

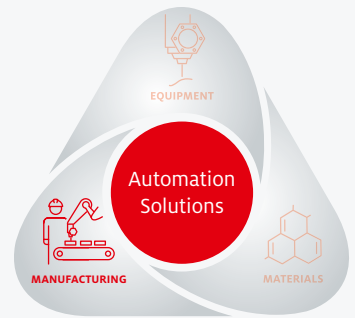
# CONTRACT MANUFACTURING

Your reliable partner for automated sealing,  
bonding and potting



# No matter how complex your task is – we make it easy for you!

Everything from a single source with the Sonderhoff-portfolio



Henkel is the specialist in leading technology markets and various industrial sectors. We have many years of experience in the development and manufacture of application-specific chemistry and innovative mixing and dosing machines.

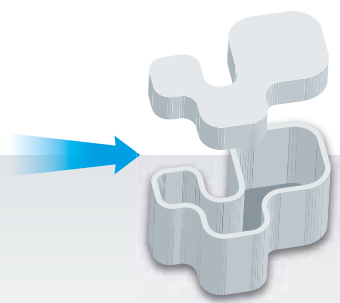
Our dosing technology and material systems are precisely coordinated with each other for customer-specific applications. As a result, the processing and application of these material systems for the components is precise, safe and efficient for high-quality gasket foaming, bonding and potting.

In partnership, we enable you to use this unique know-how in our contract manufacturing. You will fully benefit from this in the following aspects:

- Reliable partner for outsourcing complex production processes
- Ensuring the highest quality standards in the process and production
- Flexible and fast reaction to changing requirements

No matter what you decide, whether to manufacture in-house with our dosing systems and material or to outsource part of your production to one of our plants, we allow you to concentrate fully on your core business.

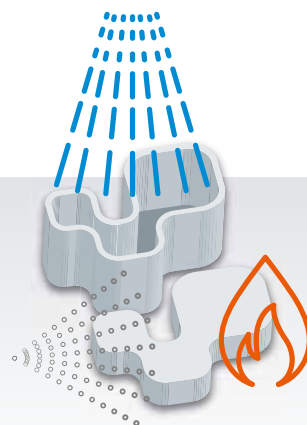
## FAST AND COST EFFECTIVE IN TERMS OF PROCESSING ...



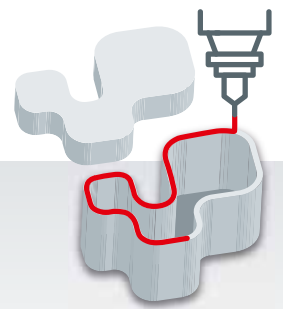
Component delivery



Incoming inspection



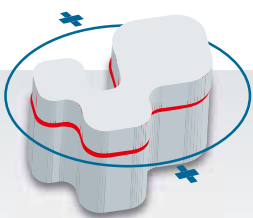
Optional pretreatment of parts  
(priming, flame treatment, plasma, cleaning)



Machining of components  
(sealing, bonding, potting)



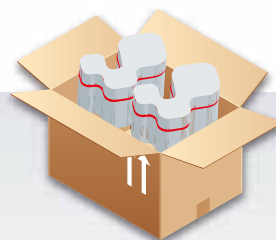
**... FLEXIBLE AND RELIABLE IN THE SUPPLY CHAIN**



**Additive  
manufacturing steps**



**Quality control**



**Packaging**



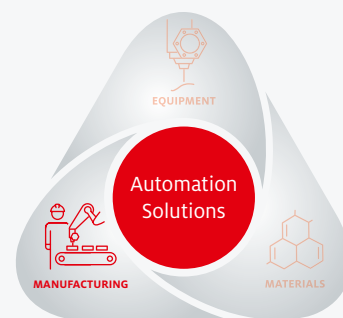
**Dispatch  
to client or end customer**

# The right option at any time

Contract manufacturing as an integrative part of the life cycle of your product



# All-round supplies



True to our philosophy, “Understanding requirements, developing together, sustainable accompaniment”, the focus of our actions is always on benefiting you. We offer you technical system solutions from a single source whose modular structure satisfies the highest customer-specific industrial requirements. Furthermore, our highly experienced team provides you with continuous and expert advice on all phases of your products’ life cycle. In doing so, we always keep the big picture in focus for you: the added value for your product and your company.

In the early life cycle phase, you benefit from our support in the design of your product and the opportunity to perform valid tests under near-series production conditions. At the very beginning, we will also provide you with comprehensive advice on the most suitable manufacturing and logistics concept. Our long-standing experience of handling complex supply chains enables us to respond to the specific process steps you require. This ensures the optimum supply flow at our contract manufacturing plants according to your dynamic production requirements.

As soon as a product is established in the market, other requirements come into play. In order to ensure a reliable supply to your customers, you must now be able to flexibly react to fluctuations and exceptional situations rather it is unforeseen peaks in demand or sudden emergencies. As your manufacturing partner, you can always rely on us. We ensure stable series production for you.

When your product reaches the end of its life cycle, there are other tasks to be performed for which we also offer the right solutions. For the production and long-term supply of smaller required quantities of discontinued product ranges for your customers, you can depend on our locations without using your important resources in the process.

### **Experience of the industry, process know-how and technology expertise**

We deliver the best results even for complex tasks because we are also the manufacturer of the **dosing machines** and the developer of the **material systems** for our **contract manufacturing** solutions.

**The Sonderhoff-portfolio – Everything from a single source!**

## Safety and flexibility for all demanding industries

As our partner you benefit not only from the unit price.

We save you additional space requirements, manufacturing processes and the search for the corresponding production specialists. At the same time, we offer you reliable production processes for your complex component requirements. In other words, more certainty and a convenient solution for high production quality.

From the perspective of the total costs of ownership, the following business management aspects have to be taken into account – irrespective of the number of units to be produced:

**It is expensive to maintain the production capacities for peaks in demand.**

With a large number of mixing and dosing systems in multishift operation, we offer you the production flexibility that you expect during order peaks or a lack of production capacities – with great reliability and just in time. We adapt to the complexity of your supply chain.

**It is difficult to find skilled workers for specialized processes.**

Concentrate on your core business – we will take care of the skilled workers with FIP(FG) / Formed-In-Place (Foam-Gasket) know-how and ensure the high level of training of our machine operators through special training courses and further education measures.

**It requires a great deal of effort to manage the full range of component-related requirements.**

We offer the highest manufacturing quality according to the certified ISO 9001 Quality Management System for components of low to high complexity and assume the manufacturing risk.

**There is no space available for more operating equipment in the short term – and the creation of more space is too expensive.**

Take advantage of our resources – from a standing start, so to speak. The shortest start-up times enable an almost immediate production start.

**You have not processed any chemicals at your production sites so far, and you would not like to introduce any chemical production processes.**

We are set up to handle chemical products and satisfy all of the associated requirements – including storage and disposal.

**Provide us with a challenge!**

*Genuine added value*



Automotive



Electromobility infrastructure



Luminaires & Lighting Technology



Kitchen and household appliances



Air conditioning and ventilation technology



Cabinets

## Proven millions of times in high-quality products

Through stringent quality management – certified according to ISO 9001

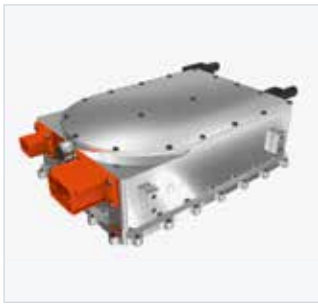
Only the perfect interplay between the dosing system and material offers the highest levels of reliability for your components. In order to implement this in the best possible and reproducible manner, our processes start early in the design and prototype production phase. With consistent quality management and our decades of experience from countless applications, we are able to develop solutions that meet your technical and economic requirements in an ideal form. We will also be pleased to take over further additive manufacturing steps upon request. This enables everything from a single source and provides unsurpassed benefits in terms of speed, flexibility, reliability and quality.

We solve the complexities that arise in conjunction with your application in an unbureaucratic manner and with our deep understanding of the Formed-In-Place (Foam-Gasket) technology and our unique capabilities to tailor this to your requirements. However, the support we provide to our customers goes far beyond simply taking over the production process. You benefit from our support in handling the supply chain and logistics, through the option of dispatching the items from our series production directly to the end customer, up to on-demand production. This is performed without any significant qualification effort making it fast, direct and spontaneous.

True to our philosophy, “Understanding, implementing and sustainably supporting your requirements”, we provide sealing, bonding and potting solutions for your components according to your individual requirements. Our customers come from the most demanding industries – from automotive and e-mobility, through photovoltaics, household appliances and electronics, to air conditioning and ventilation technology, switch cabinet construction and lighting – to name just a few. With the knowledge acquired during this process and the ingenuity of the entire company, we can certainly assist with solving your task in line with market requirements. We always keep the big picture in focus for you: the added value for your product and your company.

# *Mature processes*





EV onboard charger



EV DC/DC inverter



PV inverter



EV charging station



Front headlights



Stop light / CHMSL



Washing machines



Dryer



Potting plug



Air conditioning panel



Heat exchangers



Vacuum cleaner



Switch cabinet door



Plastic electrical housing



Switch cabinet filter element



Switch cabinet door handle



Street lighting



Linear luminaires



Information lights



Explosion-proof luminaires

# We support you worldwide according to the highest quality standards

In cooperation with our long-standing partners, more than 30 machines are available globally for your use. The locations are being further expanded internationally.

**KOLO, POLAND**  
External Subcontracting Location

**LONDON, GB**  
External Subcontracting Location

**COLOGNE, GERMANY**  
Center of Expertise

**ELGIN, ILLINOIS, USA**  
Regional Hub

**RICHMOND (KANSAS CITY), USA**  
Regional Hub

**DORNBIRN, AUSTRIA**  
Center of Expertise

**BARCELONA, SPAIN**  
External Subcontracting Location

**OGGIONO, ITALY**  
Regional Hub

**INCHEON, KOREA**  
External Subcontracting Location

**SHANGHAI, CHINA**  
Regional Hub

**PUNE, INDIA**  
Regional Hub

**PUNE, INDIA**  
External Subcontracting Location

**SÃO PAULO, BRAZIL**  
External Subcontracting Location



# Global presence

Every year, more than 300 million seals are manufactured in more than 50 countries using products from the Sonderhoff portfolio. At our “Centers of Expertise” and “Regional Hubs”, our specialists offer application engineering advice, e.g. on the selection of a suitable material system and the sampling of your components, as well as project management for dosing systems and automation. You will receive training from us on how to handle the FIPFG technology and we will support you with the selection of spare parts and a regular service offering. Furthermore, we will be pleased to take over parts of your production for you – from small to large series – at our subcontracting locations.

Sales staff at all other Henkel locations worldwide will also be happy to answer any questions and provide you with further information on our sealing, bonding and potting solutions. We look forward to hearing from you.



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Get in contact with us



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