

Magazine for customers, employees and partners



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Dear Readers,

BBG has almost completed a busy and in many ways successful year. We have handled a record volume of orders and have all been working flat out. In doing so we have managed to complete the orders on time and in accordance with the high quality that our customers have come to expect. This is something we deserve to be proud of. My sincere thanks to all staff for their dedication and to our partner companies who have supported us in many ways in dealing with the challenges. I would also like to say "thank you" to all our customers. Thank you for the trust you have put in us and for the exciting challenges that you have set us many a time.

I also want to thank Christian Grams who, after nearly seven years on the

board of P-PEQ in Changchun, now hands over to Christian Fritz. He has shown a lot of commitment in successfully building our subsidiary company in China.

I wish his successor, whom most of us have met in Mindelheim during his induction phase, the best of luck!

To all of you a peaceful and relaxing Christmas holiday.

For the coming year, I wish you luck and success both personally and professionally, and most importantly: Stay healthy!

Yours,
Hans Brandner



Major changes: P-PEQ looks ahead

In 2006 Christian Grams, the just appointed General Manager of the then newly founded P-PEQ, spoke of the expectations in his new job as follows: "We aim to win new customers with a combination of German quality, a focused range of products and services, an increased local presence and shorter routes for delivery, maintenance and repair."



Christian Fritz, P-PEQ
Photo: Private

Today, nearly seven years later, Christian Fritz replaces him as manager of the subsidiary company which has since grown significantly. The successor puts it in a nutshell: "P-PEQ is ideally positioned!" A well-earned compliment to Christian Grams, which Hans Brandner, as

partner, wholeheartedly endorses: "He has done an excellent job." After a preparatory period in Mindelheim, Christian Fritz flew to Changchun in early November where he is completing a handover period for his new position with his predecessor

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P-PEQ Team with partner Hans Brandner (2nd row, centre), current managing director Christian Grams (2nd row, right) and future managing director Christian Fritz (1st row, second from the right)
Photo: P-PEQ

until the end of the year: "We want to make the changeover as smooth as possible in order for things to continue without interruption", says Grams.

Reliable and customer-oriented

Christian Fritz also regards "continuity" as the most important goal at the outset of his work: "The ball must continue in the direction of the goal! Trust between team and management has to be preserved during the changeover." As well as the close cooperation with the now 30 employees, the mechanical engineer cares about good relationships with customers and their further development.

2012 brought major changes for P-PEQ. The company only recently moved into new premises. The new premises of P-PEQ are located in the Economical & Technical Development Zone in Changchun, a newly established suburb where a lot of industry settled in the last two years. Fritz is very satisfied with the location and infrastructure: "Everything is new and very well connected." The spacious building with an area of 2,400 square metres elicits another compliment from him: "The rooms are sparkling clean and tidy." With the investment in two new 3-axis milling machines and a 5-axis milling centre, also taken into operation over the past few months, P-PEQ has significantly increased its production capacity. "These in-

vestments were urgently needed in order to continue to best serve our customers in China," says Grams.

Closer to customers through effective service

Capacities were created in terms of space, technology and personnel to allow P-PEQ to continue to perform its task well in the future. "It is extremely important to provide enough manpower to be able to service and distribute BBG and P-PEQ products in Asia", says Fritz. In order for P-PEQ to be able to continue to perform an effective service for machinery and equipment of BBG in the future, Christian Fritz plans to further intensify the cooperation of the two companies on a technical level. China is familiar territory for 33-year-old Christian Fritz. During his career he acquired broad experience working with internationally operating car manufacturers through a variety of positions with companies in the Schaeffler Group in Germany and China. Before Fritz came to BBG in preparation for its position with P-PEQ, he spent almost two years as an expat in Taicang in order to build up a valve production facility for his previous employer.

He is excited about his task at P-PEQ, says Fritz, because this gives him the opportunity to shape a company according to his own ideas.

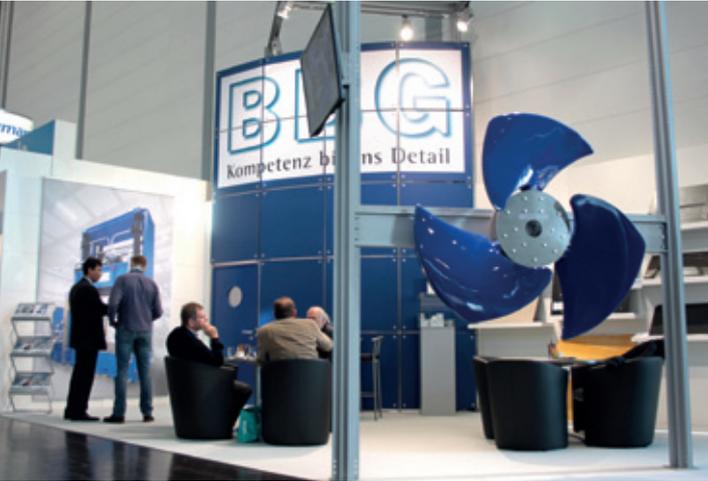
BBG idea wishes him every success.

After the trade exhibition: BBG attends Composites Europe

While the organisers of the Composites Europe trade fair, the event for the composites industry in early October in Düsseldorf, have reported a growth in numbers, BBG and other exhibitors were only partially satisfied. Although the official numbers - 8,000 visitors over three days and roughly 420 exhibitors - showed some growth compared to the last exhibition, these numbers

were still on the low side. Therefore, it comes as no surprise that managing director Hans Brandner has described the visitor response as "rather modest".

Nevertheless the trade exhibition has been worthwhile, says Brandner. "We had promising discussions with some serious prospective buyers for plant, equipment and tools for the mass production of composite components." For BBG, it was the first time exhibiting at the Composites exhibition. BBG showed exhibits made from fibre-plastic composite produced by customers using BBG production equipment and tools. The exhibited components were from a variety of different sectors: from the motor industry to the aviation industry and the construction of air-conditioning and ventilation systems.



From 8 to 11 October BBG participated in the Composites Europe exhibition for the first time. The trade show team showed exhibits made from fibre-plastic composites, as produced by customers using production equipment and tools from Mindelheim. Photo: BBG

In detail: Apologies for typos in previous issue

Unfortunately, three mistakes have found their way into the German version of the last issue. The editorial team of BBG idea would like to apologise for this.

An eagle-eyed reader spotted the incorrect spelling and has pointed it out. Among other things, the editors failed to notice that the exciting lecture by the Dekra-Auditor Ralf Berens on the subject of "Quality Management System" was accidentally headed "übererzeugt", rather than "überzeugt".

"BBG idea" welcomes criticism, contributions, comments and also praise at any time. The team would also like to hear about any changes that would improve the newsletter. To this end, a reader survey is planned for one of the next editions.

After pre-acceptance: COMAU order is on its way

Back in the May edition BBG idea reported about the order by Comau Inc. from Michigan/USA, which BBG acquired together with its American distributor Exsoltec. The order comprises a complete production facility for the manufacture of walls for aircraft lavatories starting in early 2013. At the end of October the customer carried out the preliminary acceptance of the facility that had been completely assembled by the technicians for this purpose to allow for the production of the first parts.

The system consists of a 4-column mould carrier system BFT-U V2 with a hydraulic mould clamping system, five pressing tools for series production of the various components, a mould trolley that travels on an air cushion and parking stations for moulds.

Being able to implement fast mould changes was of particular importance

to the customer. The customer's aim is to produce the five different wall elements of the aircraft lavatories back to back. This means that the mould has to be changed after each lavatory sheet. The wall elements are manufactured as sandwich components: A paper honey comb (PHC) is inserted between two pre-preg cover sheets of fibreglass. This results in very solid yet very light elements.

The preliminary acceptance took several days during which various representatives of Comau were present and attended detailed presentations and demonstrations of the system. As is normal, some adjustments and fine tuning were still required. In the end, the customer was very satisfied both with the system and with the samples produced. The system has now arrived in the Philippines and is being installed and put into operation there by Exsoltec, supported by BBG.



BBG technicians in Mindelheim have recently built a complete system for the production of fibre-reinforced components for aircraft lavatory walls for preliminary acceptance by the customer, on which the first parts were then produced. Photo: BBG

Starting out: Five new trainees

On Monday, 3 September, it was that time again: For five new trainees their working life began with their first day at BBG. **Madeleine Mayer**, who celebrated her 18th birthday only a few days earlier, is starting her vocational training as an assistant for office communication. In winter you might meet the sporty young woman from Mindelheim on the piste, snowboarding.



The new trainees of BBG are (from left to right): Johanna Höbel, Jonas Schoßeß, Madeleine Mayer, Andreas Jäger and Nadine Saiko. Photo: BBG

For the first time, two young women started apprenticeships in technical disciplines. **Nadine Saiko** from Mindelheim is completing an apprenticeship as an electronics technician for automation technology. The 18-year-old lists city breaks among her hobbies. 17-year-old **Johanna Höbel** is training to be a tool maker. The woman from Mindelau particularly enjoys celebrating carnival.

Jonas Schoßeß from Mindelheim is completing the same apprenticeship. The 17-year-old can often be found on the football pitch in his leisure time.

19-year-old **Andreas Jäger** from Dirlwang will probably have little time for his hobby, football, in the next few years: He has chosen a dual course of study at the University of Applied Sciences in Kempten resulting in a degree as industrial mechanic and a bachelor's degree in mechanical engineering.

Many thanks: Family day and staff recognition

Those who achieve success together should also celebrate these together. All people at BBG have given their all in the past few months in order to complete the numerous and demanding assignments on schedule in a quality expected by the customer. As a result, we have succeeded in mastering a record number of orders. As a 'thank you' managing director Hans Brandner invited all employees and their partners for dinner at the Landhaus Schützen-

heim in Nassenbeuren on 14 September. And on the following day all the families enjoyed free tickets to the Skyline-Park in Bad Wörishofen.

95 Years at BBG

During the evening Mr Brandner took the opportunity to thank long-term employees for their loyalty. He granted honours to five people for a total of 95 years with the company. Precision grinder, Peter Trexler, has already spent four decades at BBG, his colleague Michael Pongratz a quarter of a century and head of sales Barbara Neubauer, sales and project manager Bernhard Satzger and precision grinder Lars Schöllhorn have each been



Employees who received honours: (from left to right) Barbara Neubauer, Bernhard Satzger, Lars Schöllhorn and Peter Trexler. Michael Pongratz (not in the photo) and Hans Brandner (right) Photo: BBG

As reinforcement: New in the construction department

Also on 3 September, Alexandra Rehm started in the construction team in the field of mechanical engineering. She will join the team part-time as a technical draftsman. Resident in Sontheim, she brings valuable experience from her previous activities and is a welcome addition to the team. After work Alexandra Rehm's two children look forward to spending time with their mother.



Alexandra Rehm

Photo: BBG

Follow-up order: Additional bending- hardening system for Lemken

The third bending-hardening system has been completed for a manufacturer of agricultural equipment. Again it goes to Lemken GmbH & Co. KG, one of the largest German providers of agricultural equipment for soil cultivation. After the first system had been delivered to the new Indian plant in Nagpur, which opened in the middle of October, the follow-up order has a relatively short journey to travel. It is intended for the main plant in the town of Alpen in the Lower Rhine in Germany, near the Dutch border. The system is currently being installed on site; later Lemken will use it to mould and harden a variety of agricultural devices.