenahn

Gültigkeitszeitraum: von 31.07.2014 bis 28.01.2015

Die Firma Jelschen GmbH wurde zum VanPartner by Mercedes-Benz ernannt. Sie erfüllt die Anforderungen in den Bereichen Qualität, Vertrieb und After-Sales-Services, die Mercedes-Benz Vans an Aufbauersteller auf dem Gebiet der individuellen Aufbaulösungen stellt.

Wir gratulieren und freuen uns auf eine erfolgreiche Zusammenarbeit.

Stuttgart, im August 2014

Roland Zey
Leiter Vertriebssteuerung & -entwicklung
Mercedes-Benz Vans

Marko Stelze
Leiter Aufbauersteller-Zentrum
Mercedes-Benz Vans



Mercedes-Benz
Vans. Born to run.



The Mercedes-Benz Citan. A vehicle with many possibilities.

sion from Mercedes-Benz Vans to use the Mercedes-Benz Citan, for example, as the basis for a wheelchair conversion with a lowered floor are hand-picked. Specific predetermined criteria must be fulfilled. Vehicles with the star have an exclusive image. With the certification of VanPartner by Mercedes-Benz, Jelschen fulfils the high quality, sales, and service requirements. All conversions must be performed in strict accordance with the installation guidelines and have a certificate of non-objection (CNO), which Jelschen received at the end of 2013.

At the same time, Mercedes-Benz Vans launched a joint marketing opportunity with selected conversion manufacturers. Customers and Mercedes-Benz sales agents have direct access to product solutions and employees of partner companies. As a VanPartner of Mercedes-Benz, Jelschen will be recommended by Mercedes-Benz sales agents for future conversion business.

To transparently advertise who fulfils the requirements, the Stuttgart automotive manufacturer publishes a list of qualified installation and conversion partners on the Internet at www.vanpartner.com. Company-specific products, contacts, and company information can be made available here. The Internet platform offers a quick and detailed overview of manufacturers tested by Mercedes-Benz. Custom-



Access ramp for wheelchair users



By retrofitted individual seats it is possible to haul up to four persons and a wheelchair. Advantage: The wheelchair person may be cared while driving.

ers can use a search screen to select the required conversion products. Available criteria are conversion type, vehicle class, search for conversion company, or a convenient radius search. The results can be filtered in more detail by combining these criteria. A view of the locations in Google Maps makes it easier to quickly find a physical location.

As a result, the degree of awareness of Jelschen conversions and joint sales opportunities have been significantly improved. Furthermore, VanPartners are invited to special information and qualification events. Workshops provide the opportunity to receive information and participate at an early stage in the re-design of products by manufacturers (OEMs).

Since 2013, Jelschen has offered the Mercedes-Benz Citan with deepened floor and optional hydraulic lowering for the transportation of wheelchair users. Once the vehicle conversion is complete, up to four seats plus wheelchair user space are available. The vehicle is convincing due to its large passenger compartment and compact dimensions. The wheelchair area at the rear of the vehicle is easily accessible by means of a single-piece aluminium ramp.

Apropos:

After 36 years, Behindertenfahrzeuge Helmut Jelschen GmbH has changed its name. Since 6 June 2014, its official name is Jelschen GmbH. By the end of the year, communication will be officially handled by the "KIRCHHOFF Mobility" business unit. Associated companies Jelschen and REHA Group Automotive will then be listed in the subheading. The core competencies of

both companies are vehicle modifications for drivers with disabilities (active mobile) or convenience conversions, such as for the older generation or passengers in wheelchairs (passive mobile).

Jörg Brach



Engineering, comfort, and look hit the mark with the Mercedes-Benz Citan.

Measurements following the conversion for the transportation of people with reduced mobility:

- Wheelchair area:** approx. 1,300 x 830 mm
- Headroom:** approx. 1,450 mm
- Clearance height:** approx. 1,400 mm



Left: Customised wheelchair access on the Opel Vivaro: The sideways wheelchair lifting platform. **Right:** The Haueter team in Switzerland (f.l.t.r.): Catherine Junker, Petra Zingg, Marino Bernasconi, Michael Marti, Peter Grossenbacher, Jeremy Buchmann, Pascal Fossa.

Two new locations in Switzerland

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KIRCHHOFF Mobility continues to expand its sales network. With the acquisition of Fritz Haueter AG in Switzerland, the group of companies is now represented with 12 locations in Germany, Austria, and Switzerland.

Haueter is one of the leading importers, dealers, and car customisers for mobility-impaired persons in Switzerland. The company has been active for more than 40 years in this business and has extensive experience. Every year, more than 2,500 customised vehicles for active drivers or passengers leave the operations of the KIRCHHOFF Mobility business unit. An ever more comprehensive network of subsidiaries is important in order to provide quick and easy access to all cus-

tomers. In June 2014, Catherine Junker took over the management of the company. The former partner of Fritz Haueter AG, Hans Haueter, will remain a member of the Board of Directors and supports the company in an advisory capacity. Together with Catherine Junker, they are thus both a point of contact for all customers and partners as well as for all employees taken over by the REHA Group.

Catherine Junker



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Successful trade fair appearance at REHACARE 2014 in Düsseldorf

— The world's largest trade fair for rehabilitation was held from 24 to 27 September this year. KIRCHHOFF Mobility was represented with six vehicles and amazed numerous interested visitors with new developments and innovations in the field of vehicle conversion for people with reduced mobility.

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Over 51,000 visitors came to the Düsseldorf Exhibition Centre to find out about innovative aids presented by 902 exhibitors from 36 countries, gain new insights, and exchange experiences. The trade fair has thus been recording a moderate but steady rise in visitors over the past few years, reflecting projected market growth.

Dr Martin Danner, Chief Executive of BAG SELBSTHILFE (national self-help association), praised the variety of products at the trade fair. "Anyone who wants to have an overview of the aids that are currently available to people with disabilities cannot overlook REHACARE. Everything is offered here, from everyday assistance to highly personalised high-tech products for almost any disability." The large majority of REHACARE visitors are specifically interested in anything that enables and supports mobility.

Almost one in two visitors wanted to find out about walking and mobility aids as well as transport devices and wheelchairs. The same applies to the living aids product segment. One in four visitors attended the stands of automotive industry and vehicle conversion companies.

This interest was clearly evident at the perfectly dimensioned KIRCHHOFF Mobility stand. The Company showcased its in-house conversion solutions in six vehicles. These included the latest development in the electric vehicle sector, the i3 from BMW. KIRCHHOFF Mobility had previously fitted this vehicle with an active driver conversion consisting amongst other things of a plug-in gas ring and the internally developed EasySpeed gas/braking unit in leather. BMW also made it possible to exhibit the new 2 Series Active Tourer as early as three

days before the official launch. As one of the features, KIRCHHOFF Mobility adapted this world first to have its own Döschler gas/braking unit, as elegant as ever in an original BMW leather casing, in order to meet the requirements of drivers with disabilities.

Naturally, KIRCHHOFF Mobility was also represented in the areas of passengers and vehicles for the transportation of people with reduced mobility, primarily minibuses. Besides the VW Caddy with its NIVO Easy cut-out rear, equally popular with end customers and transport services, the NIVO Easy cut-out rear was also presented in the new Ford Tourneo Grand Connect. Great value is placed on facilitating the transport, both in terms of practical application and particularly design, of a wheelchair user in a passenger car in which the conversion is not immediately visible.



Top: Well attended: the KIRCHHOFF Mobility stand at REHACARE 2014.

Left: Always there for our customers: the KIRCHHOFF Mobility trade fair team; f.l.t.r.: Tülay Gülen, Rolf Mättig, Adem Okutan, Jens Cordes, and Thorsten Dörr.



Electrically mobile: the conversions in the new electric vehicle from BMW—the i3—generated great interest with visitors.

The proven cut-out rear is enhanced with innovative new features: the weightless ramp reduces the power required to lift the access ramp to an absolute minimum, the retrofitted closing aids enable the tailgates that are usually rather heavy to be closed quietly, and the automatic fire-extinguishing system puts out fires where they arise, which is of key importance with the longer rescue times associated with wheelchair transport.

In addition to the NIVO Easy alteration, a conversion for the transportation of people with reduced mobility in an Opel Movano was met with great interest by transportation services and taxi companies. KIRCHHOFF Mobility demonstrated this practical and yet cost-efficient transport solution with an easy-to-use access ramp and a highly flexible aluminium floor system.

The interested audience was also presented with additional innovations that were exhibited in a test vehicle. Besides the new Rolli-Fix and Rolli-Butler wheelchair loading systems developed in the Haag Rehatechnik subsidiary in Kronau/Germany, the



Product adviser Adem Okutan welcomes Dr Jochen F. Kirchhoff, Chairman of the Supervisory Board and the Shareholder Circle of KIRCHHOFF Group, and J. Wolfgang Kirchhoff, Managing Partner and COO of KIRCHHOFF Holding, to the KIRCHHOFF Mobility trade fair stand.

KIRCHHOFF Mobility product advisers amazed visitors by showcasing a novel CAN-BUS speech control system. This system enables the driver to operate key ancillary functions, such as light, indicator, and windscreen wipers, by means of simple voice commands.

The exhibition at REHACARE was a great success for KIRCHHOFF Mobility. This was not only due to the acquisition of potential customers, but also because its image in the sector as a whole was enhanced. Furthermore, the team spirit and cohesion between employees of the individual companies of KIRCHHOFF Mobility—REHA Group Automotive, Jelschen GmbH, Haag Rehatechnik, Huber Mobiltechnik, Pruckner Rehatechnik, and Fritz Haueter AG—was noticeably strengthened. There was also the opportunity to create new or consolidate existing contacts with OEMs Daimler, Volkswagen, Audi, and BMW.

Andreas Kassette



New development: the "weightless" access ramp

WITTE
WERKZEUGE



When function and
effect are in line.



70-75

Hand tools “Made in Germany”

Reorganization of product development and marketing at WITTE Werkzeuge. Key-marketing instrument: German production site.



Proposal for a new design guideline for WITTE Werkzeuge

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Fundamental strategic decisions have been made that impact customer target groups and their respective quality, the existing product portfolio, and not least the future product range.

With regard to customer target groups, the focus will be on intensive cooperation with our strong OEM partners. Besides the joint projects of the networked development departments of WITTE Werkzeuge and the respective OEM partners*, which are also manufacturers of other tool ranges themselves, the OEM trade customers are now constantly presented with opportunities for product improvements. This includes, for example, new forms of labelling and different materials, but also facelifts and changes of series.

Another target group will be the retail market, which includes German hard-

ware chains, where there is evidence of a trend back towards tools that are “made in Germany”. We will respond to this trend and assemble an appropriate range.

The existing WITTE Werkzeuge product portfolio will be revised and systematically streamlined. Older and repeatedly offered product lines will be dropped. The aim is to achieve increased economic efficiency and a substantial inventory adjustment. This adjustment will consequently make it possible, but also necessary, to develop new products.

Furthermore, there will be a design guideline that must be applied to the existing range. “Made in Germany” is to be featured again on our existing products. WITTE Werkzeuge has its production location in Germany and intends to advertise this clearly in the

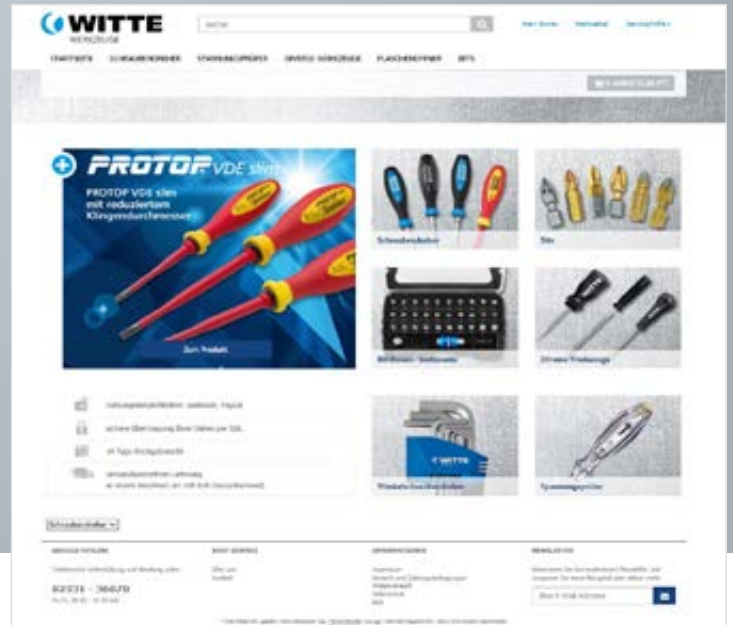
future, as it represents consistently high quality and sustainability as well as traceability for our customers—an aspect that makes us stand out in the tool industry.

Alfons Bolling,
Frank Rohlf

*OEM = Original Equipment Manufacturer

Convenient online shopping

New online store of WITTE Werkzeuge



From end of 2014 onwards the new WITTE Werkzeuge online store will be set up.

Sales which are available in the online store

It offers existing customers the possibility to order their goods on shorter administration ways and thus to receive the requested products even quicker. Furthermore, also retail clients can use the convenient ordering from home – without time-consuming. A clearly arranged design and a sorting by product groups assist thereby. Moreover, the online store will give customers the opportunity to purchase items from the wide WITTE Werkzeuge range which are not always commercially available in the same variety.

For 2015 considerable program adjustments are planned. The sales resulting from this are of course also available in the online store.

To the adjustment of the product range belong among others the screwdriver series PROTOP and TOPLUS as well as the bits assortments BITSNAP and PROBIT-BOX. A new product portfolio and a new catalogue will then be presented by WITTE Werkzeuge just at the hardware show „Practical World“ in Cologne in March 2016.

Alfons Bolling



TOPLUS, the one-component screwdriver



The first PROTOP series



The bits assortment BITSNAP



The transparent PROBIT-BOX



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Screwdriving tools showcased worldwide

It started with the presence of WITTE Werkzeuge at the Eisenwarenmesse (International Hardware Fair) in Cologne/Germany in March 2014. In order to strengthen brand awareness also in Southeastern Europe and Central America, the Company decided to participate in two additional trade fairs in Turkey and Mexico.

From 26 to 28 June 2014, the Eurasia Expo Tool trade fair took place in Istanbul/Turkey for the first time. This is a new trade fair that focuses on the

interests of the electrical and hand tool industry. Of the total number of exhibitors, 75% came from abroad, clearly demonstrating the international

interest in business relationships with Turkey. Overall, 74 exhibitors from 10 countries showcased their products on 2,000 m².



Left: Bright and inviting: WITTE Werkzeuge's stand at Eurasia Expo Tool in Turkey. **Top:** Competent advice for trade visitors at Eurasia Expo Tool in Istanbul/Turkey: Oliver Fries and Derya Dilan Tas. **Top right:** Head of Sales Alfons Bolling describes the specific ergonomic properties of WITTE Werkzeuge's screwdriver handle. **Bottom right:** The VDE screwdrivers, in particular, were met with great interest by visitors at the Expo Nacional Ferretera in Guadalajara/Mexico.

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Among them was WITTE Werkzeuge, one of the leading manufacturers of high-quality screwdriving tools "made in Germany". The Company is currently strengthening its activities in the Turkish market and used its presence at the trade fair to create new partnerships, establish contacts on a large scale in order to reach potential customers, and highlight its competence as a manufacturer of premium tools. It succeeded in reaching out to both interested, smaller dealers and distributors as well as the "big players", and discussing potential fields of cooperation.

The only drawback was the rather unfortunate timing of this trade fair. The summer holiday period in Turkey had just started, and the trade fair weekend

conflicted with the start of the Muslim month of fasting Ramadan. However, we are optimistic that the discussions with some potential partners will help us gain new clients in Turkey and continue to expand our market position.

The second trade fair abroad attended by WITTE Werkzeuge was the 26th Expo Nacional Ferretera in Guadalajara/Mexico. The Expo Nacional Ferretera has become an established, key international trade fair for hardware in Central and South America. From 28 to 30 August, in excess of 80,000 trade visitors accepted the invitations of well over 1,500 exhibitors from more than 35 countries.

Visitors to the WITTE Werkzeuge stand, which covered 20 m², showed

a lively interest in the screwdriver ranges that were exhibited. The VDE range attracted a great deal of attention, because workplace safety and international standards are steadily growing in importance. As an exhibitor, WITTE Werkzeuge can look back on a very successful trade fair. The Company succeeded in making numerous contacts with dealers and international tool manufacturers, as well as expanding its existing business.

Alfons Bolling, Oliver Fries,
Derya Dilan Tas



 **FAUN**
KIRCHHOFF GROUP
RELIABLE
PROGRESSIVE

 **ZOELLER**
KIRCHHOFF GROUP
Technik entscheidet



76-115



An eventful year with plenty of challenges

For the Ecotec division of our FAUN and ZOELLER Groups, 2014 was an eventful year with plenty of challenges. It was characterised on the one hand by the IFAT show in May, with its innovative products and outstanding attendance figures, and also by new partners and the opening of new factories.

On the other hand, the geopolitical crises in our markets in Eastern Europe and the Middle East meant we had to make extra efforts to continue to supply these markets through our long-standing partners. The 2100 employees at FAUN and ZOELLER coped wonderfully with all these demands and I'm very grateful to my team for their commitment and to our customers and partners for their cooperation and confidence in us.

New partners

In 2014 we were delighted to welcome the company JOAB and the Olsson family from Sweden to the Ecotec division. The shared product and sales strategy for products from FAUN and ZOELLER should strengthen the JOAB brand in Scandinavia and offer customers an even more comprehensive after-sales service. We have also enlarged and strengthened our Swiss team. The

merger of the two long-established companies Contena AG and J. Ochsner AG to form Contena Ochsner with Renato Heiniger as Managing Director has given us an even more extensive service network for our customers and brings us even closer to them. We have also extended our product portfolio which will benefit our customers.



New factories

The team at ZOELLER Tech has built itself a new base in the Polish town of Rekowo Gorne. With a great deal of support from my sister Eva Barbara Kirchhoff, a modern production site covering 70,000 m² has been constructed, capable of producing more than 1000 refuse collection vehicles every year.

In Gerlingen near Stuttgart, a new FAUN and ZOELLER customer service centre is being created with six service desks. This means we can now also offer our customers in Baden-Württemberg close and comprehensive support.

New products

When it comes to refuse collection vehicles, the new SIDEPRESS was the highlight of the IFAT show in May. The product is currently being prepared for series production so that the side loader will be ready for dispatch into the field from 2015. Customers were

very enthusiastic about the convenient running board, while the vehicle's ergonomic and safe handling is unique. The ECOPOWER options not only save money but also reduce environmental pollution and noise. The VIAJET 8 completes the range of road sweepers in the VIAJET STREAMLINE range. The VIAJET 6 is currently on a demonstration tour in North America. We also expanded the range of lifters with the ZOELLER E-Delta 2307 Premium, an electric lifter with a 24 V engine, and the new commercial lifter range, ZOELLER CL.

New markets and orders

In the TRACKWAY product range, we received orders from Singapore and Denmark and for the Norwegian army, and the plant at Llangefni in Wales has been entirely focused on the TRACKWAY range. Our refuse collection vehicles, road sweepers and lifters are handled by the headquarters of FAUN ZOELLER UK Ltd. in Redditch and 10 service centres nationwide. We were particularly pleased to receive orders from the United Arab

Emirates. We delivered 60 STUMMER superstructures and 32 SIDEPRESS MSTs to Abu Dhabi and supplied 190 VARIOPRESS with the new ZOELLER Lifter 359 for waste disposal in Qatar.

So, that was a quick summary of our year at FAUN and ZOELLER. I hope you will enjoy reading the pages that follow.

With best wishes for the festive period and a successful start to 2015.

Regards,

Dr. Johannes F. Kirchhoff



A new customer centre in Stuttgart

FAUN and ZOELLER plan another modern service support centre.

This is now the new FAUN and ZOELLER customer centre in Stuttgart will look in 2015.

Servicing is a special responsibility and is an area we constantly strive to improve here at FAUN and ZOELLER. A new branch is being built in the town of Gerlingen near Stuttgart, in the heart of Baden-Württemberg, a branch tailor-made to meet the current needs of our customers, where sales and service can be optimised with the aim of maximising customer satisfaction. A workshop with six service posts, two waste disposal dumps, a craneway system and a separate washing hall will enable our staff to meet the servicing wishes of all our customers in a modern workplace. The warehouse right next door offers the usual good supply and quick access times for common replacement parts, both for servicing work on site and for dispatch to our customers. The administration area directly adjacent to it guarantees close cooperation and

direct communication with the workshop, and our customers are welcomed in a friendly and modern atmosphere.

One important point in favour of this site is its central location. Just three kilometres from the A81 and A8 autobahns and the main road B295, we are in the perfect place for our customers to reach us. We will move into this new branch in autumn 2015 and expand our activities on new ground.

Sven Walter



New, modern Service Centre with an ecologically-friendly „green” roof and electricity generated via solar panels.



Link to product animation
[youtube.com/watch?v=9XbEx0kTN_Q](https://www.youtube.com/watch?v=9XbEx0kTN_Q)

The new SIDEPRESS

The new FAUN SIDEPRESS

FAUN Sales Manager Burkard Oppmann is very optimistic about the sales figures for the new SIDEPRESS in the coming year.

After its market launch at the IFAT show in May, Burkard Oppmann and his team have been gathering reaction and opinions on the new side-loader on the market. The feedback has been very promising. In the meantime, the engineers and

technicians have modified some parts of the vehicle, the prototype has seen its first batch of waste and various tests are to be carried out to prepare it for market readiness at the start of 2015.



The benefits of the new FAUN SIDEPRESS at a glance:

Design:

- Modern body design and tried and tested construction based on series production of the new VARIOPRESS
- Tailgate is shaped to fit the container, and the opening system and seal are designed for the new VARIOPRESS
- More overlapping of the waste bins with the compactor thanks to the presses being positioned off-centre and improved right/left axle load distribution

Maintenance:

- Loading pistons are screwed to the framework, making wear-and-tear repairs cheaper
- Self-adjusting wipers between the loading pistons and the tank prevent the compactor tilting on the tank
- No "dirty corners" left in the transition from the press to the collection container
- Close-mounted lifter with a small envelope curve and reduced lateral kick-out clad in stainless steel for a permanently smart appearance
- The locking bar for waste bins opens further than before so they do not tilt and are easier to handle when put down

- Load-sensing hydraulic system is savings on fuel and reduced noise.
- Off-centre valve blocks resulting in less pipework and less risk of abrasion.
- Two external cylinders to drive the compacting piston
- FCS interface for CAN to the chassis and a further FCS interface Clean open for ident- and weighing systems

Security:

- Extra-distortion-resistant intermediate frame with two tilt cylinders at the side for safe emptying of the collection container, even on a soft surface or flexible vehicle frame
- Side cladding at the front hides the lubrication points so that the vehicle remains clean; the cladding flaps up for servicing and is designed to be easy to remove

Facts and figures:

- Body volume: 28 m³
- Wheel base reduced by 200 mm to 4,000 mm (EURO 6)
- Compactor volume: 3.1 m³
- Body weight: 7,300 kg
- Vehicle height approx.: 3,600 mm

Claudia Schaeue

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Lutz Tesmer—Project and Key Account Manager for one-man systems.

From the middle of the year, Lutz Tesmer will be helping the sales team. Lutz, who comes from the Sauerland, is taking over Project Management and Key Accounts for front- and side-loading superstructures in Europe. A qualified mechanical engineer, he has been working in this market since 1994 and was responsible for bringing one of the first one-man systems, from Australia, to Germany. We look forward to welcoming Lutz Tesmer to the FAUN Group and wish him every success with revolutionising the side-loader market.



Owner, Dr Johannes F. Kirchhoff, and Head of Sales for Germany, Burkard Oppmann (left), say farewell to the two “trainee pensioners” Martin Maile (2nd from left) and Peter Sielmann (right), surrounded by their sales colleagues.

Training for retirement

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— Peter Sielmann and Martin Maile, two FAUN veterans, are leaving the sales team to enjoy sweet idleness.

There were honest and warm-hearted words for Peter Sielmann and Martin Maile from Burkard Oppmann, now their former boss. In October, he said farewell to the two sales assistants as they entered their retirement, calling them “trainee pensioners”. Because they are now entering a new phase. They can both look forward to sweet idleness. Peter Sielmann, for example, wants to improve his golf handicap and go for walks with his dogs. Martin Maile on the other hand is looking forward to going on motorbike and skiing trips and spending time with his two grandchildren.

Peter Sielmann was the last “true” FAUN employee, even before the KUKA era. He started at FAUN on 1st September 1978 as a sales assistant in Osterholz-Scharmbeck and spent all his time at FAUN working in the sales de-

partment for refuse collection vehicles and road sweepers. His happiness at retiring after 36 busy years is clear for all to see. Martin Maile can boast “just” 26 years at FAUN. He, too, began in sales and worked first in the south and south-west before ending his career selling road sweepers in North Rhine-Westphalia. In his speech, Head of Sales Burkard Oppmann spoke of the successes and personal commitment of

the two men, leaving them with the following advice: “Stay curious and find new challenges beyond what you have done before.” Safe in the knowledge that this will not be difficult for either of them, we would like to thank them and wish them all the very best for a happy and healthy retirement.

Claudia Schaeue



A fresh wind blowing in Sales

The void left by Peter Sielmann and Martin Maile in the sales team has already been filled by Daniel Vick and Julian Neuhaus. We introduced the two colleagues in the last issue of K>MOBIL. We wish them every success.

You snooze, you lose.

— The FAUN Training Centre—consistent advanced training by experts.



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Technical expertise and practical education and training form the cornerstone of the FAUN Training Centre. The FAUN training packages are specially developed to meet the needs of waste disposal companies. The multi-day training units include practical training for service and workshop teams based on FAUN products, to enable staff to look after them as part of their day-to-day maintenance. The FAUN Training Centre also offers drivers and operators the opportunity to better familiarise themselves with the vehicles and FAUN products to avoid operational errors. This includes specially-designed driver training and qualification measures, as well as professional health and safety training.

FAUN products are one of the most important tools in a user's armoury and

require experience and careful handling. This is where the FAUN training approach comes in: regular training and continuous learning on and using FAUN products helps to highlight avoidable errors in daily use. The FAUN training programme therefore also supports the FAUN principle of bringing reliable products with a good retention value to the market.

In addition to the regular training held at the company headquarters in Osterholz-Scharmbeck and at the road sweeper production plant in Grimma, FAUN also offers tailor-made in-house training. All attendees receive a cer-

tificate. If you are interested, please contact the training team, who will be happy to help.

For more information, visit
www.FAUN.com

Christian Bremer



Power from Grimma— the new road sweeper from the Streamline generation

— The first VIAJET 8s are already being delivered to customers following their trade-fair début at IFAT 2014.

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Larger suction and blower hoses and a rear suction system for more power

A new member in the “POWER” class, the VIAJET 8 has been developed for users specialising in cleaning road construction sites and other special tasks, or for customers who need a container volume of 8 m³ (in compliance with DIN EN 15429), due to lengthy journeys to emptying sites. Inspired by the two-part water tank of the STREAMLINE road sweepers VIAJET 6 and 7, the “newbie” has been equipped with a 1,500 l primary water tank beneath the container and a 700 l secondary water tank in front of the engine housing. The VIAJET 8 can therefore be loaded with 2,200 l of fresh water, as standard, to use in road-sweeping operations. For even more demanding customers, the vehicle can also be equipped with an additional water tank between the driver’s cab and the container, holding 1,200, 1,700 or 2,000 l depending on the payload of the front axle. All the water tanks in the new STREAMLINE generation are made of ultra-light glass-fibre-reinforced plastic.

This prevents limescale from forming and completely prevents any problems of rust in the water tank.

The VIAJET 8 STREAMLINE excels when it comes to vacuum capacity, with almost 50% higher air speed than the VIAJET 6 STREAMLINE. The diameters of the suction hoses have therefore also been increased. A suction hose with Ø 300 mm and a blower hose with Ø 200 are now used, for example. The tried and tested sweeping equipment have been adopted from the smaller model range, with the exception of the larger suction and blower hoses. The VIAJET 8 STREAMLINE is available now, with either a hydraulic (H) or hydrostatic (HS) drive. Combined with the rear suction system, installed under the rear of the container to save space, and a suitable high-pressure water system, the customer is prepared for even the most difficult of motorway construction sites. Hydraulic displacement of the rear suction system effectively prevents



The VIAJET 8 has been specifically developed for challenging road-sweeping applications, with more water and higher volumes.

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damage to the tyres at the side milling edge. Since road construction is often highly stressful and any interruptions cost a lot of money, the VIAJET 8 has been equipped with a 350 l fuel tank as standard, which is mounted at the rear of the vehicle.

In order to optimally utilise the efficiency and the motorisation of the chassis usually found in this class, we have consciously decided not to develop any versions with an additional engine. This is because, on the one hand, auxiliary engines in this power class would have to provide more than 120 kW of power and, as a result of the complex exhaust systems needed to satisfy exhaust-emission standards, are not any less complex than a hydrostatic drive. On the other hand, the exhaust systems of the modern chassis would be forced to regenerate their particle filters far more frequently due to insufficient engine speeds and inadequate power output, which would in turn result in

increased fuel consumption. Last but not least, a large auxiliary engine weighs a hundred kilograms and takes up a great deal of space. Disposing with the auxiliary engine allows us to use an 18-30 t chassis as the base vehicle, offering customers a decent payload. We have used the space gained by dispensing with the auxiliary engine to accommodate the high-pressure water pump, which can be supplied on request.

With the internationally-renowned FAUN air circulation system, the VIAJET 8 provides its new owners with dust-free and "POWERful" road sweeping on major roads, motorways and construction sites. True to the company motto: reliable and progressive.

Mario Ringl



Combining elegance and effectiveness - the VIAJET 6 on an American Freightliner

In the footsteps of Columbus—a road sweeper conquers North America

FAUN Viatec displayed a VIAJET 6 on a Freightliner chassis in Toronto and were overwhelmed by the positive feedback.

Toronto, 17 August 2014, 8 a.m. FAUN Viatec Managing Director Helmut Schmeh and Export Manager Mario Ringl entered the halls of the Toronto Exhibition Centre and could hardly wait. They know their VIAJET 6 and they know that it is a fantastic road sweeper. It's clean, quiet and economical to run. The most recent test drives by their colleagues in the UK had proved it once again: the average fuel consumption of the VIAJET 6 is less than 5.5 l/h. But did the customers know that? And then they saw it. On the stand belonging to GLOBAL Environmental Products, our partner in the USA, it looked even better in reality than it did in the pictures.

Mario Ringl is in raptures: "All in white, fitted on a Freightliner M2, the VIAJET looked really elegant. These cab-behind-engine trucks have more or less disappeared from Europe. They lost out in the interests of optimising weight and vehicle length. But here, in the land of unlimited opportunities, it all seems to be different." That's why the Viatec engineers wanted to show the Americans how clean and economical their road sweepers are. Helmut Schmeh explains: "With FAUN Air-Re-Circulation, a combination of the "regenerative air" that is popular in America and mechanical feeding of the sweepings into the suction shaft, we hope to strike a chord

with our North American customers. Of course, we were desperately interested to know how the VIAJET would be received, how the potential customers would react."

At 10 a.m. the show opened, the first customers streamed into the hall and came to a stop by the VIAJET. "Yes, we know FAUN from Europe - so are you now represented in North America?" - that's how the first conversations with visitors began. And they were all very curious. They said things like: "German engineering, it looks great and really well thought-through" and "When can we see the sweeper in action?"



“Soon, very soon,” replied Schmeh and Ringl, their previous anxiety now greatly reduced. There were more and more enquiries about demonstrations and it became clear to the pair that the team in Grimma would be kept very busy in the next few months. Mario Ringl: “We did all hope that there would be a lot of interest, but we really didn’t expect so much. We’re very excited, and, to be honest, relieved too.” Helmut Schmeh adds: “We’ve taken the first step and we’re already looking forward to the new challenge of North America.” After all, it is indeed a country with unlimited opportunities.

Postscript:

One month later, the VIAJET 6 hit the road for the first time in California, for a customer demonstration. The customers were full of enthusiasm, both about the noise level and, above all, the sweeping performance of the machine. The vehicle’s sweepers have been specially adapted for the North American market and, with the help of the high-pressure washing beam behind the roller brush, they leave a perfectly cleaned road surface. “All cleaned away and no dust escaping from the roof,” marvelled the Americans. That’s just how it is, the VIAJET 6: quiet, economical, reliable and innovative.

Mario Ringl



Admiring looks and enthusiasm about German engineering. The VIAJET goes down really well with visitors to the show in Toronto.



Here's looking at you, kid!

FAUN Environnement delivers 30 VARIOPRESS and two SYMPAJETs to Casablanca.

"Here's looking at you, kid!" is probably one of the most famous film quotes of all time. Any film fan knows that this evocative remark is from the film "Casablanca", starring Ingrid Bergmann and Humphrey Bogart. For the FAUN Group, Casablanca now means something else, too. 30 VARIOPRESS and two SYMPAJET 6 RL road sweepers have been delivered to Morocco's biggest city.

How it all began. When Morocco's King Mohammed VI described waste disposal as one of the nine scourges of Casablanca, it was time for the FAUN Environnement team to remain watchful and then take action. A consultancy company from Belgium advised the city to take drastic measures to change its ways in order to emulate European standards. They should have new, modern and safe waste disposal vehicles which would be worthy of

this world-famous city and enable Casablanca to play a pioneering role in waste disposal logistics in North Africa. The specification was quite something. It demanded superstructures complying with EN1501-1, safe container tipping, a 650l waste water tank for organic waste and the use of Euro 5 chassis with trailing axle. The vehicles should also be fitted with a GPS tracking system and Infobox, and the vehicle manufacturer should offer a seven-year full-service maintenance and repair contract on the vehicles. Once the call for tender was issued, the guessing game began as to who would take on this challenge. Who would have the expertise to work in accordance with European standards, and who would be able to cope with the different cultural requirements? Only two of the existing three waste disposal companies put in bids and they were joined

by one new one. Right from the start, the local waste disposal company SITA turned to the professionals at FAUN Environnement. It was because of their professional reputation and their strong presence on the Moroccan market, together with their experience of joint maintenance agreements in France, that in the end SITA opted for FAUN as the manufacturer. In an official ceremony on 1 September, 30 VARIOPRESS equipped with UNILIFT TR2 (17 vehicles with capacity of 18.5 m³ and 13 vehicles 13.5 m³) and two SYMPAJET 6 RL road sweepers were handed over and are now responsible for keeping the casa blanca (which means "white house" in Spanish) clean.

Kathleen Hänsel



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Above: Mosque in Casablanca - which translates as "white house" **Below:** King Mohammed VI looks down from a poster on the 30 new VARIOPRESS and two SYMPAJETS in Casablanca.



Visitors examined the special features of all the superstructures and products in the outdoor exhibition area.

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Swiss in-house exhibition breaks visitor numbers record

— The 800 visitors to the Contena-Ochsner event were full of enthusiasm about the VARIOPRESS with E-POWER and the new rotary lifter and about the fantastic team effort, in which service is always a high priority.

On 19 and 20 September 2014, Contena-Ochsner AG opened its doors for its regular in-house exhibition. This popular event takes place every two years and this year was entirely devoted to the merger between the two companies Contena and J. Ochsner (as reported by K>MOBIL in Issue 43). Over the two days, countless customers and potential customers made their way to Schlieren, so that in the end the team welcomed over 800 visitors. Contena-Ochsner Managing Director Renato

Heiniger said: "We are absolutely delighted. We have never had such a big crowd."

In addition to their well-established products, the Contena-Ochsner team also showed the Swiss public a few novelties. On display for the first time were the new ZOELLER Rotary Lifter, the container washing function in the Stummer superstructure and the VARIOPRESS with E-POWER (electric motor for refuse collection superstructure).

Contena-Ochsner did not only exhibit its waste disposal technology but its entire product range. In addition to 14 different refuse collection vehicles from Stummer and FAUN, a FAUN Viatec roadsweeper and a small Micro XL waste disposal vehicle from Semat, the visitors were also able to see shredding and screening machinery from our partner Doppstadt and spreaders and cable dispensers from Hyva in action. The exhibition was rounded off with the traditional Patent-Ochsner buck-



et, Feistmantl cleaning systems, and a stand displaying weighing systems from Digisens and Kolly. There was also a height-adjustable trailer from Heimann on show and, last but not least, a mini-refuse collection vehicle from PB Envirement. In the workshop, which had been specially converted for the occasion, visitors and the Contena-Ochsner team were able to meet in a pleasant atmosphere for some light refreshments and useful discussions.

“These two days showed once again how much difference good, effective teamwork makes,” said a satisfied Renato Heiniger. “We offer both high-quality products and all-round service. Servicing for products, and service and understanding for our customers and the market.”

Renato Heiniger



People met up in the workshop to talk and exchange ideas.



VARIOPRESS as far as the eye can see: 100 vehicles waiting to be shipped to Doha.

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From Osterholz-Scharmbeck through the Suez Canal to Doha

— The first half of the big order for Qatar is on its way.

100 identical refuse collection vehicles on the forecourt, all in a distinctive yellow and blue livery, are not an everyday sight even at the big FAUN plants in Osterholz-Scharmbeck. In September, the first half of the big order for Qatar (as reported by K>Mobil in Issue 43) was completed and then, divided between several ships, sent on its way to the Persian Gulf. The journey via the Suez Canal took nearly three weeks and it was expected that handling in port would take about two weeks. The VARIOPRESS on a Renault chassis with the new ZOELLER Lifter 359 are going to be used in the conurbation of Doha. The customer there is already looking forward to the new, modern vehicles. The next batch of 90 vehicles will follow in spring 2015.

Tim Collet



VARIOPRESS with the new ZOELLER 359 lifter



The Old Rectory Hotel at Ipsley in Redditch was the venue for the After Sales team to assemble and generate a strategy and plan for further business development, including training, investments and future plans for growth.

A strategy for success

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It has been well documented that the repair & maintenance activity at FAUN ZOELLER (UK) is now considered a core competence of the company.

When the new management team undertook the responsibility of the after-sales activity in 2010, one of the key performance indicators was the MOT (a compulsory annual test of older motor vehicles for safety and exhaust fumes) pass rate, which at the time was 68% across all the FZ UK depot locations in the UK.

In order to improve the aftersales service, we provide our customers, Andy Towns, After Sales Director at FAUN ZOELLER UK Limited, undertook a huge challenge to remodel the whole service and contracts activity. Over the last 12 months there have been many changes made throughout the UK at all of the depot locations. Investments have been made in tooling, equipment and all the processes and procedures have been clarified and redefined. Amongst other service indicators we use to measure the improvement, the MOT pass rate

in 2013 was 95.7% average and year to date in 2014 stands at 97.8% across all the depot locations in UK. A tremendous achievement! As with any successful change within a company, it's all about the people, in this instance it is no different. The after sales team that Andy Towns has assembled over the last few years have all played a significant part in such improvements across the company.

The Continuous Improvement Programme that we at FAUN ZOELLER UK have undertaken, since the strategic alliance started way back in 2007, has always been a major activity of the senior team. Even with such improvements in the after sales and service division, we still strive for further improvements. Due to ongoing cost constraints, preventing purchase of new / replacement product, the service expectations of our customers is becoming more and

more demanding in that they need their product to last longer but still work as effectively and thus require the best back up and after sales support we can supply. Further analysis of our after sales performance was a major part of the two day event and we are now more confident than ever that the aftersales team is well placed to generate significant growth in the UK marketplace and exceed our customers demands and provide a more pro active service provision moving forward.

Simon Hyde

Dream team: UK Design, German built.

RWM, the Resource & Waste Management Show, is Europe's premier event dedicated to resource efficiency and waste management solutions and this year saw one of the best attended events ever.



Held at the NEC, near Birmingham, with over 600 exhibitors and more than 13,000 visitors during 3 days of the event, this was the ideal platform to showcase the new FAUN ZOELLER ROTARY XL lifter. The new lift has four key features to enhance the operational performance; the width of the lift is the size of the hopper allowing for the loading & bulkier waste streams, the overhang is vastly reduced giving greater weight distribution, increased payload and a dramatic improvement to the vehicle manoeuvrability. The most innovative design features are the new patented barrier arms. The air filled configuration allows the working area to be observed and is linked to sensors that will disable the device should anything be detected in the working area whilst in operation. The material used in the arms will lead to a dramatic reduction in barrier arm damage, particularly in tight urban areas. Furthermore it is less likely to cause any physical damage due to its flexibility so injury to passing cyclists and pedestrians as well as damage to other vehicles on the road, has now been dramatically reduced. Early feedback and signs from the customers are extremely positive and it looks again like the "UK design, German built" combination is another winner.

Top: The new ROTARY XL lifter. **Bottom:** A FAUN sweeper presented by Stewart Gregory, Gary Brown, Andrew Towns, Ian Brown, Simon Hyde & Mario Ringl (f.l.t.r.)

Simon Hyde



Keeping Scotland's most beautiful town clean

Top: The new VARIOPRESS with DELTA premium lifter.
Right: Waste disposal with two horsepowers in Falkirk between 1920s and 1930s.



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In 2011 Falkirk was voted to be Scotland's most beautiful town and they ordered six new VARIOPRESS with DELTA premium lifter.

Falkirk is a town in the Central Lowlands of Scotland almost midway between Glasgow & Edinburgh, it is also the main town and administrative centre of the Falkirk council area, which has an overall population of 156,800 and includes the nearby towns of Grangemouth, Bo'ness, Denny, Larbert and Stenhousemuir. With such varied roads and countryside, covering rural and inner city areas and everything in between, Falkirk Council required a fleet of vehicles that would be able to cope with multiple waste streams, hold a large capacity and most importantly: reliable. In 2013 Falkirk Council ordered two of the new VARIOPRESS bodies from FAUN ZOELLER UK, the VARIOPRESS, which is our best-selling body in the UK, is designed to collect

various waste streams, and because of this versatility, it is the main workhorse of any fleet as it can be used almost anywhere and for anything. So pleased were they that this year Falkirk Council ordered a further six new refuse collection vehicles from FAUN ZOELLER UK to join their existing fleet, they chose to stick with the tried and tested VARIOPRESS with 21 m³ bodies mounted on a Mercedes Benz chassis and complemented with the DELTA premium lift. The DELTA is a high level, automatic spill lift which is designed to reduce potential damage to both the lift and the environment. 'I have had a close relationship', said Duncan Angus, Regional Account Manager for FAUN ZOELLER UK 'with Falkirk Council for many years, I am very pleased that they again chose

us to supply the new vehicles as I know they really are the best option for their requirements.' Our Scottish field service team comprising of Craig Mullen, George Andison & Brian Wallace are also always on hand to help with any service and repair issues. 'They are a very, very pleasant council to with' says Craig, 'and they do their utmost to assist us in minimum down time, first time fix work which is greatly appreciated'. The last words to Duncan who also said 'I look forward to many more years working with the team at Falkirk'.

Simon Hyde



The place of moving water

FAUN TRACKWAY USA secured an order from the Hamlet of Kugluktuk in Canada, which marks our first sale in the country.



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Kugluktuk is Inuktitut and means „the place of moving water“. The Canadian Hamlet of Kugluktuk is the first in North America to place an order for FAUN TRACKWAY's Boat Ramp Kit, which has been designed to provide easy passage into waters in extreme environments, such as winters in the North of Canada. Being geographically isolated, Kugluktuk's municipal authority required a unique solution that would provide the safe transit of marine equipment to and from shore, as well as goods delivered by sealift.

The harsh conditions of Canada's Northwest Passage meant ramps previously used, from materials such as cement, were subject to major damage and required annual repair or replacement. Using our Boat Ramp Kit ensures the community can now deploy a stable ramp system during the spring and then remove it before the winter ice forms.

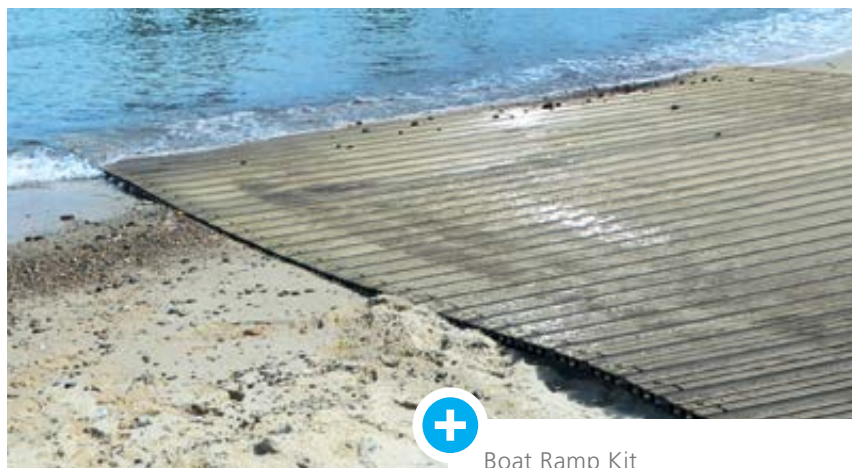
The kit is a specially designed deployment and transportation device constructed from MLC 70 TRACKWAY panels, laying and recovery kit, and anchorage kit. Once unpacked and assembled, the MLC 70 panels can be rolled out into water and used again in a different location, providing both permanent and temporary solutions.

Mike Holdcraft, Vice President of Business Development at FAUN TRACKWAY USA, said: "This order with the Hamlet of Kugluktuk is a brilliant example of how our products can be used in environments around the world, and of course marks a significant point for us being the first Canadian order. We're proud to provide a sustainable system that will serve the Kugluktuk community well into the future."

Sean Wallace, Manager of Community Development of the Hamlet of Kugluktuk, added: "Situated in the high arctic, our winters are extreme with heavy ice which wreaks havoc on infrastructure.

Using cement ramps, that need replacing every couple of years, was not a viable answer and we are glad to have found such a dependable solution that will serve our community for decades to come. Since this is the first time this technology has been used in this part of the world, other communities will be keeping a close eye on what we're using and I believe it will become commonplace in the foreseeable future in Canada's north, as well as in areas that require safe and stable surfaces to move vehicles and goods."

Rachel Roberts



Boat Ramp Kit



The whole FAUN TRACKWAY Team in Welsh Llangefni

Golden October

In October the FAUN TRACKWAY team are celebrating reaching an impressive milestone with our flagship Heavy Ground Mobility System (HGMS). FAUN TRACKWAY manufactures 100th TRACKRACK and 50th SPOOLRACK.

The TRACKWAY factory is busy in production with our 100th TRACKRACK, and 50th SPOOLRACK units – most recently purchased by the Danish Defence Acquisition and Logistics Organisation (DALO). Developed for the Norwegian Army over 15 years ago, the HGMS is our main system for the rapid deployment and recovery of temporary roadways. The product is mounted on to a hydraulic spool and comprised of Military Load Classification (MLC) 70 aluminium TRACKWAY. Requiring only minimal manpower for deployment, the system is fitted to the chassis of a military vehicle and powered by its engine and a full length of 50m TRACKWAY can be laid by two men in only six minutes, which is hugely valuable in combat or expeditionary missions when time

is of the essence. The Danish armed forces' recent order of the HGMS meant that our Anglesey site was commissioned to manufacture our TRACKRACK for the 100th time. The TRACKRACK is a specially designed launch, recover, transportation and storage system for the TRACKWAY panels. The order also meant that the production team have been busy manufacturing our 50th SPOOLRACK unit. SPOOLRACKs are used to store and transport additional lengths of TRACKWAY, which can then be transferred for deployment through a Spool-to-Spool system.

In today's world, armed forces are required to work under increasingly challenging conditions in a wide variety of environments and it's essential that

soldiers and vehicles remain mobile and protected in these situations. The HGMS offers a way to facilitate both military and disaster relief scenarios as a temporary solution in difficult terrains such as sand, snow, desert and marshland, and is now held in the inventories of more than 35 armed forces around the globe. The landmark sales showcase how invaluable the resource is to armed forces around the world to ensure efficient and safe access in a variety of environments, and we are proud to have reached such a symbolic milestone in its production.

Rachel Roberts



Left: SPOOLRACK units as part of the Heavy Ground Mobility System **Right:** TRACKRACK units as part of the Heavy Ground Mobility System

We're off!

— A work placement abroad is part of the training at FAUN. Trainees Michelle Kahrs, Hagen Leopold, Pascal Puckhaber and Colin Vajen (industrial sales trainees), Saskia Meyer (freight forwarding trainee) and Nico Reiners (IT trainee) report on their experiences. They were interviewed by Laura Prigge, who is also a FAUN trainee.

K>MOBIL: "Why did you decide to do a work placement abroad?"

Michelle: "Pascal, Hagen, Colin and I did the work placement as part of our extra training to qualify as a European sales rep, because a three-week placement abroad was one of the things we had to do to gain the additional qualification. It was also a fantastic opportunity for us to travel abroad and get to work in another company."

Saskia: "Nico and I did it voluntarily, to gain new experience and get to know different cultures."

K>MOBIL: "In which company did you do your work placement and what was your job there?"

Nico: "Colin and I did our work placement with KIRCHHOFF Automotive in Gleiwitz (Poland)."

Colin: "While Nico worked in the IT department and even had a little project of his own to work on, I was in Logistics and dealt with booking empties in and out and so on."

Hagen: "Pascal and I were also with KIRCHHOFF Automotive in Poland, but in Mielec. During our time there we were shown the day-to-day work in all departments, including production. It's quite different from here in our factory."

Saskia: "Michelle and I worked for KIRCHHOFF Automotive in Ovar, near Porto in Portugal. I did similar work in Logistics and Buying to what I do with FAUN."

Michelle: "Like Nico, my head of department gave me my own project, where I had to create and carry out a survey on staff motivation. I also looked after the job applicants' database for the company."

K>MOBIL: "Did you have any concerns or worries before the placement? If so, what about?"

Michelle: "I was most worried about whether I would manage in a foreign country where English is not the mother tongue, because I don't speak Portuguese."

Colin: "I was worried that I would not have enough work to do. But that worry proved to be unfounded."

K>MOBIL: "Did you prepare for the placement and/or find out about the country? If so, how?"

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Left: This is all part of the Polish hospitality at KIRCHHOFF Automotive. **Right:** Getting to know a different culture: Nico (left) and Colin out and about in Krakow.

Nico: “Before the placement, Colin and I did a short course in Polish and found out about the country and its customs from our colleague Johanna Woitalla. That was quite funny.”

Pascal: “And we also found out about the country and the company from brochures. You shouldn’t really go to a foreign country without any preparation at all.”

K>MOBIL: “Did you have any supervisors or helpers or were you left to your own devices?”

Saskia: “Our colleagues were really very welcoming. We felt at home right from the start. It was especially helpful that there were so many people at the company who were available to advise us at any time.”

Michelle: “In Portugal, some of our colleagues even organised activities for our free time outside work. Communicating in English worked perfectly.”

Hagen: “Pascal and I were even invited by the management to a football match at the stadium one afternoon. For us footballers, that was really cool.”

Colin: “Nico and I did some things by ourselves. That’s when we did experience a few difficulties in understanding, of course. But, generally, I would

agree with the others that we were given a very friendly welcome by our colleagues.”

K>MOBIL: “What new experiences did you have abroad and thanks to the placement? Was there anything you particularly liked or were there any negative aspects that you will remember?”

Pascal: “I was really impressed by KIRCHHOFF Automotive. It’s a very modern company with a good organisational structure. However, Hagen and I had to contend with a plague of midges for the whole time. We certainly won’t forget that in a hurry.”

Hagen: “Getting to know a different culture. We had a fantastic and fascinating time in Poland.”

Colin: “I learnt a lot about the work processes and strategies of a company. It was also a great experience to visit many of the tourist attractions in Poland.”

Michelle: “Our colleagues were so open and friendly that it made our work easier. We had a lot of fun and made some new contacts.”

K>MOBIL: “What tips do you have for other trainees thinking of doing the same thing?”

Hagen: “If you have the chance to do a work placement abroad, you should definitely take it.”

Nico: “You learn a lot about all aspects of life and have the chance to build up experience which could be very useful in the future.”

Michelle: “You need to be open-minded about a new culture and possibly a

different standard of living. You can’t expect there to be the same social or technical infrastructure in other countries as there is at home.”

K>MOBIL: “What lessons have you learnt for the future?”

Pascal: “In a foreign country with a different language, it’s important to be able to cope outside your usual environment. We all became much more independent during our time abroad.”

K>MOBIL: “Would you choose to do a work placement abroad again? If so, would you do anything differently?”

Everyone: “Definitely yes. We are very grateful to all our colleagues at KIRCHHOFF in Portugal and Poland for the fantastic time that we had and the wonderful hospitality!”

Laura Prigge

Travelling abroad: trainees Colin Vajen, Pascal Puckhaber, Saskia Meyer, Nico Reiners, Michelle Kahrs and Hagen Leopold (f.l.t.r.).



Start off small and light-hearted – end up big and professional.

Come and play with me!

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— The new, interactive business game from FAUN shows that teaching LEAN methods can be fun and bring practical benefits.

Knowing is not enough; we must apply. Willing is not enough; we must do. This instructive quotation from Johann Wolfgang von Goethe neatly sums up the business game project at FAUN. The FAPS team (**FAUN-Process System**) addressed the question of how to teach as much knowledge as possible in just a few hours. The answer was: interactive business games.

These games are perfect for teaching the relationship between production and methods of continuous improvement, in a fun way. In four short and intensive rounds, the 10 to 12 participants have to assemble little toy refuse collection vehicles and deal with all the peripheral issues that would arise in actual production. In this way they learn how their actions affect the

quality of the product and productivity. What happens, for example, if my department works faster than the other departments? What can the final assembly team do if the steel construction workers forget a fixing? What must we as a team be aware of if we are to achieve the required production numbers without sacrificing quality or the delivery deadline, and while keeping the customer satisfied? These and other questions have to be answered in the course of the four rounds. After each round of the game there is time to work together as a team on ways to do better in the next round. The players must ask themselves: Have I got all the help I need in the workplace? Is the documentation easy to understand? Are we producing in a continuous flow? The desire to play, which still lives inside

all of us, and the motivation to keep achieving better results and to surpass them, ultimately bring the participants together as a real team. Once that is achieved, good solutions are quickly found and implemented. Teamwork and CIP (**C**ontinuous **I**mprovement **P**rocess) are two factors that are becoming more and more important, especially in day-to-day business, and here their importance was taught as part of a game.

After a period of intensive preparations, the business game began to be played at the start of September. It was played by the heads of department from all the divisions associated with production. A damper was put on proceedings in the very first round. Both productivity and the quality of the vehicles produced were at rock bottom and the



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1. The team is visibly pleased with its success. 2. Colleagues become team-mates. 3. It's not so easy to build high-quality refuse collection vehicles. 4. The vehicles full of materials ready for pretend production. 5. Done. The first completed refuse collection vehicle.

customer was not satisfied at all. Then ambition took over in the players, and by taking smart and carefully thought-through measures, the team improved from round to round. Output was nearly tripled and the quality improved by 90%. The feedback from the players after the four rounds of the game was overwhelming: "The business game was absolutely brilliant, a valuable experience and very educational!" and "Very interesting and exciting, especially when you realised that it reflected reality so well!". So the stage is set for using the business game on future training courses.

What are the next steps? "We want to use the experience we have gained to offer more inter-departmental business games, to help staff understand

the interconnections and provide them with the tools to make improvements, in a fun way. It's also extremely important that the participants have the opportunity to get to know colleagues from other departments better and work together on improvements," said Behnam Balooty (Head of FAUN Process System).

Behnam Balooty



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The second half of the year



1. GSAK in Krefeld has been operating four ROTOPRESS DUALPOWER vehicles since 2011 and has relied on FAUN as its partner for conventional refuse collection vehicles since the same year. In August, GSAK's Managing Director Wilfried Gossen and his team celebrated the anniversary. **2.** Our trainees and staff attended the Osterholz Harvest Festival with the FAUN ERNTEPRESS that they had designed and built themselves. They didn't quite make it to first place, but for us, they're our winners. **3.** Participants in the 2nd FAUN Summer Olympics competed bravely in nine disciplines. The last match was Human Soccer, where a few players were laid low in the heat of battle. In the end, the team from Herne called "Wir sind das Ruhrgebiet" won the football tournament and so secured themselves second place overall.



4. This is what winners look like. The steel construction team led by Tim Ötting managed to beat 23 teams in the end to win the cup in the FAUN Summer Olympics and the winners' bonus for taking part in a joint event. 5. Quick off the mark again this year was Dr. Johannes F. Kirchhoff with his fellow racing drivers in the Mercedes SLS. They came third overall in the 12-hr race at Zandvoort. 6. FAUN rep Markus Engbert handed over three smart ROTOPRESS 525 on MAN TGS 4-axle vehicles to Reinhard Meindl and his team from Meindl Entsorgung. 7. In July the member of parliament for Osterholz & Verden, Christina Jantz, visited the FAUN factory. She talked to the two Directors Patrick Hermanspann (right) and Peter Höning and promised her support on a number of projects.

A new home



"...a dream doesn't become reality through magic, it takes sweat, determination and hard work..." – See the new production plant taking shape in moving images:
youtu.be/Yr4Jc3H7J4U

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ZOELLER opens a new production plant for refuse collection vehicles in Poland.

"Every family, every company needs a home, and this new factory will be a new Polish family member in our European and international family unit of the KIRCHHOFF Group." Our guests and friends were greeted with these vivid words from Dr Johannes F. Kirchhoff in his speech to mark the opening of the new ZOELLER production plant in Rekowo Górne.

The 400 employees working with Director Rainer Rohler and Agnieszka Janczarska, fellow Director and CFO of ZOELLER Tech have certainly found a new and modern home.

The new factory was built in just nine months. The new halls are just twelve kilometres from the previous site in Puck and occupy nearly 19,000 m² on a 70,000 m² plot. Production planning

follows production sequences and is logical, process-orientated and ergonomic. The offices are very bright and designed to be particularly pleasant. In addition to the ZOELLER refuse collection vehicles that are already very well-known, the new product series set to appear soon will also be produced at that production site. An output of at least 1,500 units per year is planned, depending on demand. Architect Eva Kirchhoff oversaw the planning, design and realisation of the new plant. Her extensive experience on other KIRCHHOFF construction projects was also a vital contributing factor in successful completion of this construction project.



Top: The north elevation of the production plant in bird's-eye view (roughly 35 km away from Gdansk Lech Walesa Airport), with spaces for building technology, chassis preparation, office space and communal areas, and prototype construction. **Right:** View of steelwork manufacture.



Key dates

- 1992** ZOELLER Tech founded as SKK, and production for steel construction and specialist machines for sorting plants
- 1995** Additional manufacture of galvanised steel containers, so-called MGBs
- 1997** Sales company EKOCEL founded, and sales of refuse collection vehicles and waste containers. With ten superstructures and 1,300 containers in the first year, the sales figures in the second year had already risen to 35 vehicles and nearly 3,000 containers.
- 1998** Sorting plant production area set up
- 2005** Production of more than 24,000 steel tanks and over 100 refuse collection vehicles
- 2012** Production of 400 refuse collection vehicles. The plant is bursting at the seams, and the decision is taken to invest in a new plant
- 2014** The new ZOELLER Tech production plant is opened on a 70,000 m² plot, with 14,000 m² of production space and 3,500 m² of office space and communal areas.



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A snapshot from the official opening ceremony, with over 600 guests invited from home and abroad.



Maciej H. Grabowski,
Minister for the Environment in Poland

A new home also has to be given a fitting opening and celebration. It brings good luck to its inhabitants and puts the building under a luck star. So the guests, numbering more than 600 people, enjoyed a brilliant opening ceremony that had everything. It was all there, from sentimental and emotional speeches to passionate dancers, high-spirited acrobats to inspirational conversations. One special moment was the “gold rain” after the ceremonial cutting of the symbolic red ribbon. It was not just all the members of the Kirchhoff family, the managing directors of ZOELLER and FAUN and countless customers and friends of the group who turned out to share in the celebra-

tions. We were particularly delighted to be joined by Maciej H. Grabowski (Polish Environment Minister), Mieczysław Struk (Chair of the Regional Board for Pomerania) and Dr Kazimierz Florian Plocke (Secretary of State at the Polish Ministry of Agriculture and Rural Development), too.

It was a very special day, in a very special plant, with a special team of people. I would therefore like to conclude this report with the words of Polish author Stanislaw Brzozowski: “The future isn’t something you recognize. It’s something you create.”

Rainer Rohler



From left to right: Rainer Rohler (CEO of ZOELLER Tech), Maciej H. Grabowski (Polish Environment Minister), Dr Kasimir Florian Plocke (Secretary of State at the Polish Ministry of Agriculture and Rural Development), Włodzimierz Werochowski (MD of Industria Baltic Group), Paul Zimmermann (MD of Goldbeck Polska Sp. z o.o.), Thomas Schmitz (CEO of the ZOELLER Group), Eva Kirchhoff (BDA architect), Mieczysław Struk (Chair of the Regional Board for Pomerania), Dr Johannes F. Kirchhoff (Managing Director), Kasimir Zasada (Head of Production and authorised signatory at ZOELLER Tech).



ZOELLER Tech and EKOCEL are managed by the following people and their team: Managing Director Rainer Rohler, Krzysztof Sosnowy (Head of Exports and authorised signatory at ZOELLER Tech), Agnieszka Janczarska (fellow Managing Director and CFO), Marek Falkowski (Head of Materials Logistics and authorised signatory at ZOELLER Tech), Waldemar Wojciechowski (Head of Sales for Poland and authorised signatory at EKOCEL sales company) and Kasimir Zasada (Head of Production and authorised signatory at ZOELLER Tech).

Four areas of expertise from a single source—SEMAT at POLLUTEC 2014

SEMAT will once again be showcasing a selection of its refuse collection vehicles at POLLUTEC, the leading universal trade fair for the environmental and energy industry, taking place from 2 to 5 December 2014 in Lyon, France. Following major successes with prominent customers this year, SEMAT aims to particularly highlight its four lines of business.



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The best product

From the very start, SEMAT has always taken care to offer the best products and the ideal range of equipment on the market for refuse collection vehicles, combining its Group-wide development capacity with the capabilities of its leading technology partners to achieve this.

SEMAT is especially proud not just to have received an order of more than 100 vehicles for the city of Paris but also to have closed a deal with a customer from Gabon in Central Africa, demonstrating SEMAT's capacity to fulfil radically different technical requirements.

It is part of SEMAT's strategy to use this technical intelligence to give our customers constant support and bring us closer to them.

Customer service

In the same way, and with the same approach, we have expanded our range of maintenance services over the last few years by offering a faster response and forward-looking maintenance solutions, whatever the geographical location and size of our customer's fleet.

We signed two particularly significant contracts this year:

- One in the South of France (Communauté d'Agglomération du Pays d'Aix)
- The other for the whole of France, together with a private supplier (PIZZORNO Group).

We have also shown that we care about customer service, that we are constantly adapting our service to meet the needs of our customers and that we use our existing expertise to the full.

Original parts

Over the past two years, our Spare Parts organisation has benefited from the specialist experience of a sales manager.

Future development in this area is closely linked to new technologies, new sales methods and increasing customer requirements.

Here at SEMAT, we plan to adapt both our product portfolio and our product supply service to meet these new requirements.



Hire Solution

In 2014, SEMAT made the decision to invest in a partnership with BOM SERVICES and to grow this new partnership, thereby benefiting from over ten years of experience and expertise in the field of short- and long-term hire of refuse collection vehicles.

With the help of BOM SERVICES, SEMAT has thus expanded and strengthened its position as a market leader, complemented by the company's three other well-known lines of business.

With its four business lines, SEMAT guarantees support for its customers in every step of their equipment's life-cycle, from technical and financial aspects, through all the usages phases of the equipment, ensuring its partners have maximum usage of their vehicles and perfect control over operating costs.

SEMAT's objective is to become a market leader and to be able to offer its customers an attractive range of products that are perfectly tailored to them.

The entire team at SEMAT is looking forward to presenting its range of products and services to the public at POLLUTEC, forming new partnerships and cementing customer relationships that have been cultivated over many years.

Philippe Carpentier



The smallest compression vehicle is unveiled at the IAA: ZOELLER MICRO HG on a VW CRAFTER chassis.

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A tiny vehicle on a big international stage

— ZOELLER at the IAA for utility vehicles in Hanover

As part of the exhibition of Volkswagen utility vehicles at the IAA in Hanover, ZOELLER had the opportunity to present a MICRO HG on a VW CRAFTER chassis.

This international platform really allowed ZOELLER to bring the smallest compression vehicle from its market-orientated product range of refuse collection vehicles into prominence.

The configuration and quality of the MICRO HG won the public over.

The applications for this vehicle class are clear: from narrow areas in old towns and pedestrian zones, right through to collection in parks and sports facilities.

Sven Walter



Szia, Budapest! Major contract for Stummer on the blue Danube

— Budapest has set high ecological targets for the introduction of selective collection of recyclable materials, and Stummer Kommunalfahrzeuge of Bischofshofen has won the contract for the refuse collection vehicles.





In 2012/13, the ninth largest city in the European Union invited tenders from all over Europe for the purchase of 60 refuse collection vehicles suitable for collecting recyclable materials such as paper, cardboard and packaging materials. This tender process kicked off the introduction of selective collection of recyclable materials in Hungary’s capital.

Noise generation halved

The Bischofshofen-based vehicle construction company Stummer teamed up with Iveco as its general contractor to submit a bid in the tender process and in February 2014 won the contract to supply 60 MEDIUM XL EVO bodies with a collecting tank capacity of around 21 m³.

The city of Budapest gave particular attention to ecological aspects in the procurement of the vehicles – CNG (Compressed Natural Gas) vehicles will be used for the first time. For Stummer managing director Johann Streif, the quiet and low-emission engines and the bodies innovative Stummer ECO control system were ultimately crucial in winning the contract, as he reported to STRAGÜ*: “Our ECO control system

reduces pollutant emissions by at least 5%!” They were also able to reduce the noise emissions of the refuse collection vehicle by more than half. All refuse containers are emptied without any increase in engine speed and with a completely neutral noise level.

“The noise level is reduced from 86 dBA to at least 76 dBA,” explains Streif, who with this major contract has sent a clear signal to the Hungarian market for his company and has tasted blood: “We want to achieve a similar market position in Hungary to the one we have in Austria!” According to Streif, there is a high pressure on capital investment in the Hungarian market on account of the changes to the framework for urban domestic waste disposal and the associated withdrawal of foreign, private waste disposal companies.

Despite the difficult economic conditions in Europe, Johann Streif is very satisfied with business at his company: “We are set to improve turnover and profits again this year compared with the previous year.” The 2014 financial year should see 240 municipal bodies built and delivered – and according to Streif around 60% of that figure is ex-

ports. The market share of refuse collection vehicles in Austria is apparently around 50%.

Johann Streif

* Strassengüterverkehr (“Road Transport”— a specialist magazine for road freight transport)



Iveco Stralis CNG with Stummer MEDIUM XL Evo, 21 m³ body capacity



Top: The new vehicles are easy to see with their striking design, but barely audible. CNG engines and the Stummer ECO control system ensure quiet collection of recyclable materials. **Bottom:** from left to right: Vice Mayor Dr Istvan György; General Director Lajos Klug, FKF Holding; General Director Ferenc Szarvas, FKF Holding; Attila Szücs, CEO of Eurotrade and Johann Streif, CEO of Stummer



Merry Christmas
and a Happy New Year!