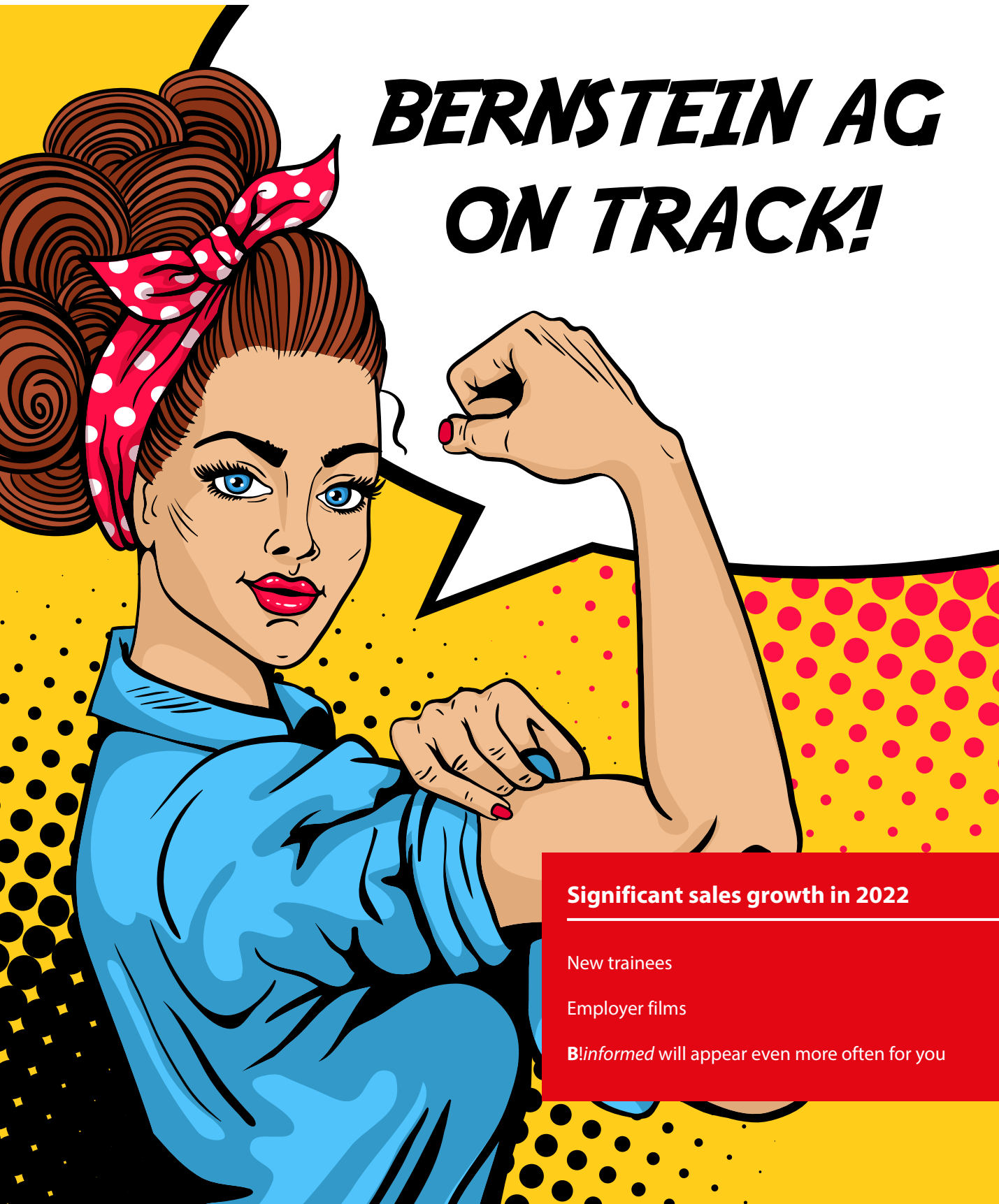


BERNSTEIN AG ON TRACK!



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Significant sales growth in 2022

Despite persistently high raw material and energy prices

With annual sales of over 70 million euros, BERNSTEIN AG has achieved exceptionally good sales growth in 2022. Compared with the previous year, sales have increased more than 10 percent. We were able to achieve our targets despite persistently high raw material and energy prices as well as supply bottlenecks in many areas of industry.

The tense situation on the procurement markets was particularly challenging last year. Thanks to forward-looking planning and the professional actions of our employees, we have succeeded in continuing to supply our customers reliably and also in winning new customers.

Achim Bernstein.



We are a traditional company that values continuity, long-term customer loyalty and consistent performance at the highest level. Our focus is on retaining and expanding our existing customers as well as on acquiring new customers. We want to be a competent, innovative and loyal partner for our customers. Loyal customers buy more, pay higher prices and recommend companies more often. We look forward to starting another successful year together with you. Let us do everything we can to make it happen.

Nicole Bernstein.



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Learn even more about BERNSTEIN
– in front of and behind the scenes –
on Facebook and Instagram.



Investments in Hartum 2023 – let's move on!

There is a lot of upheaval in this branch and various investments will also be implemented in 2023. And things already got underway in January. First, a new CNC machining centre moved into Hartum.



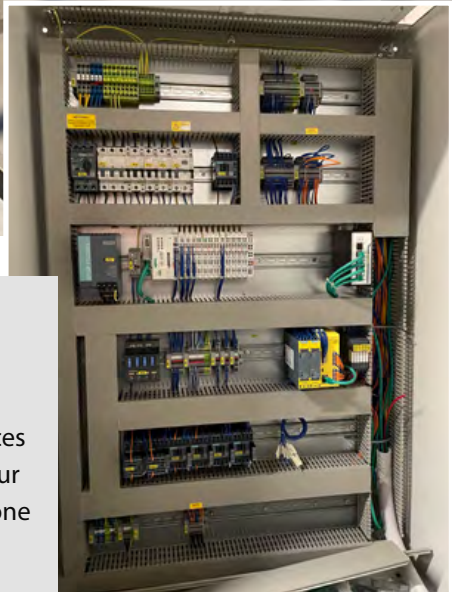
The new machining centre reduces the waste of aluminium plates for our enclosures by 40 percent (!!).

A few weeks later, the setup of the robot for powder coating began. It applies the powder coating to enclosure (parts) with consistently high quality. And it can do so really well thanks to its precise repeatability. At the same time, it uses the powder coating very sparingly, because thanks to optimum programming, hardly anything goes astray. The first of these two robots moved into Hartum in the summer of 2021.



Did you know that we also use our own products for the robots?

On the left, you can see the protective fences of the two robots are kept enclosed with our SLC so that no one can enter the danger zone while the robot is in motion. On the right, attentive observers will also find the SCR P programmable safety relay in the photo in the control cabinet.



Please create a ticket

We already reported on this in the last **BI**informed. On 8 February 2023, the time had come: the new ticket system was launched. It is intended to help organise requests to IT in order to increase the quality and speed of resolving requests in the long term.

Why is this being done?

Before the ticket system, each user reported their IT issues to different IT colleagues, regardless of whether the colleague could help with the issue or not. In the worst case, the colleague referred you to another colleague. But sometimes people were not able to reach this colleague because they were either on the phone, in a meeting or even on vacation. Inquiries also got “lost”, forgotten and delayed due to unclear responsibilities. It was not possible to inform the requester about the status.

This is exactly where the ticket system, in combination with the changed organisation is meant to help. We now have a central point of contact where people can report IT queries as easily and conveniently as possible.

”

A ticket system optimises processes and increases organization within the IT department. This makes it possible to process service requests more efficiently, which in turn is noticeable in the speed of problem resolution for users.

Marcel Kohlmeier, IT, 1st-level-support



“

”

A ticket system provides structures that was not there before and improves communication with the user. They don't have to go through half the department to get their problem to the right place; instead, they receive feedback and the right contact person right away.

We first have to come to terms with these internal changes. For me personally, a ticket system is something completely new. I am curious to see how this solution will be used.

Pierre Salge, IT, 2nd-level-support



The screenshot shows a web form for creating a ticket. It has a header with 'Ticketvorlage' and 'Mandantname'. Below that are three main input fields: 'Betreff', 'Beschreibung', and a large text area for details. At the bottom right, there are two buttons: 'Erstellen' and 'Abbrechen'.

What do I have to do if I have a request for IT?

There are three different ways, to get in touch with IT:

- 1. Self-service portal:** a share point page with access to the ticket system is available to you (<http://intranet/IT-Service/default.aspx>)
- 2. Email:** as in the past, you can simply send an e-mail. However, this is no longer sent to a specific IT employee, but to servicedesk@bernstein.eu
- 3. Hotline number:** You call the well-known Hotline number: 999

Trainee vibes and a breath of fresh air

With Jan Mabrouk, BERNSTEIN has employed the first trainee in the company for many years – news that quickly spread among employees and was received positively throughout. Since November 2022, he has been continuing his training as an IT specialist for system integration in the second year of his training in our IT department. He was followed in February 2023 by Niklas Ullmann, an IT specialist trainee for data and process analysis. And – this much can be revealed – there are promising signs that even more trainees will soon strengthen the BERNSTEIN team. The job advertisements have only been out for a few weeks and the first applications have already been received.

These are the training occupations for 2023 and 2024:

Industrial clerk (f/m/d)

Tool mechanic (f/m/d)

Electronics technician for devices and systems (f/m/d)



My name is: *Jan Mabrouk*

My age: *21 years*


My training occupation:
*IT specialist for
System integration*

This is how I became aware of BERNSTEIN:
*Already known for many years, as I live in
the nearby area*

My activities include:
*Provide first level support at the IT service
desk, assist employees with IT issues, and
support the company's internal IT*

My colleagues are: *Unique*

My motto: *Fun at work is the most
important thing of all!*



My name is: *Niklas Ullmann*

My age: *19 years*


My training occupation:
*IT specialist for
Data and process analysis*

This is how I became aware of BERNSTEIN:
*Through a work colleague who switched to
BERNSTEIN before me*

My activities include:
*First-level support in the service desk,
internal support in IT*

My colleagues are: *Kind and helpful*

My motto: *Never stop learning*

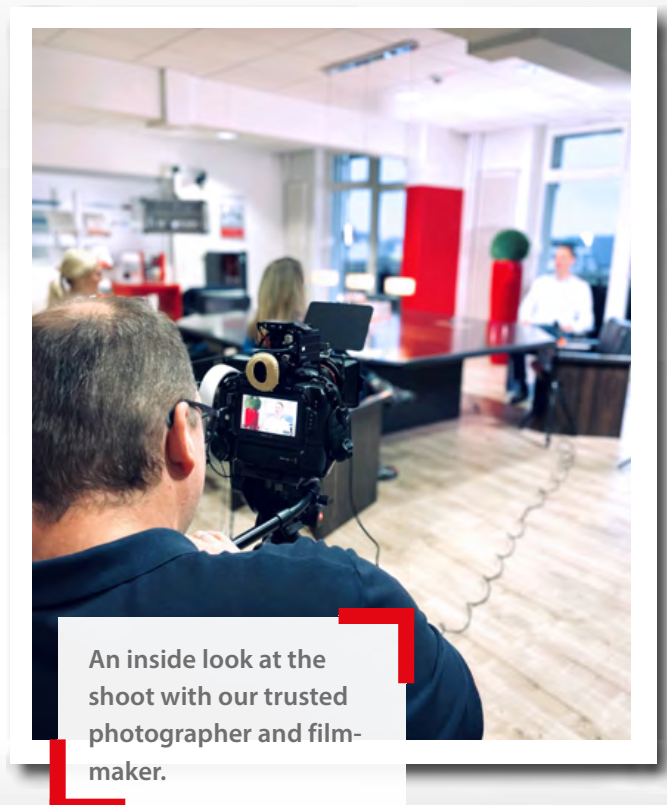


Two films. One message: »BE.ONE.TEAM — BE.BERNSTEIN«

Some of you had been eagerly awaiting the release and here they are:
Our two employer films, which were shot during two days of filming and with the invaluable support of colleagues from Hartum and Hausberge.

THANKS for your support. It was incredibly fun to get this project off the ground and we hope that everyone will now enjoy watching the films at least as much as we enjoyed making them.

In order to achieve the highest possible response, we are grateful for every "Like", "Share" and "Comment".



An inside look at the shoot with our trusted photographer and filmmaker.

What is safety technology?

The industries of this world use countless machines, plants and processes. SAFETY is the number one priority, to protect the operating processes and, above all, the people who work there. That's why there are standards in all industries to protect people and machines, and safety technology for a great variety of requirements. And there is a strong partner for all of them: BERNSTEIN! So far so good, and so familiar to all of us who work at BERNSTEIN.

But how can we explain these connections to others?

As of now, there is a very simple answer to the questions

"What does BERNSTEIN actually do?"

*and **"Safety technology – what is it?"***

*And the answer is: **"Watch this film."***



Likes, shares and comments are ever so welcome and gratefully received.

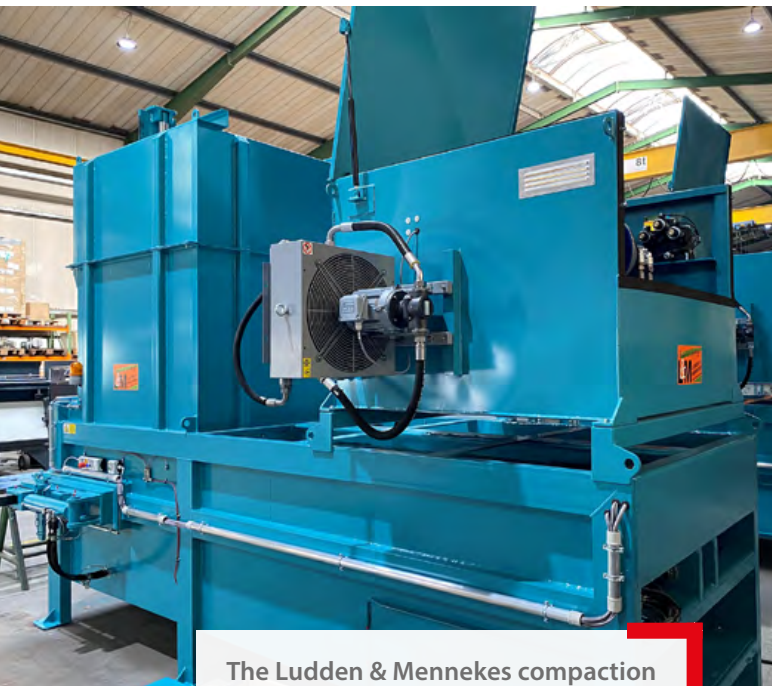


Off to the waste press? Smart safety technology for the disposal industry

45 million tonnes of waste are produced by Germans alone every year – if you were to load this amount into waste collection vehicles and place them one behind the other, they would reach around the entire earth. As a mechanical engineering professional specialising in environmental technology, Ludden & Mennekes designs, constructs and implements systems for use in the waste disposal industry. For one of these, the company wanted to rely on smart safety technology and thus enlisted BERNSTEIN AG as a partner.

The application

The people who are responsible for waste at Ludden & Mennekes see it as a valuable raw material. Recycling this raw material, sophisticated plant solutions, the development and implementation of which they are committed to. The stationary compaction plant of the KBW series, for example, offers such a solution. It is used where larger quantities of residual materials and recyclable raw materials need to be compacted before transport. This enables optimal utilisation of the permissible load of a transport vehicle and thus cost-effective transport. The system is suitable for compacting residual, commercial and green waste, and film, paper and cardboard.



The Ludden & Mennekes compaction plant is used where larger quantities of residual materials and recyclable raw materials need to be compacted before transport. BERNSTEIN implemented the safety technology for the plant.



The safety technology

BERNSTEIN AG from Porta Westfalica assisted the manufacturer with the implementation of safety-related solutions for a smooth and safe compaction process.

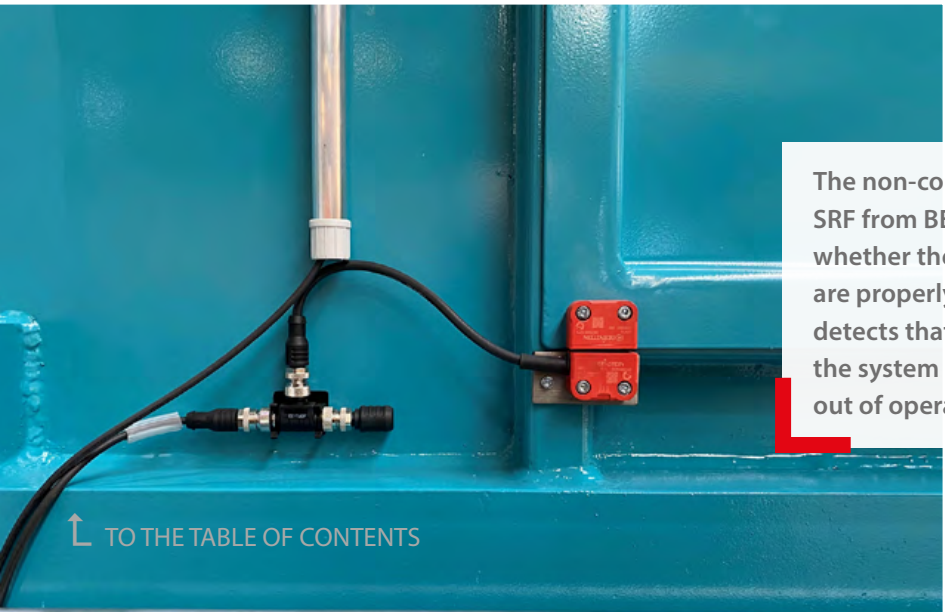
PRODUCTS IN ACTION | Ludden & Mennekes

Specifically, several contactless RFID safety sensors (SRF) are used at the compaction plant of the company Ludden & Mennekes. They take over the task of checking whether four different maintenance flaps are properly closed. If the SRF safety sensor determines that this is not the case, the system cannot be put into operation. In addition, the smart SRF sensors help to find the unlocked flap accordingly quickly in order to rectify the fault. This is because BERNSTEIN focused specifically on the diagnostic system associated with the sensor during development: It reads a large amount of data and makes it available centrally and flexibly. Another SRF safety sensor performs an extremely important function inside the compaction plant: "When the plant is restarted after a malfunction, it must be ensured that the compaction ram, which compacts the waste, returns to a safe position. This simple safety function prevents serious accidents and guarantees a defined start position so that the safety protocols function cleanly," explains Robert Thesing (BERNSTEIN AG),

who is the on-site contact for the Ludden & Mennekes managers. Checking whether the stamp has reached its safe position inside the system is also one of the tasks of a noncontact SRF safety sensor from BERNSTEIN.

The challenge

"In the case of the Ludden & Mennekes compaction plant, there was a requirement to integrate an external conveyor belt leading to the compaction plant as well as an emergency stop installed on it. Requirements of the Machinery Directive for a safety-related link had to be implemented. Finally, it is crucial that the conveyor belt and the compactor "work together" and that the current status of the other is known. If, for example, the conveyor belt is unstopably conveying waste into the system, but the system is just not ready for operation because, for example, an SRF sensor has detected a malfunction, this is an unfavourable interaction that should be avoided at all costs," as Robert Thesing explains the challenge for BERNSTEIN.



The non-contact safety sensors SRF from BERNSTEIN check whether the maintenance flaps are properly closed. If the SRF detects that this is not the case, the system is immediately taken out of operation.

PRODUCTS IN ACTION | Ludden & Mennekes

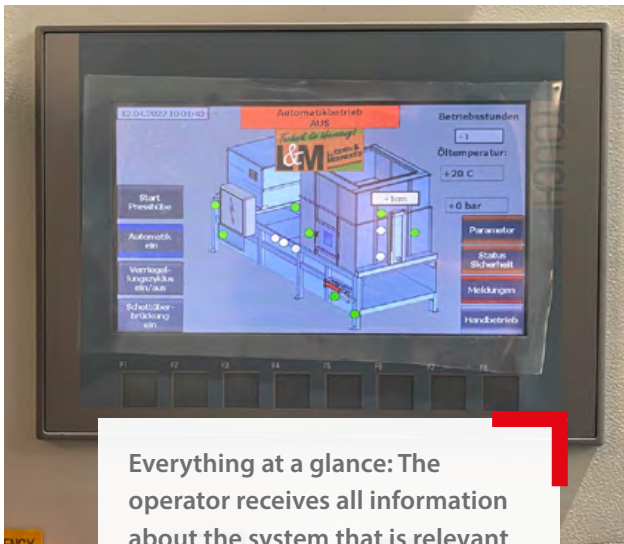
The solution

An individual customer solution was found even for this issue. Among other things, the BERNSTEIN SCR P evaluation provides a remedy.

Where as many as eight safety relays were previously used in the compaction plant, the SCR P alone now replaces a total of six. Two more remain for the conveyor belt and the emergency stop installed on it. "On the one hand, the SCR P can save costs for hardware.

On the other hand, the wiring effort for the customers is considerably lower, which saves a lot of time. By combining several safety relays in a single device, the SCR P takes up significantly less space in the control cabinet. Thanks to the intuitively operable software, programming is no problem at all for the user," explains Robert Thesing.

Of course, diagnostic data also play an important role in the SCR P. It is made available to the user via Ethernet protocol.



Everything at a glance: The operator receives all information about the system that is relevant for operation clearly on a display. It is also easy to see which SRF safety sensor is reporting a fault.

”

“We see ourselves as a solution provider and provide our customers with scalable electronic safety solutions. Depending on the application and requirements, different components can be combined to eventually form a SMART Safety System that is perfectly tailored to individual needs. During the development of the system, special emphasis was placed on the patented DCD diagnostic system, which provides comprehensive data of each connected device and thus makes each machine SMART,”

Robert Thesing explains BERNSTEIN AG's approach.

“



The SCR P evaluation minimises the wiring effort and significantly saves space in the control cabinet by combining several safety relays in a single device.

ACTIONS AND EVENTS | Trade fairs / Coat rack / Employee offers




... was the motto for two colleagues already within the first weeks of the new year. Marvin Schinkel and Robert Thesing were on hand in January to answer questions about our products from all visitors to the “all about automation” trade fair.

141 exhibitors and 1,762 trade visitors made “all about automation” the competence centre for automation technology in northern Germany over two days. Qualified advice, searching and finding the best automation solution, examining new products, expanding one’s own network – all this characterised the two days of the trade fair in Hamburg.




This creative idea for a coat rack a la “BERNSTEIN” came from our colleagues in China. Thank you, Jan Aßmann, for sending us the photo. We like the idea. 😊



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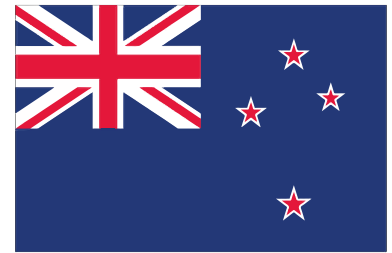


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20% RABATT

[ZUM ANGEBOT >](#)

On the other side of the world



Greetings from Christchurch in New Zealand reached us in January with these photos from a colleague. He flew with his family to the other side of the earth to meet BERNSTEIN on the first day of his stay. Who can find the switch at the ropeway?



Congratulations

25 Years

Britta Türbsch – Safety switch assembly 05.01.1998
Markus Finger – Head of Mechanics Development DETECT 01.03.1998

35 Years

Frank Weide – CNC/Mech. Manufacturing/Paint Shop 18.01.1988

40 Years

Volker Brockmann – Warehouse 09.02.1983

ANNIVERSARIES



RETIREMENTS

Thanks for everything Retiring employees

Ronald Walting – 31.12.2022, Warehouse
Brigitte Grothe – 28.02.2023, Cleaning
Joachim Ulfik – 28.02.2023, Development DETECT
Gudrun Drinkuth – 31.03.2023, Cleaning
Angelika Lohstroh – 01.04.2023, Logistics



EXITS

Goodbye Farewells

Michael Heinrich – 31.12.2022, Development DETECT
Christian Kolkhorst – 31.03.2023, Quality assurance
Wolfgang Perzlmeier – 31.03.2023, PROTECT sales representative

NEW EMPLOYEES

Welcome to BERNSTEIN New employees

Natalie Moor – 01.01.2023, Quality assurance

Bajram Rizvani – 01.01.2023, Warehouse

Mohammed Alyounes – 01.02.2023, Warehouse

Servet Cetin – 01.02.2023, C14-Plant

Niklas Ullmann – 01.02.2023, Trainee for IT Specialist for data and process analysis

Mazen Obeid Shaikh – 16.02.2023, Warehouse

Hazret Akyüz – 16.03.2023, Switch assembly

Swetlana Derksen – 16.03.2023, Switch assembly

Figen Bahcetepe – 01.04.2023, Switch assembly

Tatjana Janzen – 01.04.2023, Sales DETECT



CHANGE

Good luck Change of workplace

Oliver Kossmann – Head of Sales Benelux for PROTECT and DETECT (in addition to his position as Head of Techn. Order Processing, Sales and Product Management PROTECT)

Florian Göpfert – Group Manager Mechanical Development DETECT

FURTHER TRAINING

Congratulations Completed further training

Johann Pankratz – Certified machine safety expert

Stefan Requardt – Certified machine safety expert



New year – new happiness

There is a slight change to our employee newsletter this year. From now on, **B!informed** will be published 4 times a year because we would like to include even more topics and share them with you regularly and promptly. In addition, we will continue to work on the digital possibilities for **B!informed**. We are planning the next issue for the end of June. If you have any topics you would like to read about in the June newsletter, please feel free to contact us with your suggestion.

Until then, we wish you a wonderful time.
Enjoy the spring.

Your marketing team

Imprint

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Also, submit
contributions,
photos, articles
or comments for
our next issue!

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