



Aiming for the Future



Area of Application and Organization:

The Management Manual is part of the entire documentation on the Management System of the Wieland Group. The organizational structure and responsibilities within the company are defined in organization charts, process descriptions and further documents.

A matrix certification in accordance with the requirements of DIN EN ISO 9001:2008 is available for the integrated management system of the Wieland Group. Any further requirements of standards such as DIN EN ISO 14 001, EMAS, ATEX or the rules for the automotive industry have been integrated accordingly, proof of which is given by the relevant certificates.

The Management Manual is issued in the languages German and English.



**contacts
are
green.**



▲ Bamberg Headquarters



◀ Sales and Marketing Center in Bamberg

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The Wieland Group



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◀ **Plant II**
Exterior view



The Wieland Group

The Structure for Success



Wieland Group

Wieland Division

Wieland Electric GmbH Germany

Plant I Brennerstraße, Bamberg

- Administration
- Development
- Assembly

VMC Benzstraße, Bamberg

- Sales and Marketing Center

Plant II Rodezstraße, Bamberg

- Plastics manufacturing
- Metal working
- Technical training center
- Electroplating

Plant III Neuerbstraße, Bamberg

- Cable pre-assembly

Plant IV Reckendorfer Weg, Gerach

- Electronics manufacturing

Wieland Electric International

Wieland Electric Inc.
Burgaw N.C., USA

Wieland Electric Inc.
Oakville, Ontario,
Canada

Wieland Electric Ltd.
Guildford/Surrey,
Great Britain

Wieland Electric SARL
Croissy sur Seine,
France

Wieland Electric S.r.l.
Settimo Milanese,
Italy

Wieland Electric S.L.
Barcelona, Spain

Wieland Electric SP. z.o.o.
Poznan, Poland

Wieland Electric s.r.o.
Sokolov,
Czech Republic

Wieland Electric Trading
Soho City, Shanghai,
China

STOCKO Division

STOCKO CONTACT GmbH & Co. KG

Wuppertal Plant Germany

- Sales and marketing

Hellenthal Plant Germany

- Development
- Punching
- Plastic molding
- Assembly
- Processing technology

Andlau Plant France

- Development
- Punching
- Plastic molding





The Wieland Group Strong Together

The **Wieland Group** is one of the world's leading companies in the field of electrical connection technology. The Group owns more than 500 patents while its key portfolio consists of the German companies Wieland Electric GmbH in Bamberg and STOCKO CONTACT GmbH & Co. KG in Wuppertal making it the market leader in its industry.

The subsidiaries are optimally positioned in the market. As a manufacturer of "pluggable electrical installation systems", **Wieland Electric GmbH** has been the market leader in building system technology for decades. Whether in the Petronas Towers in Kuala Lumpur or in the Frankfurt skyline – Wieland products are used to fulfill the most demanding requirements in connection technology. With its new **podis®** system and other innovations which are pointing the way in control cabinet technology, Wieland is one of the leading manufacturers in the field of automation technology.

STOCKO CONTACT GmbH & Co. KG is one of the biggest European manufacturers of connector systems in crimp and IDC technology as well as of crimp contacts and solder-free connectors. The spectrum of applications comprises the appliance and automotive industry, industrial and consumer electronics, control engineering and electrical engineering, as well as telecommunications and data processing. In addition, STOCKO is leading in numerous other industries - for example in new pluggable technologies for pay TV systems.



The company group's success is based on its motto:

"Our products and services uncompromisingly focus on our customers' requirements. We provide integral solutions which are tailor-made and customized to the specific tasks and lead to our joint success."



The Wieland Group

The Companies

▶ **Wieland Holding GmbH**
Wieland Electric GmbH
Plant I

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Plant II

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◀ **Wieland Electric GmbH**
Plant III

Neuerbstraße 13
 D-96052 Bamberg

◀ **Wieland Electric GmbH**
Gerach Plant

Reckendorfer Weg 33
 96161 Gerach



▶ **Wieland Electric GmbH**
VMC (Sales and
 Marketing Center)

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The Wieland Group

Successful Worldwide



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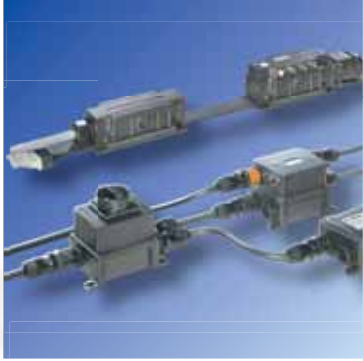


We export approximately 58% of our production. With its thirteen subsidiaries and a network of competent sales partners, the Wieland Group is present on all continents.

A workforce of around 2,000 people is active worldwide.



Products and Product Groups For Today's Requirements



Products and Product Groups

Innovations for the Future Markets



Industries and Business Fields Tailored to the Global Market

In the field of electrical connection technology, **Wieland Electric** is one of the global market leaders. Wieland makes connections on the interfaces of electrotechnical devices and systems – throughout all industries and industrial sectors.

Our competence, our readiness for innovation and our staff's motivation have made us the company we are today. **STOCKO CONTACT** is one of the major and most reliable European manufacturers of electromechanical components.

For further product information please visit our websites at www.wieland-electric.com and www.stocko.de and also see our catalogs and brochures.

Visit our e-catalog and use our product databases online. This is what the future looks like.



Industries and Business Fields

Well-Positioned for all Requirements



DIN rail terminal blocks

- Mechanical engineering
- Power supply
- Traffic engineering
- Automation
- Installation technology
- System engineering

Terminal block assemblies

Appliance terminals

- Luminaires
- Electrical appliances

Electronic components

- Mechanical engineering
- Installation technology
- Fieldbus technology
- Safety technology

Connector systems

- Exhibition and store construction
- Heating technology
- Pluggable electrical installation
- Office communications
- Technical facilities management
- Luminaires
- Solar technology

IDC/crimp connector systems

- Household appliances
- Telecommunications
- Consumer electronics
- Heating technology
- Automotive
- Industrial electronics

Solder-free connections

- Industrial electronics
- Automotive

Industrial multipole connectors

- Mechanical engineering
- Mining
- Automation technology
- Power supply

PCB connectors

- Automation technology
- Device connection technology
- Communication technology
- Measuring technology
- Control technology

Software

- Software
- Planning software

Power distribution

- Power supply



Company Policies and Politics

Our Future



Company Policies and Politics

Always Focus on the Goal Ahead



Strategic orientation

We see ourselves as a competent partner for electromechanical and electronic products for power and signal distribution and its management in industrial automation and building technology.



Company culture

Our activities are determined by our businesslike and customer-related thinking. A spirit of teamwork, mutual trust and respect for the individual's dignity form the basis of our behavior.



Customers

We strive for a high flexibility in order to permanently adapt to the market needs and optimally serve our customers any time. We give priority to innovation closely working together in partnership with our customers.

We want satisfied customers who enter into a long-standing relationship with our company.



Staff

With capabilities and commitment, our staff members highly contribute to our company's success. Future-focused workstations in a creative and innovative environment are the basis for successful action.

We want satisfied staff members who highly identify themselves with the company and its objectives.



Company Policies and Politics

Quality and Environment



Company Policies and Politics

Continuous Improvement



Quality and environment in context

We want to manufacture products within controlled processes that meet all market requirements for the defined target applications and industries.

Furthermore it is our obligation to meet the legal requirements.

Quality is a task for all of us, both for our managers and for our staff. It requires a conscious commitment and active cooperation across the departments and functions.

We understand that environmental protection is a quality characteristic. The respect for the interest of man and nature represents our obligation to see our responsibility and commit ourselves to environmental protection..



Continuous improvement

Continuous improvement is our focus and includes our staff and all the processes in the company, while it does not replace the necessity for innovation. Improvements are related to, for example, quality, price, service, delivery reliability, and they support our pursuit of customer satisfaction



Strategic Planning and Goals Platform for Improvement



Shaping Visions and Plans

Review and Continuous Improvement



Vision, mission and areas of activity

The vision and mission are designed in the company's managing boards. Based on these the areas are derived in which the management will become active.

Basic strategic planning and the three-year strategic dialog with all its managing areas and locations derived from it are performed every year.

The budget and the scorecards are derived from these and reviewed periodically in business meetings. These reviews also serve as the platform for a continuous improvement process on management level.

**Vision, mission and
areas of activity**

**Strategic planning of the
business units and Sales**

Three-year strategic dialog

Budget planning

Scorecards



Structure and Design

Interaction Desired



Process-focused management system

Manufacturing of technical high-quality products and continuous improvement of environmental performance are supported by a process-focused management system.

Both the management system and the entire process network are described in the Management Manual and the process maps.

The sequence and interaction of the processes are resulting from that. The degree of interaction is shown by the documentation's depth.



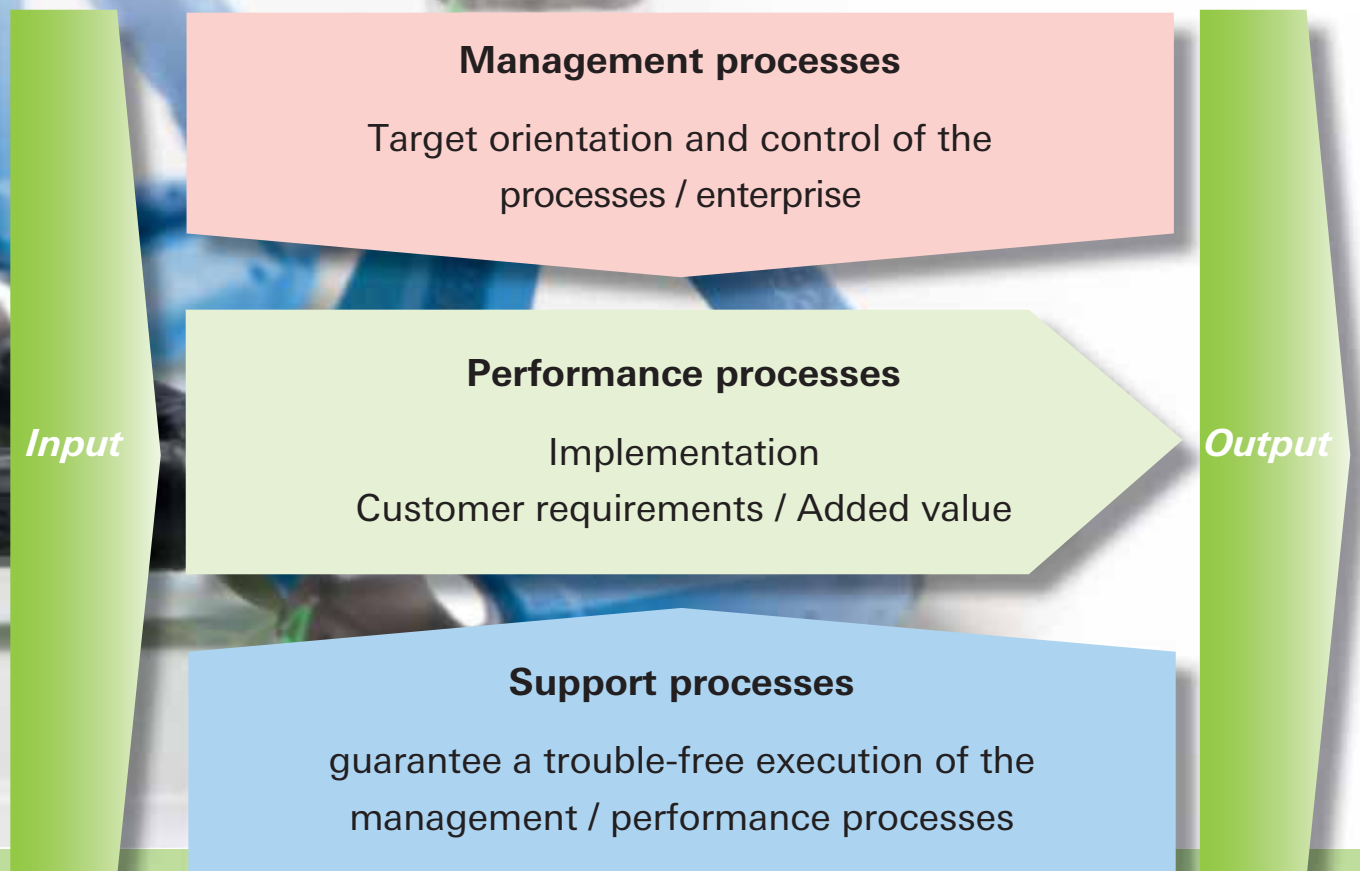
Process model

As shown in the following process model, the processes are structured into three types, i.e. the management processes, the performance processes and the support processes. A process is a sequence of steps, which creates an output from a number of inputs. The target is to create an added value and to record and quantify the process performance by means of appropriate measuring units.



Structure and Design

Management System and Process Model



Structure and Design

Process Maps of the Wieland Group



Wieland Group Process Map



Structure and Design

Defining and Implementing Improvements



Process Map Wieland Group

The entire system of processes is described in process maps, while a detailed implementation and assignment of the responsibilities is defined in Process Descriptions, Operation Procedures and Management Records. Management documents are directives.

The system of processes is based on the process map describing the Wieland Group. The task of its central performance process is to define and track the strategy, to evaluate and to continually improve. It is supported by the functions performed in the locations.

Further central performance processes such as innovation generating, product development or production and sales, are realized in the various locations.

Central processes overall are implemented as processes of the Wieland Group and are controlled centrally.



Structure and Design

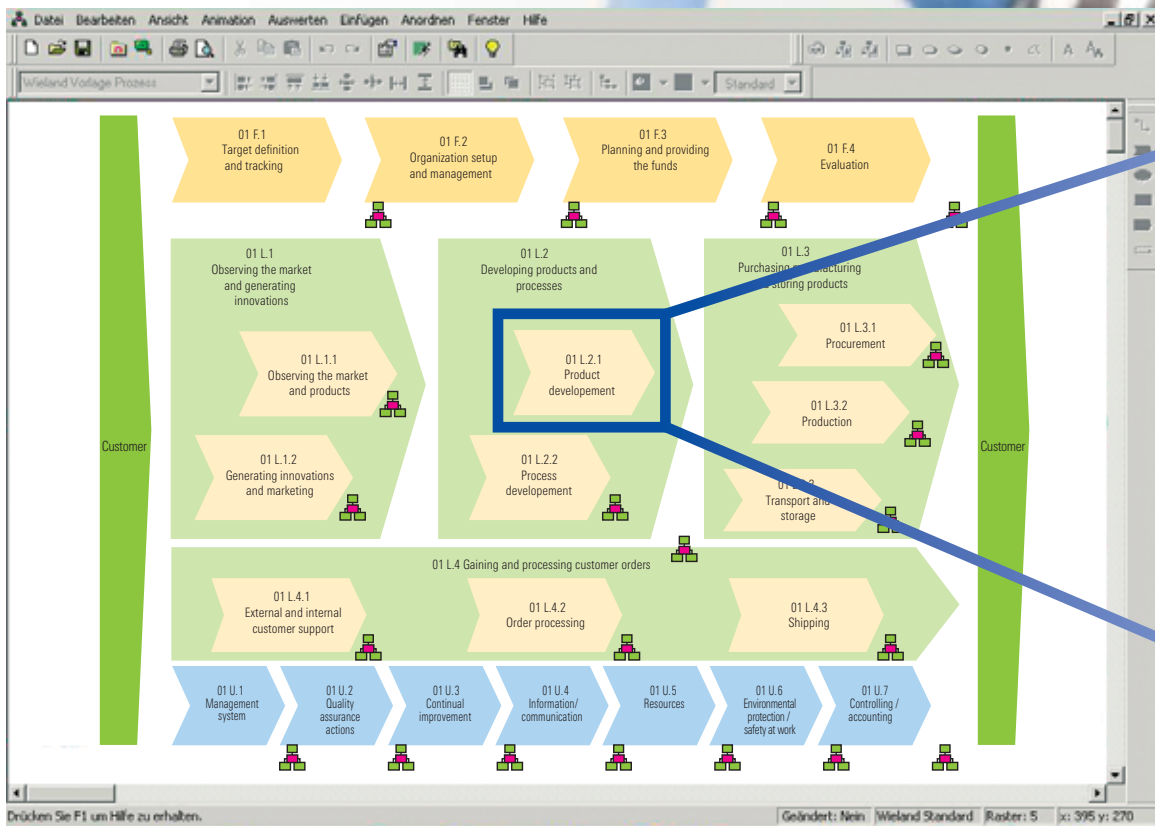
Tailored to the Individual Locations



Process maps for the locations

Each location has its own process map, by which it is enabled to meet the location-specific requirements.

The processes of target definition and tracking, which are based on appropriate key figures and measuring units and their regular evaluation, can help to show the effectiveness of the processes.



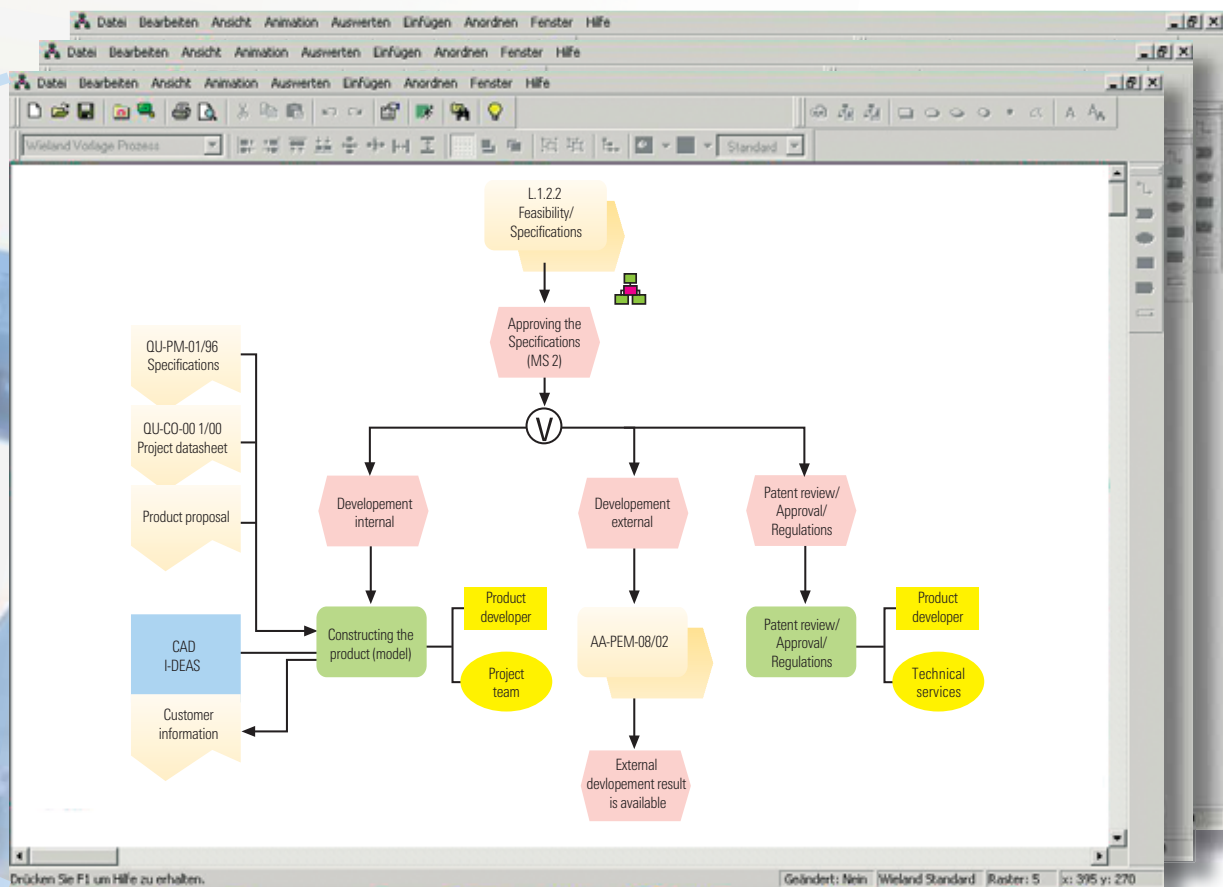
Structure and Design

Methods and Documentation



Process descriptions

A detailed description of processes and an assignment of responsibilities are documented in the Process Descriptions and the management records derived from them.



Contact partner

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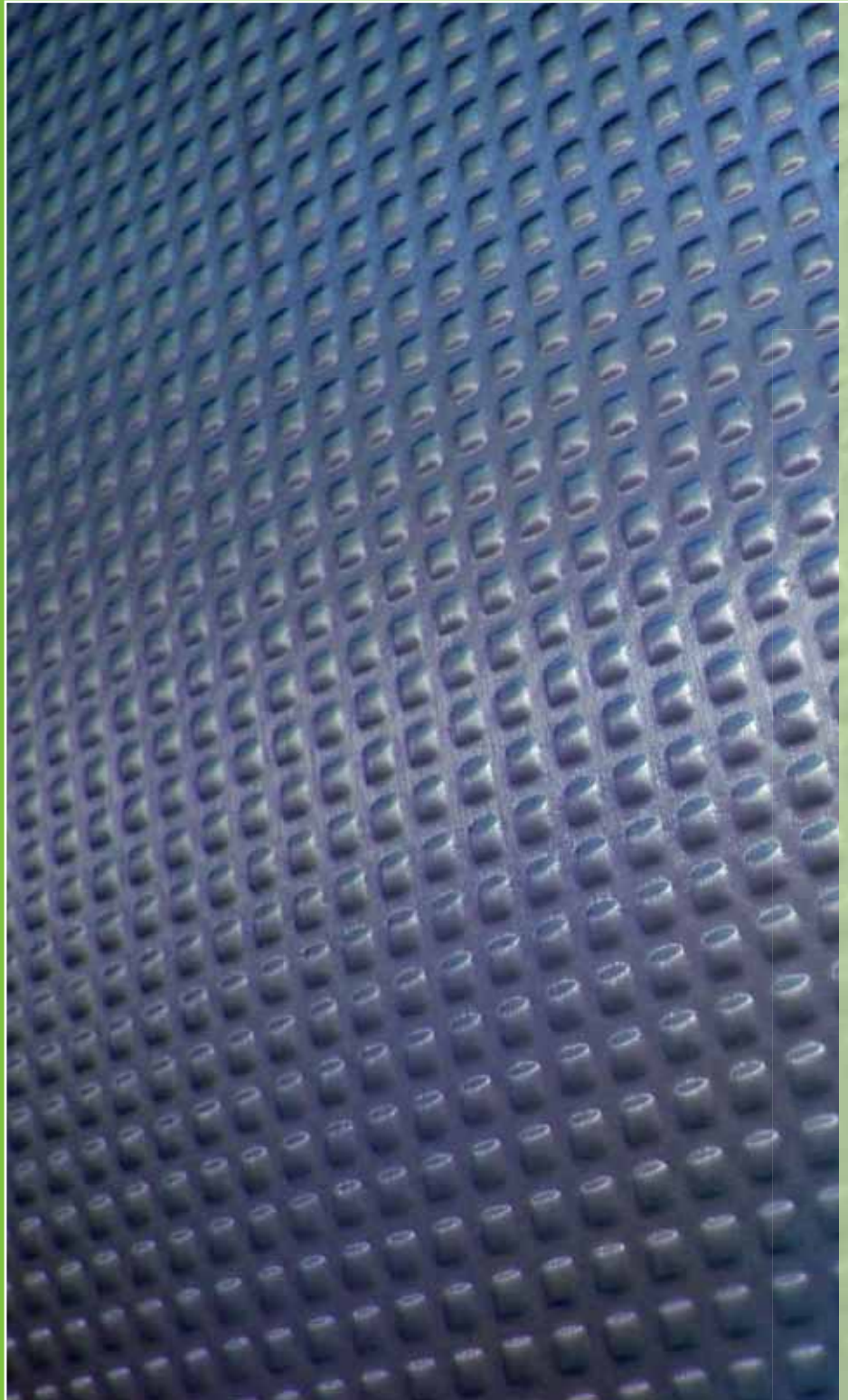


wieland

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