



# The TOPP project

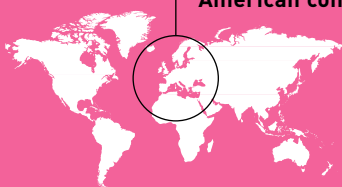


**Mathieu Granger** (on the left) and **Bryan Johnson** (on the right) TOPP project correspondent and TOPP project manager USA

**The project, TOPP (Total Optimization of Portfolio Profitability), has to reduce the number of product references and simplify the different product ranges in order to lower shop costs and improve operating margins. This project has implications for all members of personnel, at every level of the company, and in every country where it is present.**

**In terms of practical organization, TOPP is run by a multidisciplinary steering committee, and depends on a fully dedicated project team.**

**Each product range is thus thoroughly examined and undergoes the same process of analysis, defined by a rigorous methodology, which covers everything from project kickoff to implementation to final control of the actions decided. Initially only concerning Europe, TOPP has since been extended to the North American continent.**



## Sites

- Argentina
- Austria
- Belgium
- Brazil
- Czech Republic
- France
- Germany
- Hong Kong
- Hungary
- Italy
- Malaysia
- Mexico
- Netherlands
- Poland
- Slovakia
- Slovenia
- Spain
- Sri Lanka
- UK
- Uruguay
- USA

## Brands/Companies

Big Ben  
Billy Boy  
Boléro  
Blausiegel  
Calypso  
Facel  
Frömms  
Mapa  
Mapa Advantech  
Mapa Professionnel  
Mucambo  
Nuk  
Söke  
Spontex  
Spontex Professionnel  
Tigex  
Virulana

## Products

Babycare and maternity products  
Baby wipes  
Biocide gauze  
Condoms  
Household, gardening and DIY gloves  
Industrial gloves  
Ironing boards  
Microfiber products  
Mops and floor cloths  
Nipples, pacifiers, bottles, and baby toys  
Non-woven cleaning cloths  
Scouring products  
Sponges  
Sponging cloths  
Wiping products

## Markets

Baby care  
Body care  
Consumer hand protection  
Floor cleaning products  
Professional hand protection  
Scouring  
Wiping

- Sales
- Production

# A new elastomer rear suspension system for mountain bikes



Jacek J. "JJ" Osmecki,  
Senior applications engineer  
at Barry Controls  
Brighton, Massachusetts  
(USA)

**A mountain bike enthusiast, "JJ" Osmecki is the author of this product idea that has just been patented in the United States. Torsion bar technology enables bicycle manufacturers above all to improve the performance of mountain bikes by reducing their weight, while damping shocks and vibrations. Discussions are underway with several mountain bike builders, who have been impressed with the simplicity of the system's design. What is more, it reduces production costs and offers more options for customizing bikes.**



Sites

- Brazil
- China
- Denmark
- France
- Germany
- Italy
- Norway
- Netherlands
- Portugal
- Spain
- Sweden
- Switzerland
- UK
- USA

Brands/Companies

- Barry Controls
- Claropan
- Deutsche Hutchinson GmbH
- Espa
- Fit Profilés
- Hutchinson SNC
- Hutchinson DFM
- Hutchinson Srl
- Hutchinson Industries Inc
- JPR
- LJF Mastics
- LJF Stillman
- Paulstra
- Paulstra Silentbloc
- Stillman Seal
- Stopchoc GmbH
- Stopchoc Ltd
- Vibrachoc S.A.

Products

- Antivibration bushings and couplings
- EMI and absorbent coatings
- Foam rubber sheets and blocks
- Hoses and assemblies
- Illuminated panels
- Noise and vibration reduction products
- Passive and active suspension systems
- Run-flat and security products
- Seals for the aerospace industry
- Sections for the construction industry
- Tires for two-wheelers

Markets

- Automotive: Body and interior
- Aerospace
- Construction and public works
- Defense and security
- Energy, chemicals
- Food, agriculture, and fishing industry
- General industry
- Health and safety
- Home appliances
- Marine
- Mass distribution
- Railways
- Sports and leisure
- Transportation
- VPC

- Sales
- Productions

**The Aerospace-Industry Activity had a good year in 2003.**

In 2003, the **Aerospace Antivibration** department, at Paulstra, conducted numerous development projects. These included:

- with Eurocopter, in the field of antivibration, the dynamic damper, TSAR, for the tail unit of the NH90, and in the field of deicing, rotor blade deicers for the EC155 and EC225;
- with Agusta, in the field of antivibration, the rotor for the AB139, and in acoustics, noise reduction for the AB139;
- with Dassault Aviation, the chassis for electronic flight controls on the Falcon F7X.

Stop Choc built the smallest metallic bushing (0.4g) ever mass produced.

Barry Controls developed and supplied:

- the support for the auxiliary power unit (APU) on the A380, following qualification by EADS of BCA engineering teams, as the best contractor for the development stage;

- a new mount for CFM engines on the Boeing 737;
- a complete engine mounting system for the new Safire Jet.

BCDI developed and supplied :

- Slipper Pad Suspension System for Freightliner M2 Program;
- General Motors medium duty integrated engine transmission mounting system;
- ECU mounting system for use on commons engines and dodge trucks.

A delegation from the United Space Alliance congratulated teams from Barry Controls Aerospace for their outstanding dedication and support of United Space Alliance, in the Space Shuttle program. In addition, a new distribution network was set up to serve the general aviation marketplace.

In the **Industry Sealing/Fluid Carrying Systems** department, Hutchinson TFI developed its customer portfolio for silicon hose in European industrial vehicles (Volvo Bus, Agco – Massey Fergusson/Fendt – and others) and penetrated new export markets, with John Deere. In parallel, the new sales approach implemented through the Fluid Transfer Systems Low Pressure Activity enabled the first orders to be obtained from PSA and Audi for corrugated hose.

In railways, and in spite of the conclusion of the Korean bullet train (TGV) program, turnover advanced briskly, thanks on the one hand to technical products, such as brake seals for extreme cold and airtight snow-protectors made of silicon impregnated fabric (LJF Stillman), and on the other hand, complete hose kits for bogies (Espa).

LJF Roubaix received its first orders for light-weight intercommunication gangways, used on Citadis tramways from Alstom.

In the **Aerospace Sealing/Fluid Carrying Systems** department, 2003 was a year of engineering studies and development. This work covered 2,500 references, which were studied and developed, mainly regarding the programs, Airbus A380 and Embraer ERJ190. In addition, four other achievements marked the period: new business with Airbus UK, certification on the incendiary test bank at Rolls Royce, certification with Boeing (authorizing both the design and manufacture of parts), and startup of the use of composite materials for weight reduction.



2

The **Defense and Security** department experienced strong growth both in Europe and, especially, in the United States. For instance, Hutchinson production increased for the vehicle program, Stryker, where it supplies complete pre-assembled wheels, including aluminum wheel rims and VFI run-flat tires. The company also received an order to equip 3,000 vehicles for the US Border Patrol.

1  
Corrugated hoses for turbo environment

2  
Freightliner principal customer of Barry Controls

Page 24:  
On board equipment suspension



1



In 2003, Hutchinson expertise received further recognition in the business of tramways, with contracts to equip the tram, Translohr, with CRF run-flat tires in the cities of Clermont-Ferrand, Padua and Aquila.

Also in 2003, a promising development was the next-generation IRF run-flat tire, which meets requirements for vehicle weight reduction. In fact, this product could be as much as 25 percent lighter than the currently referenced product, VFI, while delivering comparable performance.

The **Tire** department distinguished itself, in 2003, through its presence in the winners circle at a number of world-class events. Indeed, the winners of the Tour de France, Tour of Italy (Giro), Tour of Spain (Vuelta), World Champions race and the World Cup road race were all users of the new tires, Team Series, launched in June 2003 by Hutchinson. This achievement confirms the brand's position as the tire of choice for world-class cycling.

In the mountain bike category, the new tire, Tubeless Light, also combined performance with success, winning in the women's world championships for downhill and cross-country racing.

For 50 to 400cc scooters, the new tires, Kwarter and Spherus, now enjoy the same notoriety as PASEO and thus position the brand among the category leaders.

In 2003, the **Fit Profilés** department won new business from automotive equipment suppliers. Innovative technical solutions, developed since 2000 (double-tubing profiles, heat-welded sections, high shear-strength profiles), cellular TPE, have all been well-received by cataloguists at the French building trades show, Salon Batimat 2003, and furthermore, meet new French heat-savings norms (NRT) for the construction industry.

Thanks to the water-based varnish, Teskin®, perfected by the Hutchinson Research Center (and presented both at the Batimat and Midest shows), the company now offers automotive equipment suppliers varnished parts, featuring high abrasion resistance, low coefficient of friction, and respect for their environmental requirements.

- 1  
Translohr Tramway
- 2  
Intercommunication  
gangway
- 3  
Aviation motor mount
- 4  
Profile with stealth  
flashing

3



In 2003, the **Sealants, Adhesives & Coatings** department developed different products for new automotive technologies and in favor of Sustainable Development in aerospace. Beyond being a specialized provider of high-tech sealants and adhesives (shipped in tubs), the department is now recognized for its acoustics expertise, offering its automotive customers a selection of products with good sound-absorption characteristics.

Concerning sealants for double-glazed windows, the department is now world market leader (as of 2003). A fourth polyurethane sealant mixer was installed at the factory in Bezons (France), with a view to strong growth in Asia (Japan, South Korea, and China).

The department has just concluded, for this same market, the qualification of a mono-component catalyst that is set to ease considerably the application of sealants in the assembly of double-glazed windows.

In aerospace, the department is developing a new polyvalent, very low density sealant, with final qualification set for mid-2004. This product will simplify the range, which currently includes some 100 different product references.

Moreover, there will also be significant weight savings for sealants used in aviation (e.g., a savings of 100 to 200 kg, depending on the model of Airbus aircraft).

In 2003, notable startups for the **Body Parts** department were:

- the top of the hatchback for the Renault Clio, work carried out as a tier 2 supplier for the automobile, which is also a first experience for painting on metal (stamped aluminum followed by a cataphoresis coating),
- the front grill for the vehicle, Master, in its model versions for Renault, Nissan, Opel and Vauxhall, work done in all colors except white, as a tier 1 supplier.

The department also invested in and installed a machine for surface treatment, using a plasma process. In 2004, this "clean" process is set to be used for the production of front and rear bumpers on the Roadster, built by Heuliez for Opel, on the Corsa platform.

4

