ANNUAL REPORT

2019
Böllhoff at a glance

### Key figures

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>Deviation 2019 to 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Consolidated sales</strong></td>
<td>574,718</td>
<td>620,184</td>
<td>651,682</td>
<td>638,388</td>
<td>-2.0%</td>
</tr>
<tr>
<td><strong>Investments</strong></td>
<td>35,211</td>
<td>43,183</td>
<td>65,131</td>
<td>72,772</td>
<td>11.7%</td>
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<tr>
<td><strong>Depreciation</strong></td>
<td>21,377</td>
<td>23,556</td>
<td>26,555</td>
<td>32,482</td>
<td>22.3%</td>
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<tr>
<td><strong>Balance sheet total</strong></td>
<td>458,636</td>
<td>486,242</td>
<td>538,983</td>
<td>586,215</td>
<td>8.8%</td>
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</tbody>
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<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>Deviation 2019 to 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Working Capital</strong></td>
<td>34.4</td>
<td>33.5</td>
<td>36.0</td>
<td>35.6</td>
<td>-0.4%</td>
</tr>
<tr>
<td><strong>Equity ratio</strong></td>
<td>53.3</td>
<td>56.0</td>
<td>54.6</td>
<td>50.7</td>
<td>-3.9%</td>
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<tr>
<td><strong>Investment ratio</strong></td>
<td>24.7</td>
<td>27.2</td>
<td>33.2</td>
<td>30.7</td>
<td>-2.5%</td>
</tr>
</tbody>
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<thead>
<tr>
<th></th>
<th>2016 FTE</th>
<th>2017 FTE</th>
<th>2018 FTE</th>
<th>2019 FTE</th>
<th>Deviation 2019 to 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Employees</strong></td>
<td>2,601</td>
<td>2,792</td>
<td>3,046</td>
<td>3,174</td>
<td>128</td>
</tr>
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</table>

1) Based on audited individual financial statements
2) Before sales deductions
3) Not including financial investments
4) Depreciation of intangible fixed assets and tangible assets without extraordinary depreciation
5) Ratio of working capital to sales; working capital includes stock plus trade receivables less trade liabilities
6) Ratio of investments to fixed assets (without financial assets)
7) Average number of staff in full-time employment including contract workers
### Sales

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2019</th>
<th>Deviation</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>€ 1,000</td>
<td>%</td>
<td>€ 1,000</td>
</tr>
<tr>
<td><strong>Böllhoff Group consolidated</strong></td>
<td>651,682</td>
<td>100.0</td>
<td>638,388</td>
</tr>
<tr>
<td><strong>Sales by region</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Germany</td>
<td>312,542</td>
<td>47.9</td>
<td>298,969</td>
</tr>
<tr>
<td>Europe without Germany</td>
<td>203,768</td>
<td>31.3</td>
<td>201,799</td>
</tr>
<tr>
<td>Americas</td>
<td>75,468</td>
<td>11.6</td>
<td>77,434</td>
</tr>
<tr>
<td>Asia</td>
<td>59,904</td>
<td>9.2</td>
<td>60,186</td>
</tr>
<tr>
<td><strong>Sales by customer group</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Automotive</td>
<td>380,307</td>
<td>58.4</td>
<td>368,514</td>
</tr>
<tr>
<td>Industries</td>
<td>262,612</td>
<td>40.3</td>
<td>260,974</td>
</tr>
<tr>
<td>Aerospace</td>
<td>8,763</td>
<td>1.3</td>
<td>8,900</td>
</tr>
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### Employees

<table>
<thead>
<tr>
<th></th>
<th>2018 FTE</th>
<th>%</th>
<th>2019 FTE</th>
<th>%</th>
<th>Deviation</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Böllhoff Group</strong></td>
<td>3,046</td>
<td>100.0</td>
<td>3,174</td>
<td>100.0</td>
<td>4.2</td>
</tr>
<tr>
<td>Germany</td>
<td>1,340</td>
<td>44.0</td>
<td>1,412</td>
<td>44.5</td>
<td>5.4</td>
</tr>
<tr>
<td>Europe without Germany</td>
<td>997</td>
<td>32.7</td>
<td>1,019</td>
<td>32.1</td>
<td>2.2</td>
</tr>
<tr>
<td>Americas</td>
<td>401</td>
<td>13.2</td>
<td>403</td>
<td>12.7</td>
<td>0.5</td>
</tr>
<tr>
<td>Asia</td>
<td>308</td>
<td>10.1</td>
<td>340</td>
<td>10.7</td>
<td>10.4</td>
</tr>
</tbody>
</table>
Böllhoff is your partner for 360° joining technology with assembly and logistics solutions – worldwide. As a family-owned company we have been standing for long-term success through innovative capacity and local presence since 1877. We know the specific needs of our customers from all industries and support them in enabling successful connections. More than 3,000 employees continuously shape the future of joining technology – both at our headquarters in Bielefeld, Germany, and in our subsidiaries around the world.
Dear Colleagues
and Business Partners,

With this annual report we would like to give you an insight into what is now our 143rd year of trading. It closed with sales of 638 million euros, down 2 percent on the previous year.

As anticipated, 2019 painted a totally different picture to the years before. The cooling-off forecast in the global economy came about and did not spare the business sector of the Böllhoff Group. While the first six months of 2019 was slightly up on the previous year, there was a marked fall in sales during the second half of the year. This was largely due to the weakening of demand among customers, which could not be fully cushioned with innovation, new products and services.

The automotive industry and the mechanical engineering sector were particularly affected by this downturn: There we saw a continuous fall in volumes over the course of the year. In other industrial sectors and the field of aerospace, the overall picture for 2019 was more mixed in the different regions of the world.

All in all, we made good use of 2019. We brought our large-scale investment projects to a successful conclusion and have contained the trend towards falling market demand with new products and customer projects.

We have managed to keep our heads above water despite the downturn in world markets. At Böllhoff we are convinced that we have partly managed to do so by continuously developing our role as a partner to our customers. With our all-round "360° joining technology" service approach we offer integrated solutions that help our customers to optimise costs throughout their value-added chain – from system products comprising a fastener and assembly system through to RFID-supported supply solutions. In this annual report we show you specific customer projects that have arisen from this strategy.
We are constantly developing our company further to always remain a perfect partner to our customers for all aspects of joining technology. In recent years we have initiated numerous investment projects throughout the group in order to step up our capacities. These construction projects were completed on schedule in 2019. Here we have extended both our German production sites at Sonnewalde and Bielefeld and put into service new logistics centres based in Germany, France and China.

In addition, we have inaugurated new project premises at several company locations in order to cater for the ever-increasing pace of customer development processes by ensuring a more agile progression of projects. These zones create a perfect setting away from the usual work environment for people to come together and make projects a success even quicker than before using agile work methods. We are delighted to also give you an idea of these new premises in the present annual report.

If we now look at 2020, we find ourselves currently confronted with the massive and to date incalculable impact of coronavirus. We are countering the progressive spread of the virus with a detailed risk and emergency management plan and are hoping that the effects of the pandemic will not be too hard on the global community – and for us, one and all.

In the context of the present uncertainties we are preparing ourselves for significant falls in demand. After enjoying nine years of continuous growth we intend to now use the currently unquantifiable downturn to carefully review efficiency and effectiveness in our company – and to so align the Böllhoff Group for further profitable growth in future. 2020 will be a year full of challenges, which we will however master in accordance with our corporate culture through courage, fairness and enthusiasm.

When facing these tasks, we will rely on the lasting engagement of our employees and our close relationships with customers, suppliers and business partners.

We should like to thank you all for everything we have jointly achieved in 2019 and look forward to continued fruitful cooperation.

The Management, April 2020
WE CREATE ADDED VALUE FOR OUR CUSTOMERS

With our extensive portfolio of innovative products, assembly and logistics solutions and additional services involving all aspects of joining technology. Throughout the value-added chain of our customers. 360° joining technology.
INNOVATION
Pioneering fastening and joining techniques and new technologies create a basis that allows our customers to come up with their own innovative applications. We therefore work day in, day out on innovative products, processes and services involving all aspects of joining technology. We develop new technologies, always with an eye on the specific requirements of different industries, so enabling the introduction of new solutions. For the lasting success of our customers.

ASSEMBLY
Besides fasteners, we also offer customers assembly systems that are perfectly tailored to the individual elements, all from a single source. From riveting to adhesive bonding, whether manual or fully automated: We have the perfect solution for every application.

LOGISTICS
The ECOSIT® service package allows us to take charge of the entire supply chain for our customers, from materials planning to the production line. If customers need more fasteners, they can simply initiate re-ordering via the RFID chip. We will take care of everything else. Ensuring maximum security of supply while simultaneously reducing total costs.

QUALITY
Our integrated quality management system satisfies even the most stringent demands. We are certified to all relevant standards, including IATF 16949, DIN 9100 and IRIS, for the automotive, aerospace and railway sectors. To assist customers with their quality assurance process, we perform individual testing of fasteners at our accredited laboratory.

SERVICE
A good product includes good service. We help customers all over the world with technical training, maintenance and repairs. In addition, we make all product data available for ordering and design at the touch of a button at any time, in the form of electronic catalogues and data sheets or via EDI.
In the age of Industry 4.0 and digitalised production processes, the demands on procurement are constantly increasing – and with them those on the relevant suppliers as well. Maximum flexibility in the procurement process and easy access to product data are today essential requirements imposed on Böllhoff as a leading expert in joining technology.

With the ECOSIT® supply system we already have paid tribute to customer wishes for an efficient procurement process for recurring demand since 1994. To likewise organise the ordering of individual requirements in a flexible manner, we extended our portfolio in 2016 by setting up our own e-commerce solution for Germany, Austria and France: the Böllhoff eShop.

“Today as before, the idea behind the shop has been to offer our customers the no. 1 service platform for fasteners”, comments Marcel Rupprecht, Managing Director of the business unit Fastener Service Supply. “The aim was to translate the high information content of a personal consultation to the digital world in the best possible way.” To achieve this objective, further products and functions have been continuously added to the eShop over the last three years. Its range meanwhile encompasses more than 40,000 different fasteners. Every product page has also been supplemented with detailed data for the individual item – from technical specifications through CAD drawings to data sheets.

Today the eShop combines two functions on a single platform: It is both a portal for ordering fasteners and a research tool for all product data needed by design engineers in their daily work. With the scope of these functions the shop rendered the “Blaue Seiten”, our tried and tested product catalogue, obsolete in 2019. This means that the 13th edition of this reference work is the last one in the history of our company.
Multichannel product data – always up to date

All data in the eShop originates from a central source – our own product information management (PIM) system. This database is the nerve centre of our product data communications. It is here that all detailed information on products comes together: highly granular technical data, supplemented with texts, images and graphics. The data can be made available for every desired channel according to demand, e.g. for diverse online procurement portals.

We also offer our customers additional services from our PIM database to assist them with their procurement processes. All available data records can be easily exported in standard formats. Depending on the requirements, tailor-made product catalogues or connection to the customer’s own e-procurement system is only ever a click away.
Our plant for thread technology in Bielefeld has optimised internal goods transport within the site. The aim: to create the most efficient and uninterrupted process sequence possible. To achieve this goal, one touch logistics has been incorporated in our production processes.

The starting point

Our successful growth over recent years meant that our Thread Technology division in Bielefeld was increasingly approaching the limits of its capacity at its site in Archimedesstraße. It was necessary to decentralise individual production sections. The consequence: Throughout the production process numerous goods had to be transported by shuttle. Significant quantities of our fasteners were thus spending valuable time in logistics handling between different production sections – either en route or temporarily held in small-scale storage facilities.

A HELICOIL® thread insert was for example obliged to travel a distance of 953 metres within the site: starting with the raw material through manufacturing to dispatch to the customer. A long route for a little fastener. There was a specific need for action here.

An increase in capacity

Generating growth is the priority of any business. This also includes constantly rethinking production processes and optimising them where needed. Thoughts thus turned in 2017 towards the idea of a major investment project, based on a structured as-is analysis and an initial concept: reactivation of our former production site at Duisburger Straße in Bielefeld.
The industrial halls there had already been owned by the Böllhoff Group since 1988, but after being occupied by Böllhoff’s Processing Technology business unit until 1999, the buildings had not been used for company purposes for years. After detailed examination and close consideration of the concept, the management opted for reactivation and some 15 million euros was spent on modernising the industrial halls. A surface area of 9,500 square metres then became available on site, offering us the opportunity of creating a lean, future-oriented manufacturing layout.

Optimised manufacturing layout at the reactivated site

Intensive preparations were essential here, as well as the definition of clear-cut criteria for our objectives. We wanted the new manufacturing layout to shorten the material flow while offering a modular, future-proof design, optimal infrastructure and a link to the rest of the factory. Thanks to our goal-oriented, systematic approach we were able to successfully put the planned layout into practice.

Since the summer of 2019 the factory at Duisburger Straße has bundled all manufacturing for metal fasteners at the Bielefeld site. AMTEC® and HELICOIL® thread inserts are manufactured here.

And to take up the example of the HELICOIL® thread insert once again: Prior to modification of the manufacturing layout every single fastener had to travel a distance of 953 metres within the site. Today this is only 264 metres – a saving of 63 percent.
Additive manufacturing, also known as 3D printing or generative manufacturing, is rapidly gaining in importance in the context of industry.

With additive manufacturing a component is produced using a 3D CAD file. Production generally takes place step by step, starting with the first layer. Further layers are then added to build a three-dimensional component. Each layer undergoes fusion or chemical curing to bind the material together before the next layer is added.

The original concept, a technique for rapid prototyping, was already developed in the 1980s by Dr. Hideo Kodama from the Nagoya Municipal Industrial Research Institute in Japan. The first commercial patent was awarded in 1986 to Chuck Hull, the subsequent founder of the company 3D Systems. His technique went by the name of stereolithography or SLA for short.

Since then, a number of different generative manufacturing methods have come into being, e.g. laser and electron beam melting, laser sintering, fused layer modelling and digital light processing. They are able to process different materials, thus making them suitable for a range of applications.
The new dimension to manufacturing

Additive manufacturing differs from conventional processes in that tools or moulds are no longer used as the basis for production, so shortening the time to market. As the required geometry is directly generated from 3D CAD data as mentioned above, this enables the fast manufacturing of prototypes (rapid prototyping), of finished products (rapid manufacturing) or of tools and moulds (rapid tooling) – and thus enhances flexibility at the production plant. This makes it possible to manufacture highly complex structures which are not only extremely lightweight but stable as well. The high degree of design freedom resulting here permits the optimisation and integration of functions, the manufacture of small batch sizes at reasonable unit cost and the customisation of products, including in series production.

Additive manufacturing in the hands of a specialist for fasteners

Böllhoff could no longer be imagined without these manufacturing technologies, e.g. for in-house product testing or prototyping: Since 2011, various 3D printing processes have been used. We started with FDM (fused deposition modelling), a process that is particularly suitable for large components. In the fused deposition process melted plastic is used to manufacture a part.

To print small and filigree components as well as large ones, we switched to a technology offering a layer resolution of 16 microns in 2014. As this technology only allows hard materials to be printed, this was followed in 2017 by the installation of a 3D printer that can not only deal with two-component, but also soft and elastic materials. This allows us to perform prototyping and testing with the complete product portfolio of our Plastics Engineering department.

Additive production methods are also used by our Thread Technology division, which has employed a 3D printer for metals since 2019. This is based on what is known as selective laser melting (SLM). It involves applying a thin layer of powdered material to a base plate and melting it with a laser beam. Components manufactured using this method are characterised by high specific densities greater than 99 percent. This ensures that their mechanical properties largely correspond to those of the base material. Typical applications for these components at Böllhoff are the manufacture of tool inserts with conformal cooling and robot handling systems.

3D printing offers well-nigh endless possibilities, including for the fastening technology of tomorrow. There will undoubtedly remain systems and parts that cannot be produced this way, but this technology contains enormous potential that will unfold to the full in coming years.
Böllhoff continues to write product history: with the fourth development stage of the HELICOIL® thread insert

How can a product celebrating its 65th birthday this year become even smarter? By combining functions of the HELICOIL® versions Plus and Tangfree, colouring the thread insert blue and giving it a tang that does not need to be broken off after installing the element.

The innovation: A special installation mandrel bends the tang back during spin-off and then compresses it. This completely does away with the need to break and remove the tang. A smart idea that has ultimately lent its name to this thread insert: HELICOIL® Smart. This development stage represents what is now the fourth generation of thread technology for high-strength fastenings.

Preserving the HELICOIL® DNA

In the Smart the functionality of the HELICOIL® – its DNA – remains essentially unchanged. This thread insert likewise ensures highly resilient fastenings in materials with low shear strengths by transferring the resulting forces from flank to flank into the thread. This makes it perfect for use in materials such as aluminium and magnesium, as well as in fibre-reinforced plastics. The HELICOIL® Smart is suitable for both thread reinforcement and repairing worn threads. Its special thread start, which has been based on the HELICOIL® Plus, makes it possible to simply position the thread insert as with a screw and screw it in.
Like the other members of the HELICOIL® product family, the Smart is made from wire with a rhombic profile that is shaped into an elastic spiral. As a Free Running version it features a standard thread freely running turn by turn. The result after insertion is an internal thread that is true to gauge down to the final turn of the thread, which is threadable in every case.

Innovative installation process

The newly developed Smart installation mandrel is used for installing the thread insert. Its special feature is innovative control of the blade position. During insertion the blade draws in the HELICOIL® by the tang, so making insertion easier, and on removal of the tool, it bends and compresses the tang. The Smart installation mandrel thus combines two functions in one tool. And ensures quick, simple installation of the HELICOIL® Smart in a single process step, be it manual or fully automated.

Always with an eye to economic efficiency, pneumatic installation tools have also undergone further development. The latest generation of solutions impresses with its high levels of flexibility and fast, reliable processing of all element sizes from M4 to M12.

HELICOIL® thread inserts – 65 years of “Made by Böllhoff”

The HELICOIL® thread reinforcement principle was already patented in 1938. The reason behind the invention was as follows: Radial engines for aircraft made from grey cast iron were subject to high levels of wear at the screwed connections.

In 1954 Böllhoff started to manufacture the HELICOIL® under licence, a step of major importance for the future. Although we had only dealt in DIN and standard parts until then, the manufacture of thread inserts led us to embark on the production of fasteners ourselves. In the 65 years that followed, this product has contributed to the success of our company like no other.

Today the HELICOIL® brand is known throughout the world and has become a market leader in the United States, Latin America and Europe. A thread insert made of stainless steel has conquered the world.

AN UNMISTAKABLE ORIGINAL FOR 65 YEARS.
SNAPLOC® CONQUERS THE ROCKY MOUNTAINS

Decoupling plug-in connections in luxurious train seats of Probatec AG

In 1997 the company Probatec AG from Amberg started to develop and produce sample parts and products for a well-known manufacturer of vehicle seating systems. Over the years it systematically extended its range of services, so that sales and staffing levels increased significantly. A workforce of 50 people are currently employed at its site in the Bavarian region of Upper Palatinate.

The service offering of Probatec AG includes the production of seating and table systems for rail and military vehicles. The company provides assistance ranging from development through prototyping to final series assembly. Today its customers include diverse organisations from the military sector, machining and automation technology, medical engineering as well as governments of Germany’s federal states.

The Rocky Mountaineer

In the 1980s VIA Rail, Canada’s state-owned railway company, began running a daily route between Vancouver and Calgary. This gave rise to the brand Rocky Mountaineer some time later, which was then sold to the private Armstrong Group from Vancouver in 1990. Since then the Rocky Mountaineer has ranked as one of the world’s biggest privately managed passenger transport companies, boasting over one million travellers.

Seated in a custom-made single or double level glass domed coach, passengers can enjoy a perfect combination of nostalgia, nature and luxury train travel. Four different routes through the Canadian landscape are available and make a trip on the Rocky Mountaineer one of the most popular train journeys in the world.
Fast replacement of train seats

For safety reasons the Rocky Mountaineer includes an extra coach carrying spare parts. This means for example that fast replacement of seating is possible with any soiling or damage so as to avoid interrupting the journey for any length of time. Another important aspect is the design of the luxury seats. The look of the seating was to be enhanced by a fastener solution that was not visible on the outside.

The solution:

SNAPLOC® – the decoupling plug-in connection

From the outset Böllhoff was involved in development and design of the seating together with Probatec AG. The experts swiftly identified that it was the perfect application for SNAPLOC®.

SNAPLOC® is a two-piece system consisting of a ball stud and coupling designed for quick assembly. The ball stud forms or cuts its own thread in the plastic underside of the seat. The coupling is simply pressed into the mounting frame of the seat to mate with the stud. Said coupling is equipped with a ball socket that allows the ball stud to snap into place.

Push on to fit, pull off to remove – seat replacement is considerably facilitated by the simple assembly and disassembly of SNAPLOC®. In addition, SNAPLOC® decouples any vibrations that occur during train journeys. Every seat is equipped with five SNAPLOC® systems featuring a ball diameter of 10 mm.
Adhesive bonding of ONSERT® fasteners in touch displays of kessler systems

Since the company was founded in 2010, kessler systems from Königeggwald has enjoyed continuous expansion. The firm specialises in PCBs and electronic components, systems and equipment – from prototypes through small and medium-scale series to mass production. During the last six years it has manufactured over seven million components and completed more than 1000 projects. With international subsidiaries and partner firms based in Portugal, Lithuania, Bulgaria, China, Taiwan, Korea and Hong Kong, kessler systems has a presence all over the world.

Its clientele not only includes engineering design offices and small and medium-sized businesses, but also large organisations from the sectors of industrial electronics, lighting technology, the IoT, embedded communication electronics, the automotive industry and sensor/data technology. One of these customers is Gühring KG from Albstadt-Ebingen in Swabia.

Innovative tool management

Gühring KG is one of the world’s leading manufacturers of rotary precision tools for metal machining. Its portfolio of services also includes tool management. Tool dispensing systems combined with IT-based management link production with information technology, so improving effectiveness and flexibility. With this service customers are guaranteed a transparent and optimised machining process. Here Gühring’s built-in tool management software is simply operated using the touch display affixed to the tool dispensing system.
Reliable fastenings for mounting the display

Kessler systems mounts the displays for tool dispensing systems in its own production plant. Reliable fasteners must be used here if the two halves of the display are to be secure. The fasteners need to be affixed to the surface of the glass without being visible to users so as not to impair the design of the touch screens. It is also expected that the finished display can simply be screwed to the housing of the material dispensing system. With large touch screens flexible and efficient processing of the used fasteners is required here.

Böllhoff's solution:
ONSERT® – Adhesive bonding of fasteners

As a specialist in mechanical joining systems, Böllhoff teamed up with Delo, the expert in intelligent adhesive technology, to develop a new fastening system that combines the best of both worlds. ONSERT® technology enables the adhesive bonding of various fasteners to a wide range of materials.

The solution for this application: our ONSERT® Smart version. Fastening elements with a socket made from transparent plastic are bonded to the customer’s component using a light-curing adhesive. The key aspects here are short cycle times, a process that is kind to materials and flexibility in terms of the fasteners and method.

Manual processing of the ONSERT® fasteners is made possible by the battery-operated ONSERT® Portable LED curing lamp. Simply position, press down and initiate the joining process with the start button. The light source is switched on for a specified exposure time and the adhesive hardens. The relevant process parameters can be selected on a PC and transferred to the tool with a USB cable.

The ergonomic ONSERT® Portable and its short curing times ensure efficient processing at kessler systems, even of high volumes. Every year 10,000 ONSERT® Smart fasteners in the size M6 x 18 are installed in displays destined for the tool dispensing systems.
Throughout the world the Julabo brand is a byword for precise temperature control of liquids – boasting over 600,000 control systems installed in all branches of industry. The solutions of this manufacturer from Seelbach in Baden-Wuerttemberg are in demand whenever it is a question of precise temperature control combined with high reproducibility.

Its clientele could not be more far-ranging. Businesses from branches such as chemicals, pharmaceuticals, semiconductor manufacturing and the automotive, food and cosmetics industries all rely on temperature control technology “Made in Germany”. And Julabo lives up to this principle: From R&D to manufacturing, the company carries out all process steps in-house. With a workforce of some 450 employees based at 12 sites and over 100 sales partners, Julabo can be found all over the world.
Since May 2019 Julabo has relied on Böllhoff’s ECOSIT® procurement and distribution system to supply its production areas with C-parts. The latest addition to the ECOSIT® product family comes into play here: the ECOLABEL. This electronic shelf label ensures the flexible identification of items in the ECOSIT® system. All shelf labels can be directly adapted at the touch display of the control centre, known as the RFID Box. The ECOLABEL additionally speeds up picking processes on site thanks to its pick-by-light function. When an item is to be picked, an optical signal on the shelf label guides the picker directly to the right container – allowing all articles to be found faster and with fewer mistakes.

During an interview with Markus Decker, deputy head of Work Scheduling at Julabo, he talks about the introduction of the ECOSIT® system and the benefits of the ECOLABEL shelf label in the daily work routine.

Even before cooperating with Böllhoff you relied on demand-based procurement for C-parts according to the kanban principle. How did you arrive at this decision?

Markus Decker: It was clear to us early on that classical procurement would not be sufficient for us in the long term. This was mainly due to the fact that we have numerous storage locations, both in the central warehouse and directly in Production. This previously involved maintaining high stock levels. We therefore relied on demand-based procurement according to the kanban principle for some time – however, prior to the introduction of the ECOSIT® system using manual procurement processes.
In 2019 you then decided to step up automation of procurement by cooperating with Böllhoff as the strategic C-parts supplier. Why did your choice fall upon our ECOSIT® supply system?

**Markus Decker:** When choosing a supplier, we place great emphasis on finding a competent partner who had already made a name in the market with his procurement system. This was the case with Böllhoff. In addition, the option of supplementing the pick-by-light system was a key plus point here. For us it was important for our staff to be able to find all required items as easily as possible.

Have your expectations associated with the pick-by-light function been fulfilled?

**Markus Decker:** These expectations have been fulfilled 100 percent. The pick-by-light system is a great help to us – especially for employees who only use the ECOSIT® shelves from time to time. It is now possible to find items far quicker and easier as staff are guided to the right bin in the racks by the light signal.

To what extent has your decision for ECOSIT® affected your procurement processes?

**Markus Decker:** Automated supply via the ECOSIT® system allows us to benefit from reduced administrative and logistical effort. In the past staff at the Goods receiving department had to accept and enter incoming C-parts themselves. The material was then transported to Production by our Logistics. Today Böllhoff has taken over the complete supply chain – our production staff simply help themselves from the ECOSIT® shelves.
How was the new system received by employees?

Markus Decker: The system was welcomed, with staff getting used to it very quickly. I attribute this to two factors: Firstly, we were already familiar with the kanban principles beforehand, and secondly, our briefing on the use of the ECOSIT® system left no questions unanswered.

The incorporation of a new procurement system is an important project with far-reaching consequences – the material flow must never be interrupted.

How did you experience the introduction of the ECOSIT® system at your company?

Markus Decker: The first thing was to consult with each other beforehand to ensure we got off to a nice, clean start. Individual optimisation was of course carried out as with every newly launched system – e.g. in terms of brightness and colour of the pick-by-light LEDs or the number of containers in the ECOSIT® system. All modifications were compiled following close consultation between Julabo and Böllhoff and then put into practice. This invariably involved cooperation on an equal footing, with both companies offering each other support and solving any problems that cropped up in a dialogue.

How do you imagine the cooperation with Böllhoff going on in future: Are other projects envisaged?

Markus Decker: We see the potential of developing our cooperation further in coming years. We are currently thinking about reducing our stock levels further by including additional items in the supply system. You have moreover drawn our attention to the large number of different fasteners we use at present. We would also like to work on this and reduce the total number of different fasteners by means of standardisation.

We should like to thank you for this interview and look forward to further successful cooperation with your company.
SNAPping instead of screws

Intralogistics expert Jungheinrich uses trendsetting Snap locking technology

Founded in 1953, the company Jungheinrich is one of the world’s leading intralogistics solutions providers. Boasting an extensive portfolio of industrial trucks, logistics systems and services, the company offers its customers solutions tailor-made for the challenges of Industry 4.0.

Like every means of transport, industrial trucks also require maintenance at regular intervals. On Jungheinrich’s forklift models the battery and fuse, two maintenance-relevant components, are tucked away behind a cover on the rear to protect them from environmental influences. Whenever maintenance is performed, the technician first has to remove the rear cover in order to access the individual parts.

Until recently the cover was fastened with two compression locks, which were themselves secured with a further fastening mechanism – a tooth lock washer and a thin nut. This meant that refitting the rear cover was a lengthy business: All individual elements had to be put together and secured. Screw thin nut on over a long distance, check tightening torque, repeat for the second lock – a solution that was slow.
Fitting made faster and easier thanks to Snap technology

Jungheinrich called on Böllhoff’s expertise to find a perfect fastening solution for this application. The result of the subsequent consultation: Jungheinrich now uses compression locks with Snap technology to secure the rear cover on its industrial trucks. These locks are just as reliable as conventional compression locks, but can be fitted by being simply pressed into a recess – quick, easy and without using additional tools.

Snap technology is based on the functional principle of a lock with a falling latch, as used on front doors or internal doors. Every Snap lock has sloping clamping jaws on both sides, with a spring behind. If the lock is inserted in a recess, the clamping jaws are first pressed in, so loading the spring. Once the lock is fully inserted, the spring forces the clamping jaws out again – producing the characteristic snapping sound. The compression lock is now jammed in the installation opening and holds together the components to be connected. The result is a high-strength connection that is vibration-proof.

The benefits of the Snap lock for this application are plain to see: Processes are optimised, thereby cutting costs. Snap technology thus satisfies the claim of lean management to minimise waste in value creation processes. In place of three fasteners per locking mechanism, Jungheinrich now only requires a single component. This reduces the number of different fasteners in daily use. Installation of the rear cover now involves just pressing in the Snap locks. This reduces the risk of incorrect fitting while significantly shortening the installation time. Technicians at Jungheinrich are now saving precious time when maintaining industrial trucks.
New products and applications are going into production ever faster by our customers from the automotive and component supply industries, mechanical engineering and many other sectors. Product lifecycles are becoming noticeably shorter, with the result that the requirements on joining technology are also constantly changing – new applications emerge, others disappear. It is all the more important for us, as a specialist for fasteners, to be able to act and respond in a flexible manner at all times. This is why we are now stepping up the use of agile work methods and new project environments.

The condition: to create a culture of change

For Böllhoff, the introduction of agile work methods initially meant challenging the status quo. To live up to the motto “Work smarter, not harder”, it was necessary to fundamentally re-evaluate project sequences that had proved their worth year after year. Our declared objective: to establish a culture of change. To jointly move towards greater agility and flexibility, going beyond all hierarchy levels. Diverse measures to improve agility are thus deeply rooted in our corporate strategy.
Scrum as an aid for effective project work

One of these measures was the introduction of Scrum, a method for agile project management. Scrum has already proved effective in numerous business units, e.g. our Product and Tool Development departments.

This well-known concept originates from the field of software development. It involves a close exchange between the members of small, self-organised teams, so permitting the flexible control of tasks. Every team works towards predefined milestones in specified time periods of two to four weeks, known as Sprints. During each Sprint all team members tell each other about the latest developments at daily 15-minute stand-up meetings. The progress of a project can thus be continuously monitored against the customer’s requirements. If a project is moving in a different direction to what was originally planned, if problems crop up or if the requirements of the customer change, fast and flexible adjustment is possible here.

The introduction of Scrum was supervised by in-house process experts from our lean management team “Optimising Böllhoff System”. Besides comprehensive training on the methodology, staff also learned about the benefits offered by Scrum for large-scale projects. In future this training is to be extended to include other business units. This allows us to increasingly benefit from the options of flexible project management.

Modern project areas as an ideal environment for fresh thinking

If agile working is to be incorporated in the daily work routine, it is essential to create the right framework conditions. Besides encouraging method-based competence for each individual, this also involves setting up suitable work areas for motivational exchanges between employees, going beyond teams and departments. At Böllhoff we are certain that thinking outside the box calls for impetus from outside. This is why it is crucial for employees to be able to leave behind their own desks and their familiar office environment.

In 2019 we set up new project areas at several Böllhoff sites, designed for agile teamwork. Whether the Join Café at our headquarters in Bielefeld, the project zone in the U5 power tool building in Chambéry (France) or the Coworking Space far away in Wuxi (China) – these modern facilities offer everyone engaged in projects the right environment for fostering their creativity.
Open-plan areas bring teams from different departments closer together. Corner seating and opportunities to disengage from others allow staff to clear their minds during creative breaks in work. Well away from the daily routine, employees are then able to fully concentrate on their projects – both on an hourly basis or in project blocks lasting several days – and so reaping success at a faster rate.

AN AGILE PROJECT: DEVELOPMENT OF RIVKLE® POWER TOOLS

In 2019 we applied agile work methods for example to develop new power tools for RIVKLE® blind rivet nuts and blind rivet studs. A French project team, which also included members from Germany, was tasked with designing more powerful installation machine tools – starting with the initial idea until ready for series production.

A special feature of the project: All 14 employees were relieved of their everyday duties either periodically or even fully to allow them to concentrate on this new challenge. This markedly simplified international cooperation, according to product technician Michael Jakobsche:

“As I was given time off from Bielefeld on a weekly basis, I was then free to join my project partners in France, making our teamwork there highly effective. We were able to use the fixed timeframe to focus on the project and to take solutions to the next level within the team without our daily routine disrupting the creative process.”
At Böllhoff our entire Corporate Management System is geared to this principle. For we know: only if you understand the requirements of your customers at every step in the process chain will you be able to improve your own processes in an effective manner. To ensure maximum product quality and maximum customer satisfaction.

The Corporate Management System is a fundamental part of our company strategy. It comprises quality management, business process management and the company-wide “Optimising Böllhoff System” (OBS) based on principles of lean management. Besides confirming our process quality – both through in-house and external audits – continuous improvement of all parts of the management system is one of our priorities year in, year out. We are able to offer a flexible response to changing customer requirements by constantly adapting our Corporate Management System and optimising our processes.

More transparent requirements and processes in the Corporate Management System

We have above all used the year 2019 to make the demands of the different standards on quality, the environment, energy and health & safety even more transparent – directly involving the relevant business processes. Decisive condition for greater transparency: Process ownership and interfaces need to be known throughout the company and imbued with life. In the 2018 financial year we laid down the necessary basis by tightening up the roles and responsibilities of process owners and process experts. We built on this in 2019, implementing various changes in our process landscape and updating the individual process owners at the same time. Here we once again made use of the process management tool BIC Cloud. Standardised modelling of all processes in the system allowed us to significantly develop and visualise their inputs and outputs – ensuring greater comparability and more transparent interfaces.
Continuous improvement of our processes and product quality

This year we have further enhanced the efficiency of our audit processes. This has been mainly achieved by offering further training for auditors who carry out audits in-house or at our suppliers. Training courses were held for different production processes to enable auditors to implement our claim of continuous improvement within the supply chain.

Our internal process management system, known at Böllhoff as business process management, has again undergone further development. Following the successful integration of process management in the Corporate Management System in 2018, we were then able to move on to the next step – and bring together process management with our system of continuous improvement. This measure has laid the basis for an upcoming major project: In 2020 we would like to tap into our experience from improvement processes in production to translate systematic process optimisation to the administrative departments of the company. This focuses attention on issues such as the avoidance of waste and the standardisation of procedures.

As a manufacturing company, Böllhoff is not only anxious to improve internal processes, but to also optimise their outcome: our product quality. To ensure we can guarantee a uniform quality standard throughout the organisation, i.e. at all 39 sites, we have relied on a joint CAQ (computer-aided quality assurance) system for the last three years. In 2019 we were able to integrate additional modules in the system and incorporate other Böllhoff sites. We are also using the system to drive forward our knowledge management system throughout the group. In future we would like to be able to share the lessons learned from many different projects with all staff everywhere in the world.

International improvements in efficiency

This year the OBS lean management system once again focused on stepping up globalisation of our operations. To this end, we developed a self-assessment to determine the degree of maturity in relation to future optimisation processes for all Böllhoff sites. As the next step we will then use these findings to develop measures to improve efficiency. The objective here: to move closer to our ideal of “Not only doing the right things, but also doing things right” all over the world.
NOW WHAT BELONGS
Crowds of people standing or sitting on the Berlin Wall, West German flags fluttering in their hands. More and more of them are clambering onto the stone barricade, egged on by others down below. Berliners from East and West came together at this moment when the border between the two Germanys lost its terror for inhabitants of the East. The Berlin Wall had fallen, the division down the middle of Germany was crumbling away.

9 November 2019 was already the 30th anniversary of this monumental event in post-war German history.

The fall of the Berlin Wall was the high point of a peaceful revolution, ending with the reunification of the two Germanys, which was a unique occurrence in this form anywhere in the world. With the comment “Now what belongs together will grow together” on the day after the wall fell, former chancellor Willy Brandt drew attention to the big picture – the possibility of a German reunification. This was followed by eventful months, paving the way for amalgamation of the two Germanys.
30 YEARS OF BÖLLHOFF IN LEIPZIG AND SONNEWALDE

It was also at this time, a period of change and re-orientation, that Böllhoff founded two sites in the former East Germany: in Leipzig and in Sonnewalde. As a company we quickly perceived the coming-together of the Federal Republic of Germany and the German Democratic Republic as an opportunity to resurrect business relations between the two countries – markets which had been separate for so many years.

Leipzig: growing from a two-man business to the central sales office for the eastern half of Germany

A studio apartment in the heart of Leipzig in the state of Saxony: On 1 March 1990 this is where it all began for a sales office, which, some 30 years later, was to deal with the entire territory of the former East Germany. In the context of reunification staff got down to work with the aim of building a market for Böllhoff fastening technology in the regions of Saxony, Thuringia and the south of Saxony-Anhalt – to start with, mainly focusing on SMEs in the metal and woodworking industries.

“Due to the shortages in East Germany, this was initially purely a distribution market”, comments Dirk Hamm, long-time head of the Leipzig branch. “Working out of a little studio flat, Jürgen Meyer, the first manager of the branch, went round the many large businesses in the region in a VW bus along with a partner – still operating as independent traders in those days – offering screws and standard parts from Böllhoff for sale.” It soon became apparent that there was a strong demand for fasteners from the local industry.

On 14 May 1990 this prompted them to relocate to Böhltz-Ehrenberg, on the outskirts of Leipzig in the west of the city. This site became the first registered office of the company Wilhelm Böllhoff GmbH Leipzig. There Böllhoff took over an existing building that now offered sufficient space to hire staff. As the first sales employee reported for work on 2 July 1990, establishment of the branch started to pick up speed. In just a year the number of staff in Leipzig grew to 15. And in 1991 they were already looking after some 450 customers at the office.

In the following years the business continued to expand. One key milestone in its growth was the
relocation to the nearby small town of Markranstädt, which is today home to Böllhoff’s Leipzig branch. “After five years of making-do in Böhlitz-Ehrenberg, we were then able to move into a brand-new building on 1 March 1995”, recalls Dirk Hamm. “This new build allowed all employees to benefit from a more up-to-date work environment and more spacious premises.”

A further benefit of their new domain: With the construction of a hall for warehousing and dispatch, sales and logistics for local customers were now bundled at a single site.

In 1999 Böllhoff’s Berlin branch, which had already been in existence since the 1960s, was relocated to the modern Leipzig site. Since then all Böllhoff customers from the former East Germany are the subject of central management from Markranstädt. Today the branch looks after a wide range of industries – from the rail sector to mechanical engineering firms, supplying them with DIN and standard parts, components made to customer drawings and special fasteners. With a workforce of 20 people, it generates an annual turnover of some 20 million euros.

And the branch is also hoping for further steady growth in future. Dirk Hamm: “We are convinced we’ll be able to develop our operations in Leipzig. Thanks to our good connections to the railway industry and other key sectors in the surrounding states and our highly committed team of staff, we’re in a perfect position to do so.”

**Sonnewalde: the path from an “extended workbench” to the heart of self-pierce riveting technology**

The history of this production site based at Sonnewalde in the state of Brandenburg first began some nine kilometres away, in the neighbouring town of Finsterwalde. The company Böllhoff und Co. GmbH Finsterwalde was founded there in May 1990 in response to the changes resulting from the reunification process. As the goal of German unity had not yet been attained, the firm first developed initial business relationships over state borders.

It quickly identified the potential offered by expanding the branch in Brandenburg. The plan was to establish the second German manufacturing site of the Böllhoff Group, supplementing the production lines at the Headquarters in Bielefeld. A suitable site with a total area of some 43,000 square metres was found in Sonnewalde, where the foundation stone for the construction project was laid on 13 April 1991. The production of thread inserts from the AMTEC® product family
started up in October 1991, in time for the first anniversary of German unity which had now been finalised. “The first lathes to be used for manufacturing on site were dismantled at the Bielefeld factory, and we transported them to Sonnewalde ourselves”, recalls Roland Porepp, long-time Managing Director of Böllhoff Production in Germany.

Some 30 years have passed since then, and the manufacturing site has enjoyed continuous growth during this time. The original team of nine employees has reached around 180. Starting out with just one hall and a production area of 2,400 square metres, our plant in Sonnewalde today has three halls with a total area of more than 14,000 square metres.

Key factors for this strong growth: the bundling of manufacturing expertise and a continuous transfer of knowledge. “In Sonnewalde we have trained up our own staff from the outset”, emphasises Roland Porepp. “We’re delighted that in all these years we have signed around 100 contracts with apprentices.” Many skilled employees working at the factory today obtained their qualifications on our own training courses.

Over the years the high level of skills acquired on site has allowed us to steadily expand our portfolio of fasteners “Made in Sonnewalde”. “We started out as an “extended workbench” for manufacturing in Bielefeld – without any separate product line that we’d developed”, comments Roland Porepp. The first item on the agenda was mechanical turning technology. At the beginning of the 1990s production of certain versions of the AMTEC® thread insert was relocated in its entirety to Sonnewalde. However, in 1992 the idea of extending the product range was already under consideration, and the portfolio of turned parts was rolled out further.

This was followed in 1998 by the start of manufacturing for what must be the most important product for the site’s development – the RIVSET® self-piercing rivet. The success story for Sonnewalde’s first product family of its own began with the first German production vehicle featuring a unitised aluminium body. Nowadays body-making or other applications of the automotive industry can no longer be imagined without self-piercing rivets. They are used whenever a high-strength joint is required between layers of different types of material.

And today the beating heart of our self-piercing rivet technology remains in Sonnewalde – for the entire Böllhoff Group. The growth of the site is demonstrated to impressive effect by the
figures for the development of self-piercing rivet production. “Between 2005 and 2018 the number of self-piercing rivets manufactured per year increased more than sixfold”, remarks Roland Porepp. “In numbers that’s a rise from 300 million fasteners per year to almost two billion.” In 2008 Böllhoff added another unique joining technique “Made in Sonnewalde” to its product portfolio: RIVTAC® high-speed joining. And the plan is for new product innovations from Brandenburg to shape mechanical joining technology in future as well.

The conditions for the coming years are looking good. Products from Sonnewalde play an important part in modern lightweight engineering concepts, and we are also well placed in terms of structure. Roland Porepp: “We have meanwhile become largely autonomous and bundle all key company functions on site – from development through production to shipment of our fasteners all over the world. That’s another special feature of the Sonnewalde site.”

30 years after reunification:
Böllhoff competence in sales, production and logistics

By developing branches in Leipzig and Sonnewalde in the course of reunification, Böllhoff seized the opportunity of creating links with what was to become the eastern states of Germany. Today, 30 years later, the Germanys of East and West have grown back together again, both in social and economic terms. The sales office in Leipzig and the production site in Sonnewalde are now an essential part of our group-wide operations, not only for the German market but also beyond national boundaries.

Autumn 2019 also saw the inauguration of another Böllhoff site in the east of the country: our biggest logistics centre based in Oelsnitz-Taltitz/Saxony. Its central location in Europe will allow us to serve the surrounding markets even more effectively in future.

With such bundled expertise in sales, production and logistics we are counting on long-term success and gearing ourselves for further growth. To the next 30 years!
360° JOINING TECHNOLOGY
FROM SHANGHAI TO DETROIT

All-round service in joining technology – 360° – also means for us remaining close to you at all times. Whether in Shanghai or Detroit, Île-de-France or the Ruhr – we are at your side wherever you want to create successful connections. Worldwide.

To this end, we maintain a dense network of 45 companies at 39 sites in 24 countries. There over 3,000 employees are busy shaping the future of joining technology throughout the organisation.

In other industrial markets where we do not have our own branches we work closely with sales agencies and dealers. Ensuring fast availability of our products and short distances.

Argentina
Buenos Aires

Austria
Linz
Schörfling (P)

Brazil
Jundiaí (P)
Porto Alegre

Canada
Toronto

China
Wuxi (P + L)

Czech Republic
Prague

France
Chambéry (P + L)

Great Britain
Birmingham
Hull (P)

Germany
Bielefeld (P + L)
Leipzig
Munich
Nuremberg
Oelsnitz (L)
Stuttgart
Sonnevalde (P)

Hungary
Székesfehérvár

India
Delhi (P)

Italy
Mailand (P)
Turin (P)
### PRODUCTION SITES

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<tr>
<th>Country</th>
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<td>Japan</td>
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<td>Mexico</td>
<td>Querétaro City</td>
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<td>Poland</td>
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<td>United States</td>
<td>Kendallville (P), Detroit</td>
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<td>United States</td>
<td>Detroit</td>
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*P = Production site, L = Logistics centre*
Disappearing glaciers, droughts, storms – the phenomenon of climate change is felt all over the world. Recent years in our latitudes have also been characterised by summers that have been too hot and winters too mild. At Böllhoff’s headquarters in Bielefeld, in the east of the state of Westphalia, just one look at the stricken Teutoburg Forest shows us the importance of protecting the climate and sustainable action. One thing is certain here: We all share responsibility for our planet. It is thus up to each and every one of us to do our bit – whether as a private individual or a mover and shaker in business or politics.

Acting in a responsible manner has been firmly rooted in our corporate DNA for many years. For us this does not just include our social responsibility vis-à-vis our staff and society around us, but also our responsibility for the environment. We wish to make careful use of the resources available to us, to continuously improve our levels of energy efficiency in manufacturing and administration and to steadily reduce the output of emissions – at all 39 company sites all over the world. On these two pages we give some examples of action we took this year.

To bundle all measures for greater sustainability throughout the company and to define uniform overall objectives, we implemented a strategy for the long-term development of the Böllhoff Group in 2019. It outlines specific goals and measures for the coming years – not only to protect the climate, but also to ensure the well-being of our staff and for the common good.

During 2020 we would additionally like to give all stakeholders a more concrete insight into our activities aimed at climate protection and sustainability: taking the form of our very first sustainability report.
Production in Bielefeld
In 2019 the Thread Technology division relocated within our Bielefeld site, moving into two factory halls at Duisburger Straße which had not been used for company purposes for many years. Before these historical buildings could be put back into service again, extensive modernisation of the complex was required to make them energy-efficient. This included numerous measures aimed at improving energy efficiency.

Here is a selection of them: re-insulation of the facade and roof, commissioning of a new heating system with condensing boiler technology, the use of modern LED lighting technology throughout the complex and the systematic recovery of waste heat from the machines to heat the halls. New, highly energy-efficient machinery has also been procured, so allowing us to significantly reduce the energy requirements of the production site.

Production in Sonnewalde
In 2019 we added a third production hall to our manufacturing site in Sonnewalde. Built according to the latest technical standards, some of the thermal energy for the halls is recovered from the waste heat emitted by the compressors used on site.

Logistics centre in Oelsnitz
Following commissioning of the Oelsnitz logistics centre in the autumn of 2019, our logistical capacity has received a major boost. A photovoltaic system has been installed on the roof to make the building as energy-efficient as possible. This means that we can generate the electrical power needed at the site free of emissions.

Marie von Ebner-Eschenbach (1830-1916)
The management structure of the Böllhoff Group

Advisory council

Dr. Markus Miele (C)
Managing partner of Miele & Cie. KG

Dr. Wolfgang W. Böllhoff
Honorary Chairman of the Advisory Council

Christian G. Böllhoff
Managing partner of Prognos AG

Dr. Wolfgang Bommes
Managing partner of Burgmann Packings GmbH

Christiane Messinger-Frieling
Partner

Peter Steinbeck
Managing partner of Windmüller & Hülscher KG

Board of management

Michael W. Böllhoff (C)
Fastening and assembly technology, production, marketing

Wilhelm A. Böllhoff (C)
Fastener service supply, personnel, quality management, logistics

Dr. Jens Bunte
Research and development, technology

Dr. Carsten Löffler
Finance, controlling, legal affairs, IT

Management committee

Dr. Ralf Adenstedt
Managing Director Böllhoff Automation GmbH, Germany
Head of Product Center Automation

Sven Ammer
Managing Director Böllhoff (Wuxi) Fastenings Ltd., China
Head of the Asia region

Andreas Bertram
Managing Director Böllhoff Produktion GmbH, Germany
Head of Product Center Injection Moulding Technology

Jean-Michel Mary
Managing Director Böllhoff Otalu SAS, France
Head of Product Center Blind Rivet Technology

Thierry Morin
Director Böllhoff Otalu SAS, France
Head of Production

Wolfgang Öhler
Managing Director Böllhoff GmbH, Austria
Head of the South-east Europe region

Steven P. Paddock
Managing Director Böllhoff Inc., USA
Head of the North America region

Roland Porepp
Managing Director Böllhoff Produktion GmbH, Germany
Head of Product Center Mechanical joining technology

Marcel Rupprecht
Managing Director Böllhoff Verbindungstechnik GmbH, Germany
Head of Sales, Marketing, Product management

Martin Schnitker
Managing Director Böllhoff Logistik GmbH, Germany
Head of Logistics

Jens Schöne
Managing Director Böllhoff Service Center Ltda., Brazil
Head of the South America region

Flavio da Silva
Managing Director Böllhoff Service Center Ltda., Brazil
Head of the South America region

(C) – Chairman
New logistics centres inaugurated

With the biggest investment programme in the company’s history, Böllhoff has initiated numerous construction projects since 2017 with the aim of boosting its production and logistics capacities. These projects also included the construction of three logistics centres around the globe: in Saxony at Oelsnitz-Taltitz (see picture above), in France at Sainte-Hélène-du-Lac and at Wuxi in China. These state-of-the-art logistics centres commenced operations in 2019 and have since then significantly stepped up our logistical capabilities. Their high levels of automation enable us to accelerate our processes further, ensuring faster dispatch and optimal delivery to our customers all round the world.

Unimagined insights

From this year anyone who is interested can experience Böllhoff’s Thread Technology production site first hand without being on site thanks to a virtual-reality headset. In an interactive 360° video we offer a detailed picture of the renovated halls at Duisburger Straße in Bielefeld. Production manager Niels Brandt conducts a personal tour of the manufacturing facilities for HELICOIL® and AMTEC® thread inserts — including fascinating background information about the site and its production processes. Other 360° videos are already planned, e.g. for the production of plastic fasteners and self-piercing rivets.

85th birthday of Dr. Wolfgang W. Böllhoff

Dr. Wolfgang W. Böllhoff, honorary Chairman of Böllhoff’s advisory council, celebrated his 85th birthday on 30 September 2019. As managing partner, the fate of our company laid in his hands for more than 40 years, from 1962 to 2004. During this time he was instrumental in driving forward the globalisation of Böllhoff and pushing for the establishment of new production sites for innovative fasteners all over the world.

Michael W. Böllhoff: “The constant willingness of our father to adapt both the company and himself to change and his special ability to spot trends have enabled Böllhoff to grow into the international group that is today managed by my brother Wilhelm and myself as the fourth generation of the family.”

Extension of factory in Sonnewalde

Böllhoff has extended its production site in Sonnewalde with the addition of a third production hall. Inauguration of the building took place on 31 August 2019. This new build adds another 5,400 square metres to the existing production areas for mechanical joining technology. A total of some eight million euros has been invested in the extension, which represents the final stage in expansion of the site. The workforce at Sonnewalde now numbers some 180 employees.

Relocation of Böllhoff India

The first half of 2019 saw the relocation of Böllhoff’s Indian branch to a new site. With a total area of over 3,700 square metres, the new build in the Indian city of Gurugram (Delhi) is more than twice the size of the company’s previous HQ. It thus offers sufficient space for all business units, from production to administration, which, prior to the move, were housed in two smaller buildings. The Böllhoff branch in India has been in existence since 2007.

Family Day in Bielefeld

On 7 September 2019 Böllhoff marked reactivation of its site at Duisburger Straße in Bielefeld by organising a Family Day. Some 1,500 visitors took up the invitation despite the initially changeable weather conditions. The activities available attracted both young and old: from trips in a crane-hoisted air balloon with an impressive 360° view of the entire site to entertaining music from the Böllhoff Band. A range of guided tours was also on offer for anyone wanting to inspect the newly renovated halls.

Spotlights 2019
Messen 2020

10. – 13. März 2020
**Climate World Moscow**
Internationale Fachmesse für Kälte, Klima, Heizung und Lüftung
Moskau, Russland

09. – 12. Juni 2020
**Global Industrie**
Ausstellung für industrielle Fertigung und Entwicklung
Paris, Frankreich

30. September – 01. Oktober 2020
**Metal Madrid**
Ausstellung für die Metallindustrie
Madrid, Spanien

06. – 08. Oktober 2020
**Aluminium**
Weltmesse und Kongress der Aluminiumindustrie
Düsseldorf, Deutschland

06. – 08. Oktober 2020
**IZB**
Internationale Zulieferbörse
Wolfsburg, Deutschland

13. – 17. Oktober 2020
**Fakuma**
Internationale Fachmesse für Kunststoffverarbeitung
Friedrichshafen, Deutschland

27. – 30. Oktober 2020
**EuroBlech**
Internationale Technologimesse für Blechbearbeitung
Hannover, Deutschland

Eine komplette Übersicht aller Messetermine finden Sie auf unserer Website: [www.boellhoff.com/messen](http://www.boellhoff.com/messen)
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