



Premiere at the CHANCE 2013

On Saturday, January 19, 2013, the probably largest vocational fair in the region took place in the Pforzheim Congress Centre. Every year, this fair attracts approx. 6000 visitors who can obtain, at the booths of the almost 160 exhibitors, information on the subject training and further education. This year, our company participated for the first time. With an own booth, designed by our masters Mr. Andreas Schulz, Mr. Axel Hofmann and Mr. Martin Lohrmann, in joint cooperation with Mrs. Ira Jacob and Mr. Seyhan Ibar, we did not need to hide behind well-known companies. Our purpose was, in particular, to make BAUM KUNSTSTOFFE even better known and to win the interest of the young people from the region in our company.

There were some interested persons asking about dual courses.



After the end of the event, we have come to a positive conclusion. We succeeded in making our company attractive for young people starting their professional career. We expect some applications in the next few days. At the same time, we realized that we have to put more effort with respect to the training so that we are not only known as employer but also, even more, as company providing training. We would like to take this opportunity to thank all the people that made this positive appearance for the company possible: Mr. Andreas Schulz, Mr. Axel Hofmann, Mr. Martin Lohrmann, Mr. Seyhan Ibar as well as Mr. Mario Del Vecchio who



The event was organized by the employment agency Nagold-Pforzheim. After a quiet start, the number of visitors very fast increased significantly. The "star attraction" of our booth was a small cocktail bar where we served (of course) non-alcoholic cocktails. This broke the ice and we could enter into conversation with some visitors. Many of the questions focused on the requirements that we demand from an apprentice and on the course of such a formation. We were often asked if we still have some training vacancies for the year 2013. Many companies already finished their search.



could give a lot of information from his own experiences as a trainee.

Premiere in Rotterdam

PUMPS & VALVES

PS Technology BV exhibits for the first time on the trade fair Pumps & Valves which will take place on October 2 and 3, 2013 in Rotterdam.

Among other things, PS Technology, the representative of BAUM KUNSTSTOFFE GMBH for the region Benelux, will present to the interested trade visitors, PTFE/PFA lined piping parts. Visit us in hall 1 booth K1017. We look forward to seeing you there!

Imprint

Editorial: M. Baum, F. Escher, I. Jacob
Layout: Wonne Kommunikation
Photos: BAUM KUNSTSTOFFE GMBH
Typesetting: F. Ruiz

Editor:

BAUM KUNSTSTOFFE GMBH
 Gewerbestraße 25 - 29
 Gewerbegebiet WEST
 D-75217 Birkenfeld-Gräfenhausen
 Phone: +49 - 70 82 - 94 36 - 0
 Fax: +49 - 70 82 - 94 36 - 40
 info@baumkunststoffe.com
 www.baumkunststoffe.com

Outlook

Expansion at BAUM Service Center, BAUM America and BAUM Shanghai



BAUMBook ... a best seller among our customers

Dear customer and business partner

Since the beginning of this year, the new BAUMBook, in a German as well as in an English version, is available to all of us. With this new technical manual, BAUM KUNSTSTOFFE GMBH would like to provide you with an assistance tool for all issues relating to technical questions on our range of products and on our services.

In the BAUMBook, you will find a detailed list of the most important norms and regulations that are applied in our company. We show you which advantages you gain by our individual production steps and

production optimization. Furthermore, we list therein the wide variety of products that we can design according to your needs and requirements. Our BAUMBook will integrate in the range of our already existing information media and it will be a further benefit for you.

Do you want to know which differences are between the individual component characteristics for products based on DIN, ANSI or EN, what advantages the individual processing procedures of PTFE for your needs have, which lining material best suits your installation or, where the limits of other lining materials lie?

Then, you can find the answers in our new BAUMBook.

With best regards
 Your BAUM-Team

News

EditorialPage 1
Looking back to 2012:
ACHEMA and Autumn Party.....Page 2
New Employees and BAUMApp.....Page 3
NewsPage 4
 ImprintPage 4

ACHEMA 2012 AND AGENTS' MEETING

It's been already more than half a year now that the ACHEMA in Frankfurt took place ... we, therefore, would like to take this opportunity for a short review.



The different and partly new lining materials, in raw and processed form, were, of course the eye-catcher. This also led to many interesting conversations (TFM, PP, PVDF etc.).

The new BAUMBook was a big success, and



the BAUMApp was curiously tested. Thus, there was something new to look at for everyone!



Meanwhile, the agents' evening, being held always on the occasion of the ACHEMA, nearly became a cherished tradition.

The exchange of information across all



boundaries and continents, but also, again and again, the mutual knowledge of other countries and mentalities made the evening particularly interesting, especially, because this time all employees from our daughter companies as well as from our North-american and Asian representatives participated.



The highlight of the agents' evening surely was the very spontaneous and emotional speech held by our Russian representative.

Na sdorovje !



AUTUMN PARTY

Also in 2012, our traditional summer party took place, although, it was already autumn. As always, the families of our employees were also invited. In order to give the grown-ups with many children, nevertheless, the opportunity to spend some quiet moments, there was an inflatable castle and a magician for the kids who not



only captivated the young guests, but also



the older ones!!



Thus, it was fun for both young and old, and the grown-ups did not flinch from joining in (nearly) every kind of nonsense.



Let the pictures speak for themselves...

New Employees

In the past few months, we were able to welcome the following employees who will actively support us with their experience in the following areas:

Since June 4., 2011 Mrs. Claudia Drews supports our sales team International. Upon completion of a technical training and extended stays abroad, she was able to take over the sales regions of Mrs. Lin (who is on maternity leave) after a short training period.

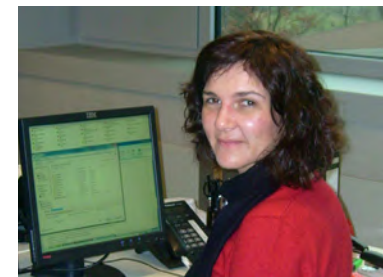


Bild: Frau Drews

She is primarily in charge customer support, consulting service and support of the Asian, Scandinavian, Italian and US-american customers and sales colleagues.

Since September 1, 2012 Mrs. Elke Fries is employed in the sector Finances.

Upon her commercial training and her prior professional experiences, Mrs. Fries assumed, after a short training period, the activities arising in the financial department, i. e. accounts receivable and



Bild: Frau Fries

accounts payable, dunning and payments.

In January 2013 we could welcome Mr. Erich Poschadel as new commercial director at BAUM KUNSTSTOFFE GMBH. After a technical training, academic studies in Business Administration and Engineering at the university of applied science Karlsruhe and a further qualifi-

cation as accountant (CCI), Mr. Poschadel held already several commercial management positions in different medium-sized industrial companies and he has many years of experience in accounting, controlling and human resources.

His responsibilities comprise the manag-



Bild: Herr Poschadel

ing and further development of the business segments Finances / Controlling, Human Resources and IT of the headquarters as well as the commercial interface to the BAUM's foreign subsidiaries. In this function he is not only a service provider but also contact person for the BAUM employees as well as for external business partner.

The BAUMAPP: - for mobile information!

The BAUMApp gives you the mobility that you need for your daily work! Perhaps you know the situation: you are underway in your company or your installation and rapidly need the dimensions of a tee or of an eccentric reducer?

BAUM KUNSTSTOFFE GMBH puts all this information at your disposal for your mobile devices (no matter whether it is iPad, iPhone or Android Smartphone). This is new: so far, our digital product catalogues were bound to stationary hardware (CDROMs or USB-cards) – now you only need your phone or your mobile device and you will have all technical details concerning Steel/PTFE components available!

The BAUMApp is offered free of charge to our regular customers and to interested

parties, all planned updates will be free of charge for you as well. You can download the BAUMApp using the link www.baumkunststoffe.com/download/app (it will only take you a few minutes!).

iPhone and iPad are registered trademarks of Apple Inc., Android is a registered trademark Google Inc..

You will find the BAUMApp in the Android market (Google Play) or in the Apple iTunes Store after entering the search terms "BAUM" or "PTFE".

During the ACHEMA in Frankfurt we offered you the possibility to test the BAUM App with the available information on our piping parts on the iPads laid out in



the counter area of the BAUM exhibition booth.

Switch between up-to-date information and technical details concerning our components. Therewith, BAUM KUNSTSTOFFE GMBH provides an innovative solution for the mobile world of tomorrow.