



Continuous improvement

Employee ideas bring improvements and facilitation

Vetter introduced the method of continuous improvement process, CIP for short, already 4 years ago. Two long-time and experienced members of the administration department were trained as CIP moderators by an external CIP coach. With their administration and warehouse/assembly groups, they study selected basic topics and process-related topics regularly and methodically, develop solutions and ideas for improvement and present those to the decision-making body consisting of department and corporate management for adoption. Since the introduction of CIP, ten basic topics and one process-related topic have already been analysed and improved by the two CIP groups. Following the last successful implementation of the major process-related topic "Optimizing warehouse processes" in 2013, the new major process-related topic

"Optimizing administrative processes" has been underway since March of this year. Due its complexity, this topic is again being moderated by the external CIP coach. The CIP group is again composed of one employee from each

department so that the entire process chain is represented. This process topic in all likelihood will be completed and implemented by the end of 2015.



CIP coach Dr. Norbert Weiss moderates the "Optimising administrative processes" group.

NETWORK

CONNECTING . NETWORKING . CABLING . TRUST

Our employees up-close and personal

Egbert Maier (61)
Sales Manager



Hello Mr. Maier, you have been with Vetter for 38 years now and you work in sales together with 6 colleagues. What exactly are your tasks?

Predominantly, I support our customers in all technical and commercial matters. Thanks to my experience I can

thus provide quick and efficient help in many situations.

What do you like about your work in particular?

Being able to accompany a customer thus far so he can then carry out his project in an optimal manner.

What do you think has made Vetter so successful in the market?

In the 90s, we (Mr. Vetter senior and I) visited the major trade fairs in Hanover and Munich and demonstrated the blowing in of cables in a future-oriented market for the first time. This meant the breakthrough for Vetter. Today we are the market leader in several market segments.

Apart from that, then and now, our employees are our greatest asset. Everybody in the house is treated with the same appreciation, as are our customers. And this is something I support wholeheartedly.

To what extent have the customers or the requirements of the market changed in the past years?

Customers today would like to have the items ordered tomorrow already delivered today (laughs). We used to have 2-3 days for this. We have therefore expanded our warehouse constantly. Today we can dispatch almost all standard items the same day.

What was the most exciting project you experienced at Vetter?

For me, all activities where I was in the "field" myself were always particularly exciting. And I can still remember Australia very well. In 1991, my colleague Mr. Abend and I flew to Australia for Siemens to assist in the laying of some power cables.

Thank you Mr. Maier for being the first employee to provide a brief glance into your professional life for the new "Vetter Network".



Dear readers,

After 15 years and numerous issues of the information flyers KABELZUG aktuell® and KABELSPULER aktuell® you all know, today you receive the first issue of "NETWORK", our new in-house magazine. We are delighted to count you among the interested followers and hope you enjoy the reading.

Your Vetter team

Introducing "NETWORK"

"NETWORK" replaces KABELZUG aktuell® and KABELSPULER aktuell®



After 15 years of KABELZUG aktuell® and KABELSPULER aktuell®, from now on we will inform our domestic and

Cable winding technology

Cable winding in new dimensions



In the late summer of 2014, we received the request from eku Kabel & Systeme GmbH & Co. KG for a cable rewinding system with a winding and unwinding unit in an enclosed machine for their Ens Dorf facility in the Saarland. The technical specifications of the system were defined in detail with the customer in in-depth discussions. Following the discussions we were

asked to submit an offer for a system with dimensions, complexity and performance that had not been produced by us ever before.

The technical details are:

- Dimensions: 11.0 m x 3.90 m
- Drum diameter: max. 2.50 m
- Drum weight on both sides: up to 5.0 tons
- Cable diameter: 10 to 80 mm

Project Antarctica

Support in research assignment

Our SPW 10B capstan winch is used by the Alfred Wegener Institute in Bremerhaven to meet a very special requirement. The winch provides very good services to the researchers in the Antarctic and on the research ship "Polarstern", manoeuvring measuring instruments for experiments to the required location underwater. Even under these extreme climatic conditions the winch can convince in the usual Vetter quality.



Photo: AWI

We were awarded the contract by eku in October 2014 and were able to assemble the machine beginning of February 2015. Assembly took place in close cooperation with the future operators at eku. Special emphasis was placed on intensive training and instruction on the system in this project phase already. This phase culminated in a two-day trial run supported by us, during which the system was continuously optimised to implement operator wishes and requirements.

After several weeks of test operation, the final meeting was held at eku in April 2015 to implement all experience gained.

Thanks to forward-looking planning and close coordination with eku we were able to install a state-of-the-art system that improves eku's profitability considerably.

Blowing in of fibre optic cables – FTTx

Premiere: Vetter workshop on cable blowing at the Langmatz Broadband Forum

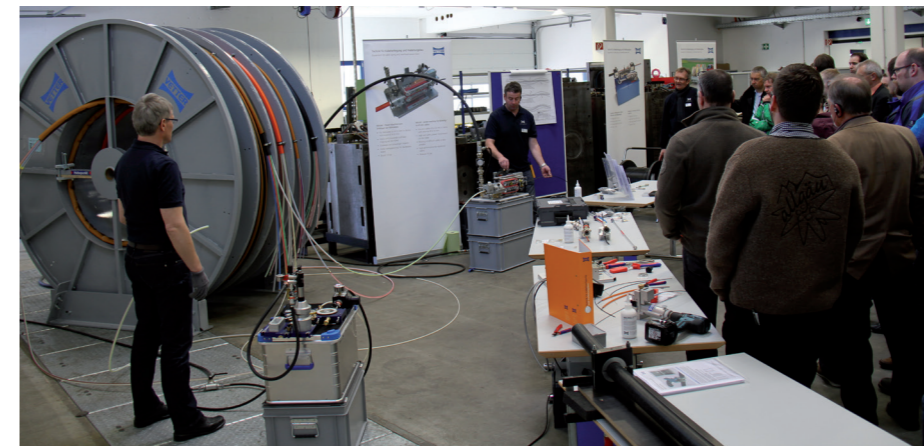


Photo: Langmatz GmbH

On 11 and 12 March 2015, Langmatz GmbH invited to the 4th Broadband Symposium. This relatively young event has developed well and established itself as one of the top events in the FTTx sector through professionalism, expertise, perfect organisation and not least the fantastic mountain backdrop.

The organisers have managed to mobilise more than 300 professional planners, users and service providers from all over Germany and neighbouring countries to participate in the symposium in the Garmisch-Partenkirchen congress centre. Legal, organisational and of course technical issues were addressed in 7 exciting hands-on lectures. In its lecture "Success in FTTx projects through early consideration of future cable installation", Vetter emphasised

the absolute necessity to maintain high quality in all areas giving practical examples.

The second day under the motto "Open House" was reserved for workshops and exhibitions. In the "Blowing in fibre optic cable" workshop, Vetter demonstrated in practice the preparation and blowing in of mini-cable and micro-cable of 300 m each on a floor space of approximately 100 m². Over 130 visitors were provided with hands-on information in four consecutive presentations. Vetter had produced a special multi-chamber drum for the realisation of this demanding task.

Power combination blowing mini-cables

Demands for improved blowing in performance are increasing. Last but not least, accident scenarios (the excavator has slammed) call for a blowing speed greater 20 meters per minute at the end of the route. Only this still relatively high speed allows removal of the cable in one piece at a later stage.

The MiniJet P02 in combination with the Lubricator L9 are the Vetter power combination for mini-cables of 4 to 12 mm.

The advantages of this combination:

- High pushing force in all meteorological conditions
- Few and simple settings
- Increase of blowing in performance of approx. 20 %
- Tried and tested hundreds of times over



Trade fairs, forums and seminars

Vetter Plumett AG, our Swiss associate company, will present itself together with our partner Plumett SA at the "ineltec" trade fair. The "ineltec" takes place in Basel (Switzerland) from 8 to 11 September 2015.

From 9 to 13 September 2015, Vetter will exhibit at the "NordBau" in Neumünster. We will be presenting our products at the stand of our partner Tramann+ Sohn and provide the visitors with competent advice.

Our meanwhile well-known lectures on high-quality cable laying have become another flagship for Vetter. You will have the opportunity to attend these lectures and experience Vetter up-close at the following forums:

- Tuesday, 30 June 2015
FTTH Forum in Baden (Switzerland)
- Wednesday 8 July 2015
FTTx Day of Kellner Telekom in Stuttgart

Please refer to our websites for further information about all the events as well as our well-known seminars for cable layers in theory and practice.

www.vetter-kabel.de
www.vetter-plumett.ch