



Organisational development

Mindful Process Management



Since the introduction of the CIP (Continuous Improvement Process) method over seven years ago, we have been able to realise numerous internal projects, make improvements and further develop many areas of our organisation thanks to the knowledge, ideas and commitment of our employees. In the course of planning the construction of a new seminar and training centre (which we will report on in detail in the

next edition) and as a result of the need to develop our organisation further, we have consciously decided to take a different approach and to introduce what for us is a new and far-reaching method. The established, but for our organisation new, approach to the inspection and further development of existing processes is called "Mindful Project Management", or MPM for short. In contrast to the CIP method, MPM goes

deeper and further, as all areas such as process development, process management and above all process culture are placed on the test stand, with these three pillars not only being subjected to a target-actual comparison but also sustainably further developed through MPM. Our primary goal is to align our activities even more closely to customer requirements, to deliberately and holistically shape the processes required for this in the organisation, and in particular to consider and further promote the work-life balance of all employees.

In Dr Ronald Schnetzer of Schnetzer Consulting, we have been able to secure a trainer and coach with over 20 years of international experience in the field of business process management. He is supported by BPM expert and managing director of gb bpm consulting, Gerhard Binder, who also has over 20 years of international experience in the field of business process management.

Our employees up-close and personal

ELVIRA LURK (51)

Accounting



Hello Ms Lurk. Which department at Vetter do you work in?

Since I started working here 15 years

ago, I've worked in accounting, where I'm mainly responsible for accounts receivable and payable. I worked in this responsible position on my own to begin with. Over time, the amount of work became so great that there are now three of us working in financial accounting.

What do you like about your work?

That my work is so varied. Apart from bookkeeping activities, I also telephone customers to discuss payments, invoices and reminders. There are also various tasks to perform internally.

We're a good team, which is very important to me. I'm also happy that the boss recognises and acknowledges good work.

What do you believe is Vetter's main task in the market?

We always have to keep up with the

state of the art and serve our customers to the best extent possible with our products. In this way, we want to remain the market leader.

What do you appreciate about your workplace?

I am allowed to carry out demanding tasks, which I really enjoy doing. I also appreciate the fact that Vetter enables me to work part-time. It means I can reconcile my work and family life.

What makes Vetter different from your previous employers?

One is the variety of tasks. Another is that the company is not too big, so that I know each employee personally.

Many thanks for the open and informative chat, Ms Lurk.

NETWORK

CONNECTING . NETWORKING . CABLING . TRUST



Pulling force recording with improved functionality



Proof of quality is an important aspect of successful cable-laying jobs.

The recording of pulling force and speed have therefore been a standard feature of our cable capstan winches for decades. The recording and logging of these data gives our customers reliable support in the professional laying of cables and makes a substantial contribution to the economic success of the companies.

As technical progress also offers new possibilities in cable laying, we have decided to develop a new assistant. The focus here was on improving handling by the operator. The logging and presentation of these data should also be further improved and simplified for our customers and their clients. All of these targets have been met with the new MP 50 pulling force recorder. This actively supports the user in all

process steps, reduces administrative effort and further improves the quality of cable pulls.

Supported by the MP 50, the operator is provided with lots of information, such as the relevant machine data including indications of the maximum pulling force of the machine, before the pull begins. Additional details, such as the permissible pulling force or information on the laying method, can be quickly and easily entered and saved by the operator on the large, user-friendly touch panel. Existing data can be accessed at any time for use as a template.

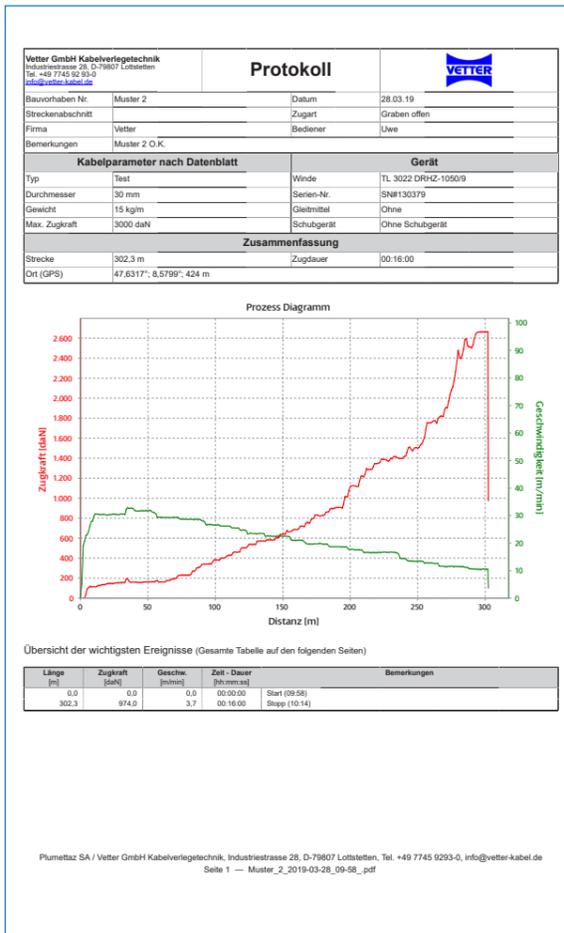
When pulling the cable, all relevant data and information are shown on a clearly laid out and intuitively designed cockpit. This makes it possible for the operator to react quickly and safely during the pull and intervene as required.

Particular attention was

paid to the final report and its distribution, with use being made of the technology already successfully used in the intelligent blowing units. This enables the instant creation of a PDF with a graphic representation of the pulling force and speed as well as the length of cable pulled in. Finally, the report can be sent directly to the recipients.

The new, optional FST 50 radio remote control displays all key information about the cable pull on an LCD display during the job. These are the maximum permissible and current pulling force as well as the speed and the length already pulled in. The user therefore gains access to a combination that sets new standards.

At the same time, the new technical design enables the use of the MP 50 on various winches as well as the upgrading of older machines.



We put quality issues under pressure

The new electronic pressure test is Vetter's answer to the increasing roll-out of cable conduit installations and the associated decline in quality of the material and laying. Vetter has set itself the goal of using new products to uncover and document the poor quality of duct routes by means of efficient, low-cost tests. The focus here is on the electronic documentation of test processes, which offers the client and contractor an objective verification of the duct system on the basis of the test process. The new electronic universal pressure tester integrates the high-pressure test according to the regulations of Deutsche Telekom ZTV-TKNetz 40 for cable conduits (CC) and subducts with the low-pressure test for thin-walled cable ducts (CD) as required by DIN EN 1610/DWA-A 139-2009-12. This test has been increasingly required in recent years. In the pressure tester, the operator can select the required test method by means of a test matrix. The test data of the selected regulation are automatically adopted and calculations of test parameters performed on the basis of the input data of the duct system. This method not only considerably simplifies execution of the pressure test for the user but also redefines the pressure testing of cable conduits.

The dialogue with network operators and customers was an important



basis for the implementation of the new technology. In order to increase economic viability, new compact multi-purpose units are also available for the simultaneous testing of ducts or duct bundles up to a total of 12 ducts. Both the installation and the test procedure are simply explained and implemented in a very user-friendly way for the user by means of menu-driven device support. A detailed test report combines the general data of the ex-

cuting company, the duct system and the measuring device together with a clear diagram of the relevant test phases and the output of the test result "Passed"/"Failed". A USB interface ensures data transfer from the pressure tester to a commercially available PC. In addition to delivering the equipment technology, Vetter naturally also offers optimal services such as intensive consultation, product training, maintenance and recalibration.

Trade fairs, forums and seminars

Vetter GmbH Kabelverlegetechnik is having a busy year of trade fairs.

It began in April with the world's biggest construction machinery fair BAUMA in Munich, which is also a highlight for us as an exhibitor of many years' standing.

At the beginning of June, we were represented at AngaCom in Cologne, where we encountered a very interested public.

In September, we presented our innovations – the electronic DPG 17U uni-

versal pressure tester and the MP 50 pulling force recorder – at Nordbau in Neumünster.

We can look back on days packed with exciting impressions. Interesting new contacts and personal meetings with our customers made the trade fairs great events.

The Breko FIBERDAYS in Wiesbaden, the broadband symposium at Langmatz in Garmisch-Partenkirchen, the FTx day at Kellner in Stuttgart, and ITG in Cologne are also occasions at

which we enjoy present our products and services. We will also be very active at trade fairs and events in 2020:

in addition to our regular participation in Light+Building, AngaCom and Nordbau, we will also be at the **wire in Düsseldorf** for the first time.

Current dates can be found on our website www.vetter-kabel.de or www.vetter-plumett.ch.

Full information and content on our seminar programme can also be found there.