



Anniversaries

Long-standing bastions of support and founts of knowledge



It was with joy and gratitude that we honoured three long-standing bastions of support and founts of knowledge over the past year. Our head of Sales, Egbert Maier (second from left), celebrated 40 years seniority in the company. Martin Abend (second from right), who is responsible for customer service and order processing, and Margot Isele (right), who works in Purchasing, were honoured for 35 and 10 years respectively.

Egbert Maier joined our company as a young electrician in 1976 and later trained as a Technical Business Manager. In his free time and on visits abroad, he learned English, a skill he was later able to call on at numerous international specialist fairs and on business trips. For a number of years, Egbert Maier has been head of Sales and authorised representative, and has supported and successfully implemented many projects at home and abroad

with his many years of experience. Martin Abend has only 5 years less seniority and therefore belongs to the original cohort of Vetter employees. He has years of practical experience and is the first point of contact when it comes to such things as spare parts for older machines and vehicles or when having to provide non-German speakers with competent advice. He is also active for us at in-house seminars and at the bauma in Munich, our most important trade fair.

As a trained industrial business management assistant and also thanks to her versatility and flexibility, Margot Isele is responsible for important tasks at Vetter. For a while now, she has worked mostly in Purchasing to help manage our growth and increased order volume, and works with another colleague to ensure, amongst other things, that we receive our orders for materials on time.

Our employees up-close and personal

FRANK HERZOG (34) Goods Receipt/Warehouse



Hello Mr Herzog. You've worked in Goods Receipt at Vetter for the past five years and also helped to design the warehouse structure. What do you like most about your job?

First of all the variety, because there's something new for me to do every day. I really like creating order, which is a big advantage in my job.

What do you think makes Vetter different from other companies?

Above all the family-like atmosphere. Harald Vetter still personally visits each department every day and is there for us when we need him. More than anything, good relations play a big role. For example, if a customer has a problem, then everyone helps to solve it. Regardless of whether it involves the loading of heavy machinery or improving the routes in the warehouse: We always achieve success together.

What do you think are Vetter's main strengths?

Our service! Wherever necessary, you'll find us at our customers' side.

We also hold lots of seminars. Our company also does a lot for the community. At Christmas parties or BBQs, I take the opportunity to sit with those colleagues I usually have less contact with. This dialogue is very important to me.

What do you feel are the main benefits about Vetter as an employer?

Here at Vetter, unlike previously, I have regulated working hours and procedures as well as a fixed salary. It means I can devote more time to my hobby again: I'm a passionate angler and also active in the area of youth work.

Many thanks for the friendly and candid chat, Mr Herzog.

NETWORK

CONNECTING . NETWORKING . CABLING . TRUST



*Dear readers,
Dear colleagues,*

We started the new year with plenty of energy and optimism.

We would like to continue to be your partner in 2017 when it comes to helping you master your challenges in the area of cable laying. To that end, we will be relying on new products, improved technology and outstanding service. Above everything else, however, we will keep on developing ourselves each and every day so that we can carry on providing you with the best possible advice.

We hope you enjoy reading this issue!

Your Vetter team

European solution

Implementation of the Measuring Instruments Directive 2014/32/EU (MID)

European Directive 2014/32/EU regarding the provision of measuring instruments on the market (MID) came into force on 20th April 2016, finally replacing the old Directive from the year 2004 on 1 November 2016, following a transitional period.



As cable length measuring machines also fall under this Directive and the existing PTB approval no longer fulfilled the new provisions, Vetter took this transitional period as an opportunity to

adapt the machines of the LM series, which have been tried and tested for decades, and in doing so to break new ground.

Through the use of state-of-the-art electronics and compliance with the software guide WELMEC 7.2 for implementing the requirements of Directive 2014/32/EU, a new electronic measuring module was developed that reflects the current state of technology. Safe, simple and intuitive operation was developed for users through the provision of a large touchscreen. This simultaneously fulfils the Directive's requirements for the permanent storage of measurements and the instrument used for the purpose.

The Federal Institute of Metrology METAS was chosen as the notified body for the acceptance of the EU type examination. Following the successful completion of all required tests and inspections, the EU type examination certificate was finally granted. The

machines of the new M series therefore meet all requirements for use Europe-wide and offer purchasers and sellers of cables the necessary transparency and traceability.



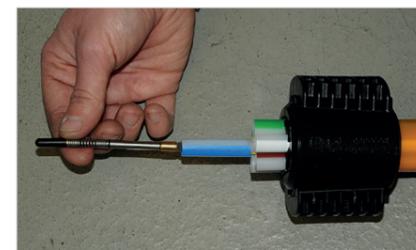
Trainers also have to be continuously trained

Increased need for testing technology and staff training

The ongoing expansion of electricity and telecommunications networks demands a great deal of effort by all companies involved. Political calls for fast results, a permanent skills shortage and the often unsatisfactory quality of installation pose extraordinary challenges for many people in positions of responsibility. An important approach to solving this lies in the professional

training and development of existing staff and new employees in respect of the different technologies and higher quality requirements. A second approach involves providing proof of the installed quality. The laying quality can be quickly and easily checked through the calibration of subducts, which is explicitly recommended.

Vetter has received far more inquir-



ies for detection, calibration, pressure and low-pressure testing equipment, in some cases with automatic logging (title photo). That's why the company has expanded its theoretical and practical training programme for customers. Trainers also have to continuously develop themselves. In February 2017, a detection specialist from Radiodetection therefore trained five Vetter employees on how to use detectors. In the photos on the left, three employees use the knowledge they have gained to detect power cables in a development area.



Comprehensive services for optimal customer support

Organisation, planning and team expansion

The rising demand for cable blowing equipment also requires optimisation of the work processes and staff deployment at Vetter. It goes without saying that Vetter gives customers in-depth instruction on how to use their ordered blowing units. One to two days should be scheduled for this theoretical and practical training. The training makes it possible for new machine operators to get to grips quickly with the technology and forms the basis for successful cable installation - right from the outset. That makes it especially valuable. In order to ensure this service, Vetter was able, despite the tough labour market situation, to secure a master electrical engineer who supports the fibre optics team and brings additional skills to bear in the areas of electrics, electronics and data communication in



the field of mechanical engineering. In the photo below, the new employee is being taught by an "old hand" how to use the software of the "IntelliJet", a semi-automatic blowing unit with electronic logging.



For several years, Vetter has given its customers the opportunity to have their machines and units for the pulling and blowing of cables maintained, repaired or inspected over the New Year period. The basic idea behind this is to brush up the equipment during the break over the holiday and winter period. This offer is increasingly being taken up year after year. In order to bridge the maintenance times, Vetter

can offer customers solutions from its extensive fleet of rental equipment as required. This service is increasingly popular as it allows customers to carry out scheduled orders on time. The great commitment and flexibility of employees in the areas of maintenance and assembly is without doubt the decisive basis for these services from Vetter. A part of the work area for fibre optic technology can be seen in the photo at top. Apart from the mentioned maintenance work, another key task is the manufacturing of machines and devices to customer requirements and their subsequent introduction in theory and practice.

Trade fairs, forums and seminars

Following the record-breaking trade fair and event year in 2016, we'll be participating in fewer trade fairs this year, but will still have a packed event calendar. Each event poses a challenge, but also offers the kinds of opportunities we'd really like to make use of. A number of seminars and the broadband symposium of our partner Langmatz will be followed by the **ANGA COM** trade fair in Cologne from 30th May to 1st June 2017. This trade fair will be held in two new halls which of-

fer more space and possibilities. Come and experience our new presence for yourself at Stand E71 in Hall 7. In September, we'll be at the **NordBau** trade fair in Neumünster again - this time in the open-air section. We hope that the new location will provide us with better presentation opportunities, especially for our product innovations. Apart from events, another important focus lies on our seminars. In order to constantly improve ourselves in this area as well, we have been using

seminar evaluation software since the beginning of the year. Participants can leave feedback via an online questionnaire. We'd like to make positive use of these findings in order to further increase customer satisfaction. Further up-to-date information about the individual events and seminars can be found on our websites at all times: www.vetter-kabel.de or www.vetter-plumett.ch