



NETWORK

CONNECTING . NETWORKING . CABLING . TRUST

Our employees up-close and personal

HERBERT VETTER (78)
company founder



Good morning, Mr Vetter, Forty-eight years after you founded the Vetter company, you can look back on an eventful company history.

How did everything start for you?

Due to the shortage of technical apprenticeships after the war, I trained to become a plumber and installer. Four years after my skilled crafts exam, I made my dream come true and after taking evening classes for five semesters in Zurich I graduated as a technical merchant. This laid the foundation for many of our technical developments.

It started with an aluminium foundry that I established. The high demand for aluminium coils in various sizes impelled me to found Herbert Vetter Kabelverlegegeräte in 1970. Ten years later I was able to purchase our first large facility at our present location.



What were the biggest development steps in the history of Vetter?

After founding and establishing the company and focusing predominately on power cables, a major shift occurred in communication technology when copper cables were replaced by fibre-optic cables.

At the time, that was a groundbreaking innovation. Imagine that 1 g of glass replaces 25 kg of copper. A glass fibre the width of a hair can transmit up to 10,000 telephone calls. A cable with a diameter of about 1 cm consists of 244 such fibres.

Since 1990, we have been the leading supplier of blowing equipment used to blow glass fibres into duct routes of up to 6,000 m in length in one go. We are constantly developing the equipment required for this process. We also offer seminars on power and fibre-optic cable laying, which have been attended by almost 6,000 people.

Can the speed of data transmission be further increased?

The speed itself not, since fibre-optic cables already utilise the speed of light. Increasing the purity of the glass and quality of joints, however, will provide for further progress.

How does Vetter manage to maintain its strong position in these globalised markets?

Through close cooperation with our customers. In Australia we connected a power plant with the grid, in Kazakhstan we helped Siemens blow in 1,700 km of fibre-optic cables in the shortest time possible, and in Portugal we blew in more than 6,000 m of cables through rough terrain at varying altitudes of up to 600 m. Such projects are only possible thanks to the close teamwork with our customers.

As we experienced ourselves, loyalty to your customers and suppliers is very important to you.

Cooperative relationships with all of our customers and, just as importantly, with our suppliers has top priority for me and our employees. Making money with our products was never the priority for me. We want our customers to achieve the best possible results with our products. We have been very successful in establishing such relationships internationally.



Groundbreaking ceremony for the new administration building in spring 2000

How does it feel putting your children in charge of such a successful company?

It feels great, it could not have been better. Our successful company philosophy will be continued according to my wishes. That makes me very happy.

What in the company's successful history makes you particularly proud?

That although we were only a small company at the beginning, we managed to become the market leader despite fierce competition. I am convinced that this will continue even when I am no longer involved. But I hope I will be able to be involved for a few more years.

"Success is the result of the joint effort of all employees."



Dear readers,
Dear colleagues,

Don't we all want to work more effortlessly, safer and more efficiently while at the same time preparing for the market requirements of the future?

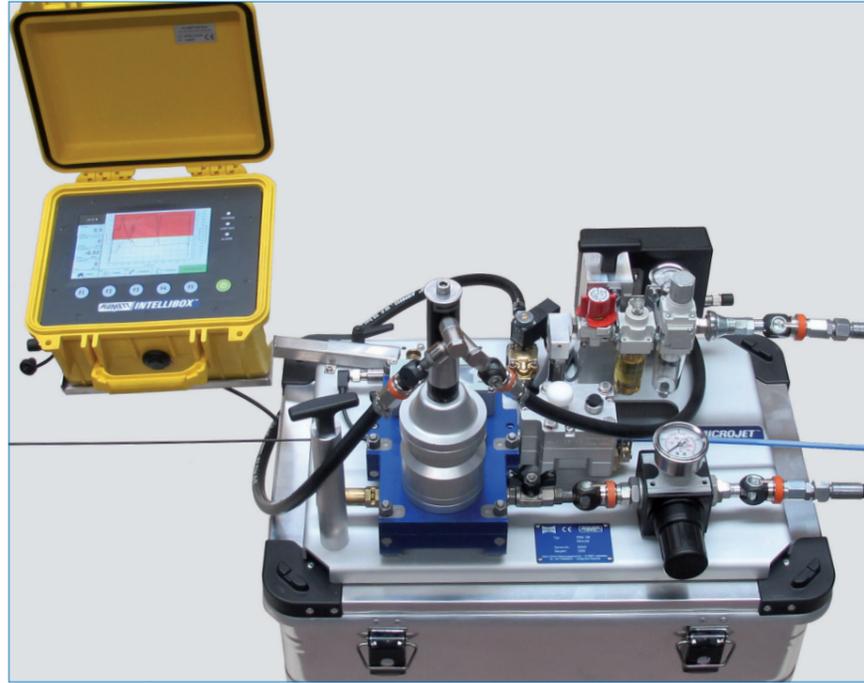
Every day we work hard to make existing machine technology more modern, safe and efficient. On the following pages you will learn that we are also highly innovative in development, giving you the confidence that you can continue to achieve the best possible results with optimised machine technology.

We hope you enjoy reading this issue!

Your Vetter team

Strong growth in broadband poses unprecedented challenges for all involved

Vetter's response to these challenges



The prolonged period of labour shortage has been one of the main obstacles to the ambitious but necessary expansion efforts of state and federal governments as well as the many providers of broadband services. For many years, Vetter has been driving the development of automated fibre optic cable

blowing, a technology initiated above all by Deutsche Telekom. Against all odds and contrary to subjective arguments, it is clear today that semi-automatic blowing units not only improve the speed and quality of installation, but that technically skilled operators with limited experience can also oper-

The photo below shows another Vetter innovation: the UltimaZ E25™. This automated cable blowing device for building installation is not a semi-automatic machine yet, but it has some useful features that support installers in their work. The powerful machine with a pushing force of up to 22 N enables efficient cable blowing of the latest fire-resistant fibre-optic cables inside buildings. This high level of pushing force combined with high pressure of up to 12 bar is a prerequisite for successful building installation. The reason for this is the prescribed cable sheath compliant to fire protection regulations, which generates greater friction in the conduit. Pushing force and contact pressure are “electronically suggested” and set by the UltimaZ E25™; manual corrections for special cables are of course possible. On the demanding Vetter indoor test track

with different fire regulation-compliant subducts, a length of 150 m and thirty 90° bends, some with the smallest permissible bending radii, indoor cables can be blown in at maximum speed.



ate these units with great success. As a result, long-serving and experienced employees are available for demanding planning and construction site supervision tasks. For almost a year, innovative users have had access to more than a hundred of Vetter's IntelliJet™ units, a semi-automatic blowing machine for mini-cables. Many cable layers that do not work for Deutsche Telekom and therefore do not need to use this technology have still opted for the IntelliJet™. We see this as confirmation of our development philosophy. The Intelli-MicroJet™ is another semi-automatic blowing unit for installing micro-cables and small mini-cables (see left photo). This new type of machine, which is based on the MicroJet™ PRM 196, has been available since the beginning of this year. In terms of its functionality, it is similar to its big brother, the IntelliJet™. MiniJet™ and MicroJet™ models manufactured from 2010 can be upgraded to “smart” machines. The machine's brain, the IntelliBox™, can be used for both types of machines, making investment in the new technology more cost-effective.

The new UltimaZ E25™ will play an important role as a professional device in the rapidly expanding area of fibre-optic building installation.

New generations of semi-automatic winding machines

Successful wind-up

Quality, flexibility, productivity – keywords that have always been a guarantor of success for our customers when properly applied. In conjunction with strong service and competent advice, these factors form the foundation for Vetter's success in cable winding technology.

Today more than ever before, cable winding means adapting to new conditions, regulations, customer requirements and applications.

In order to actively shape this development with our customers, the machine series DE, DTR, TR and TRG and the corresponding cable unwinding machines have been completely re-engineered and improved over the past two years. As a result, we can offer a completely new, modular machine concept that has successfully established itself on the market.

By using the latest technology and electronics, all these machines offer cable winders new functionalities and possibilities. Especially the new, intuitive and customisable controls combined with the modular design allow our customers to adapt their machines to new circumstances. Upgrades and optional accessories such as level control for safe winding of fibre-optic and other sensitive cables, or automatic cable diameter detection can easily be retrofitted at any time.

The machines have also been modified



in terms of safety and ergonomics. Together with our length measuring devices, the requirements of the MID Directive 2014/32/EU are fully complied with.

We thus offer our customers the possibility of configuring customised winding machines that reflect the current state of the art, actively support them in their daily work and significantly increase productivity.

To ensure that we configure the right machine for our customers, we determine their requirements in close consultation using checklists and personal meetings to develop the right solution based on the customer's specific circumstances. Since the machines can be tested in our showroom, our customers always have the option of testing the performance of Vetter winding machines for themselves.

Trade fairs, forums and seminars

Since January 2017, we have been using an online tool to collect feedback from our seminar participants. This has revealed that there is a great demand for a separate, two-day seminar on “fibre-optic cable laying”. This is why we decided to adapt our seminars. Since autumn 2017, we have been offering the two-day seminar “Fibre optic cable laying in theory and practice” as well as a one-day seminar “Energy cable laying in theory and practice”. The first seminars were fully booked and the

participants were very satisfied. We can also draw a positive conclusion from our various trade fair appearances and are starting to prepare for this year's trade fairs with much dedication. In the first half of the year, we will be exhibiting at the following trade fairs:

- 14/15 March 2018
Broadband Symposium at Langmatz in Garmisch-Partenkirchen
- 18-23 March 2018
“light+building” trade fair in Frankfurt

- 5-7 June 2018
“Powertage” trade fair in Zurich (Switzerland)
- 12-14 June 2018
“Anga Com” trade fair in Cologne

At all events we are represented by a qualified team of consultants, who will show you the latest developments in our industry. 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