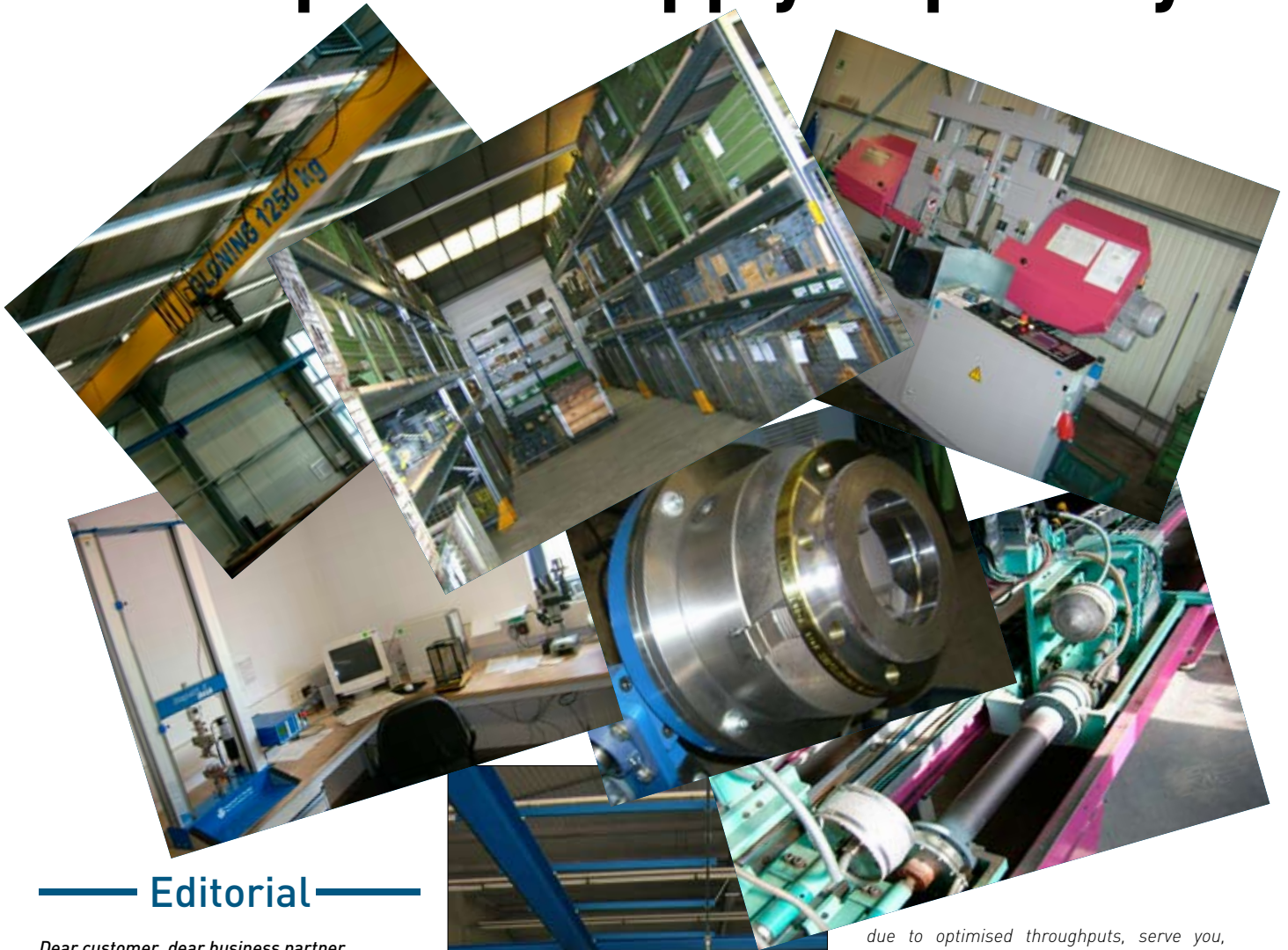


Modernised Production for an Improved Supply Capability



Editorial

Dear customer, dear business partner,

a lot has happened since the last issue of our small information paper.

The year 2007 was very successful for us — thank you all. Suggested by you on various occasions, but also following the growth in sales, we have since then been intensively working on the expansion and the modernisation of our production, the optimisation of throughputs and the building up of new stocks.

In order to implement this further on also in our daily work, our organisation had to be enlarged and filled with the necessary staff. With this issue, we want to show you, in words and pictures, the result. We can now supply you from stock (DIN / ANSI) as well as,



due to optimised throughputs, serve you, more flexible and with considerably shorter delivery times as before.

Thus, we are confident that we will meet your expectations and we hope to be able to supply you further on to your complete satisfaction.

*Yours sincerely
Markus Baum*

News

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... the Organisation

Change to Make-to-Stock Production



Individual customer requests, a wide variety of designs, strongly fluctuating order quantities, short delivery times: In order to better cope with these daily demands on us, we have, since the year 2007, consequently reorganised our production towards a made-to-stock production. The warehouses for DIN and ANSI are now well-stocked. By now, we can very well cover the fields of wide variety, order quantities / shorter delivery times.

Thus, we are already storing approx. 400 different items and, in total, well over 5000 parts. Meanwhile, a typical DIN sales order is already delivered up to 40 % from stock. Thus we can shorten the delivery periods.

We maintain our flexibility with regard to individual customer requests at special workplaces (also in the warehouse area), where components can be finished with special processes (e.g. vent hole extensions, earthing studs etc).

Due to an optimised material flow method, special or time-critical parts are now passed considerably faster through the production.

All these changes required measures, beginning in the area of Material Requirements Planning up to the material flow and the warehouse organisation. Due to the necessary



adaptions to the respective market situation, constant improvements are mandatory.

This is assured by the BAUM production system which is subject to continuous improvement and is applied throughout the complete BAUM group.



NEW EXPANSION JOINT FLANGES

For **environmental protection reasons**, BAUM is going to change, in future, to expansion joint flanges with a chromium-6-free coating. This so-called **passivation** replaces, consequently, the chromating and appears — as it can be seen on the photo — in a lighter shade. This new coating is as **high-quality** as the previous one — however, its production has a **much lower impact on the environment**.



... the Staff

Ms. Sandra Goldmann has a degree in business administration and many years of experience in the field of material planning. Here, she will improve the existing structures in our production planning and increase our production flexibility.



Sandra Goldmann

Since the beginning of this year, **Mr. Michael Schmid** is production manager at BAUM. The main focus of his work lies on the improvement of the internal workflow in production and logistics. He is also responsible for the coordination of the global manufacturing plants.



Michael Schmid

After his commercial education in stock management and nearly 20 years' professional experience in this area at Daimler AG, **Mr. Ignaz Herzog** supports us now in the fields of warehouse organisation and inventory management as well as in the area of stock monitoring.



Ignaz Herzog



Lin Lin

With her cultural and business studies and a degree in German language and literature studies, **Ms. Lin Lin** is the perfect link between the German mother company and the Chinese subsidiary in Shanghai. Being very familiar with both mentalities, she ideally supports both companies in their mutual cooperation.

Mr. Schmid is a qualified mechanical engineer and engineer for production technologies. He has many years of experience in the management of production units, in the application of modern production methods as well as in setting up and supporting international locations.



Friedhelm Gottselig

Mr. Friedhelm Gottselig has a degree in process engineering as well as a degree in industrial engineering and management.

Due to his many years of experience in the field of injection moulding, he is ideal for the reorganisation of our PFA division.

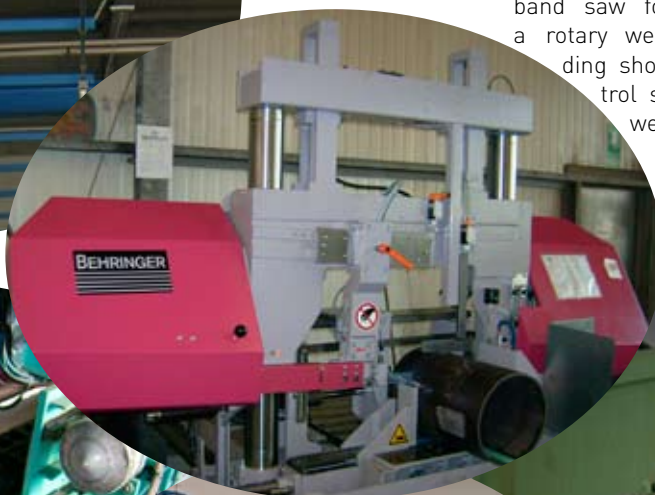


... the Machinery

STEEL CONSTRUCTION Department

Here, we paid special attention on material flow and production capacities:

So, we set up a new gantry crane and installed new machines in the different working areas (e.g. a new band saw for large nominal widths, a rotary welding table for the welding shop and more efficient control systems for our automatic welding machines).



PFA / PTFE Department

The quality inspection was strengthened once again. Thus, we have now a completely new equipment for the receiving inspection of the delivered PTFE powder: Here, we carry out in advance, on a small scale, the complete production process from mixing and pressing up to the sintering.

The obtained samples are tested on a new tension testing machine, prior to releasing the material to production — provided the test results are within the specifications. All preliminary and final material inspections are automatically recorded and they are at any time retrievable for our customers.

To increase the capacity, the PTFE department received a new press, the PFA department received a new furnace.

FINAL ASSEMBLY Department

In our final assembly as well, efficiency is given importance:

Our automatic flanging machine allows the flanging of several pipes at the same time. In the same process step the pressure test is done — automatically as well.

For fittings, vertical machines are available.

Due to an increasing automation and the know how of our employees, we have increased our parts throughput to more than 150.000 pieces/year, and are, therefore, optimally prepared even for very large projects.

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