



Operational health management (OHM)

Health is important to us



Three years ago, within the framework of "operational health management (OHM)", we began to investigate how we can make the structures and processes at all workplaces more health-promoting. Our aim was - and still is - to reduce the level of stress of all employees by means of a noticeable increase in workplace quality and

to promote health and motivation on a sustained basis. Numerous experts are supporting us in this important process. A regional physician is consulting us as a company doctor and an external safety engineer for all issues concerning occupational safety and workplace ergonomics in commercial and administrative areas of the company.

As an additional measure, we are subsidising health-promoting primary preventive measures that any employee takes in his or her free time. Because health promotion is closely related to exercise, nutrition and recuperation, we recently decided to bring in an external speaker and experts in these subjects. With Philipp Schmid, an endurance athlete, personal trainer and dietician, we began with the first lecture on the subject of "The 3 pillars of health" and invited all employees and their partners to attend. Fortunately, turnout was very high, which shows great interest in this important topic. Further lecture series are planned for the coming year. Furthermore, for all sports-loving employees there is also always the opportunity to represent our company by taking part in various races and endurance events free of charge as an individual runner or as part of a team.

Our employees up-close and personal

MARTIN ABEND (53)

Customer service and exports



Hello Mr. Abend. As the first apprentice at Vetter, you have been with us for 35 years already. With which activities have you supported the success of Vetter?

After my apprenticeship, I was employed in the purchasing department and at the same time I frequently provided support on construction sites. I was thus able to learn the theory and gain practical experience from the outset.

My field of work now primarily covers the spare parts service, consultation and international sales as well as order processing. In these areas I can use all my experience to help our customers quickly and efficiently.

What is Vetter like "behind the scenes"?

For me, Vetter is like family. People are always paramount, no matter whether they are employees or customers. Harald Vetter joining the management board was also a milestone for me. I was delighted that succession works in a team game.

What do you particularly like about

your work?

I like to talk and work with people, I love customer contact and enjoy being able to cycle to work.

Which projects that you were significantly involved in would you highlight in particular?

One of my largest projects was the introduction of the EDP system. The challenge was to logically import all the storage information, which was still stored on index cards, into the EDP system.

The conversion to CIP, which worked out really well for all of us, was also a highlight for me (laughs). There is lots to be positive about at Vetter. We are in a flourishing and promising market and do not have to worry about our jobs. Vetter provides security.

Many thanks for your candidness Mr. Abend.

NETWORK

CONNECTING . NETWORKING . CABLING . TRUST



Dear readers,
Dear colleagues,

The third issue of our in-house magazine is entirely dedicated to tailored products and special solutions that we have implemented for our customers in recent months.

Furthermore, we will provide you with a fascinating insight into the challenges, trends and future of fibre optic cable blowing technology.

We hope you enjoy reading this issue!

Your Vetter team

Standard solutions

Large orders at Vetter

One of Vetter's biggest strengths is sales. This is based on the principles of intensive consultancy work, irrespective of the type and scope of products and services offered. The receipt of several large orders in the first half of 2016 can be regarded as a success of this philosophy.

Among other things, a customer order for the delivery of a total of 28 steel cable drums in two variants was particularly pleasing for Vetter.

The order comprised 15 drums in a single-chamber design with an outer width of 1.44 m and 13 drums in a three-chamber design with an outer width of 1.54 m. All drums had an outer diameter of 3.00 m and were delivered with a galvanised finish.

Thanks to the intensive contact between the customer and the sales department from the start, the major order could be processed and delivered in the shortest possible time.



The receipt of the largest order for cable drum trailers that has been placed so far by a single customer was also out of the ordinary. With payloads of 1.0 t to 7.0 t, the order for a total of 14 trailers covered Vetter's entire trailer product range.

All these successes demonstrate that Vetter - with the sales philosophy of customer focus, intensive consultancy, high quality and comprehensive service that it has lived and proven for decades - is well positioned for the future.

Technical masterpiece

Developing special solutions

New problem-solving approaches and the ingenuity of engineers and technicians were undoubtedly among the main reasons why, on 1st June 2016, the new Gotthard Tunnel - the world's longest tunnel - could be opened one year ahead of schedule.

When, in 2010, Vetter was able to develop and produce pivoted unwinding structures for a special carrier vehicle for laying the 20 kV medium-voltage

cable inside the tunnel, this prompted the development of a new mainstay.

While standard products have previously often been the solution for our clients' special applications, in subsequent years a demand for special solutions has increasingly been observed. In order to take these development steps, Vetter successfully established a project management for special applications.

These inquiries are now already de-



veloped and specified together with our customer in the bidding phase, and solutions are developed using state-of-the-art IT technology.

In the process, in addition to customers from the traditional cable laying and cable winding technology sector, support was also provided to customers from areas unrelated to the sector such as vehicle construction, exploration in surface and underground mining, fishing technology, the offshore industry or customers from research and development. On the basis of this close cooperation, Vetter was able to tap into new markets and now delivers special systems and devices for a wide range of application cases.



Trends in telecommunications

The future of fibre optic cable blowing technology

For several months, we have been coming across terms such as "Industry 4.0", the "Fourth Industrial Revolution" or the "digitisation" of our society increasingly frequently. Behind these buzzwords is the growing international pressure for companies to work in a more economic and resource-saving way. "Resources" refers to both material goods and the workforce. Developments in telecommunications are necessarily very closely linked with these resources. The necessities and aims of this development in the installation of fibre optic cables shall be briefly examined below. The aim of leading telecommunications suppliers, as well as of future-oriented cable layers, is to automate the blowing process. The key issue here is to actively support the operator from adjusting the blowing unit to the fully automated control of the blowing procedure in future. Modern, active assistance systems - like those we are all familiar with in cars - will be used. Two assistants that can prevent cable damage are installed in Vetter's **IntelliJet™** (shown in the picture). One is a pushing force assist that determines the pushing force, and the other is a slip assist that monitors cable slippage in the drive system. Warning messages containing advice appear when the tolerance limits have been reached. The blowing unit switches off when this tolerance is exceeded. In this way,



cable damage is significantly reduced. What's more, Vetter does not consider determining the maximum pushing force to be a task for the cable layer, rather for the cable manufacturer. In future, the latter must indicate this force in relation to the temperature and the inner pipe diameter in the cable data sheet. Relevant discussions with international producers are currently ongoing in a very constructive atmosphere. Furthermore, thanks to this information, a present installation problem is resolved - blowing small cables into subducts that are too large. Another assembly incorporated into the **IntelliJet™** is the electronic blowing data memory. Only past data is stored

in this passive device, which is an important integral part of the **IntelliJet™** for Vetter. However, a comprehensive improvement in cable installation quality can only be achieved with an active assistance system. The significance of the data storage lies in the presentation of the most important blowing parameters - in particular the pushing force. This data helps both the cable layer to enforce his claims, e.g. in case of bad routes, and the client in case of objections to the installation. Lastly, it should be mentioned that the **IntelliJet™** can be used by technically skilled operators with little experience in blowing cables - a step towards reducing the company's personnel requirements.

Trade fairs, forums and seminars

This year was the most intensive year of trade fairs and events in Vetter's existence. We have presented our products and innovations at six trade fairs and three in-house trade fairs. This trade fair year culminates with the ITG Communication Cable Network Conference in December. There our managing director Thomas Weigel will give a lecture on the subject of "Intelligent blowing systems - improving the quality and profitability of FFTx projects". We also enjoyed great success with the

seminars. By the end of the year, we will have held just under 40 seminars. Every seminar was fully booked, which speaks for the quality of training sessions. We intend to continue this in the next year.

The new "Building network technology" seminar that we organised together with gabocom in January and February was also very well received. A second block of this seminar will be held in October at gabocom and

at Vetter in November/December. We look forward to welcoming a large number of interested participants to this joint seminar.

Further up-to-date information about the individual events and seminars can be found on our website www.vetter-kabel.de or www.vetter-plumett.ch at all times.