

DIZ Doepke-Info-Zeitung

The free customer newsletter from Doepke Schaltgeräte GmbH



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Doepke international

Doepke has become more and more international in recent years. Although we have long worked with agents and representatives in many countries around the world, our international activities have intensified considerably, especially in the last five years. The Doepke brand has now also achieved a certain level of international recognition.

Our international sales team has set itself the task of opening up new markets as well as maintaining and building on existing partnerships. The world's leading trade fair Light + Building – with its international audience – and other international trade fairs are also helping us to boost our international presence.

Doepke is currently focussing on building new partnerships in South America and Scandinavia.

We have already held some online training courses there, and further discussions with and presentations to potential partners are set to follow.

Another focus of our international work is on recently acquired country markets. One outstanding example of this is Turkey, where Doepke is being supported by a new overseas distributor. This cooperation has already given us the opportunity to speak to expert committees on site. Events of this kind in front of a professional audience give us the opportunity to share knowledge, present our technology and raise our profile at the same time.

Expansion activities are also ongoing at Doepke UK in England and Doepke ME in Dubai, with Doepke UK expanding its premises in order

to broaden the scope of its business. Training will be provided on site for British customers in future.

And, last but not least, there are Doepke's long-established markets where we work closely with 40 overseas distributors with varying degrees of intensity. Feedback confirms that our strategy of positioning ourselves internationally also has a positive effect on the performance of the respective distributors. Our excellent customer service also provides benefits for partners, customers and Doepke on an international level. ■

e.Guard and science

“PV-DiStAnS” research project to be continued

Photovoltaics is one of the key technologies of the energy transition. Roof-mounted solar panels are becoming an increasingly common sight on private, commercial and industrial buildings. However, generating electricity from solar energy also comes with a certain fire risk. This is a particular challenge for large-scale installations on the roofs of industrial buildings: Fire damage can be particularly costly due to the high material value of the machinery and equipment and, above all, the eight- or nine-figure losses that can easily be incurred if the business is unable to continue trading during repairs. Insurers are therefore critical of PV roof systems as potential ignition sources, especially when used in proximity to combustible building and insulation materials.

In light of this, the Funk Foundation, the world's first foundation to promote insurance-related risk management and risk awareness, launched the project entitled “PV-DiStAnS 2.0: Artificial Intelligence to Increase the Safety and Reliability of Large-Scale Photovoltaic Systems”.

This project, a collaboration between the German Aerospace Center (DLR), our e.Guard partner twingz and Doepke, looked at how intelligent residual current monitoring can be used to increase the safety, reliability and cost-effectiveness of large-scale PV systems.



This was done by identifying, categorising and evaluating typical faults in PV systems over several years. The end result was a database of fault current signatures. The project involved conducting field tests to establish the extent to which artificial intelligence in the form of machine learning (ML) can learn these faults and, as a next step, this knowledge can be used to improve the operational reliability – and thus potentially the insurability – of large-scale PV systems.

The results of the research were clear: Intelligent residual current monitoring of PV systems using machine-learning methods can indeed detect and report potentially dangerous anomalies at an early stage. This enables any faults to be remedied promptly, significantly reduces the risk of fire and can contribute

to future insurability. Repairs and regular maintenance tasks can also be bundled more effectively, thus improving system availability in the long term.

The project was so relevant and successful that the follow-up project “PV-DiStAnS-3,” funded by the German Federal Ministry for Economic Affairs and Climate Protection, is already under way. ■



Gefördert durch:



aufgrund eines Beschlusses des Deutschen Bundestages

Doepke international – our partners all over the world

Czech Republic and Slovakia: E.S.T. Elektro-System-Technik s.r.o.

Founded: 1991, 2001

Location: Prague, Nové Mesto nad Váhom

Employees: 32

EST has its roots in Bavaria. In the early 1990s, company founder Michael Grawe went to the former Czechoslovakia and set up EST Elektro-System-Technik s.r.o. He was inspired by a marketing association called E-Pool, founded by Berker, Doepke, Helios, Theben and Walther-Werke in 1990.

In 2001, a separate company was founded in Slovakia under the same name. Today, EST exclusively sells products from well-known manufacturers of electrical, ventilation, cable and smart home technology. Doepke has been a key supplier to EST for 33 years. Doepke products are popular with tradesmen and craftsmen in the



Czech Republic and Slovakia, particularly due to the diverse range. EST is constantly striving to increase the market share of our products in these markets through product presentations, training and advertising. ■



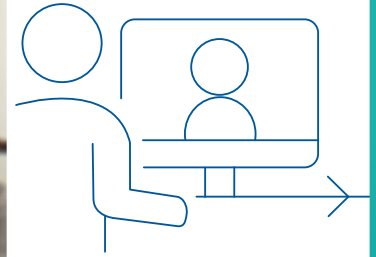
Expert knowledge – live and online

Training in various formats

Protection against dangerous residual currents is a constantly-evolving field. With technical solutions constantly being enhanced and refined, and new additions and amendments in the regulatory sphere, there is an ongoing need for expert training.

We here at Doepke have made it our mission to share knowledge relating to the technical and legal requirements for fault and residual current protection. Our technical sales team is constantly travelling the length and breadth of Germany, giving presentations and holding training courses at large events such as conferences and trade fairs, as well as at smaller in-house events at wholesalers or individual companies. Many companies already take the opportunity to have us provide in-house training on a range of topics, from residual current protection for different applications to residual current monitoring and predictive maintenance.

In addition to this, there is also the Doepke Academy's online seminar programme: Our experts provide compact but comprehensive information on a variety of different topics and products in the form of short online training courses. Participants also have the opportunity to ask questions in the chat during the seminar, which are then answered live or afterwards, so there is also an interactive component.



Interactivity is also a feature of another event format: The Doepke talk, a panel of experts with external guests who discuss current topics and also answer questions live, is now a firm fixture in the calendars of many regular viewers.

Are you interested in one of our training formats? If so, please do not hesitate to contact our technical sales team. The contact details can be found at doepke.de. There you will also find the latest dates for trade fairs, events and online seminars, as well as recordings from the Doepke Academy. ■

Happy Birthday, Joachim Hagemann!

In March, our former Managing Director Joachim Hagemann celebrated his 80th birthday. We congratulated him with a serenade at Light + Building. You can watch the video on the Doepke Facebook page. Joachim Hagemann has been associated with Doepke for many decades, initially as Head of Domestic Sales and until 2009 as a member of the Management Board. He is still a share-



Managing directors among themselves: Joachim Hagemann, Andreas Müller

holder of Doepke and a very welcome guest at our Doepke celebrations. ■

The minds behind Doepke

Udo Ahrends – Technical Operations Manager

A company like Doepke is split into lots of different areas of responsibility. What are these areas and what are the current challenges?

We will now introduce our department heads in no particular order.



Please introduce yourself briefly: How long have you been working at Doepke?

Dipl.-Ing. Udo Ahrends. After completing my apprenticeship as an electrician, I studied Computer Engineering at the University of Applied Sciences in Emden. Having spent a year at a start-up (the term didn't exist at that time), I joined Doepke in June 1990 (in the last millennium!) To begin with I worked in Development, before moving to Production as Head of Electronics Manufacturing, and then in 1992 I started helping to set up the plant in Bickenriede.

What is your department called and what do you do?

When I returned to Norden, I worked on various projects, such as setting up the QA system and introducing an ERP system. After that, I took over the running of the Production department, with my remit then expanded to include plant management.

In 2017, I gave up responsibility for production management, and in March 2024, my former area of building technology was assigned to another department. Technical operations

management is therefore now once again a staff position.

My job is to organise technical procedures and processes with interfaces to the company's commercial processes. I am responsible for infrastructure planning and special projects. I also represent the management in all matters relating to health and safety.

What specific projects/tasks are in store for you over the next 12 months?

My biggest project at the moment is the construction of the buildings and infrastructure at our plant in Morocco. However, I'm also coordinating the construction of the production halls in Norden.

Another of my operational tasks is to implement our production processes in Infor. I train employees in Norden and Tangier and pass on my knowledge and experience. ■

Our electrical finds

Be it a mess of cables, a strange installation or even ‘chindogu’, the electrical curiosities we come across have one thing in common: they are unusual and eye-catching. Chindogu, by the way, is a Japanese word that means ‘strange device’ – in other words, inventions that the world doesn’t really need, but laughs at instead.

We hope to make you stare in amazement, shake your head or laugh out loud, by sharing our favourite electronic finds with you on a regular basis.



Life in Cuba is wild and turbulent and mostly takes place outdoors. And it seems that the electrical installations found there are no exception. Many thanks to our colleague Ralf Schüler for the photo.

Do you have an entertaining electrical find to share with us? If so, why not take a photo of it and send it to us at: kommunikation@doepke.de?

Note: We can only use photos taken by you.



Servus! Fiete enjoys the mountain air

Fiete needed to recover from the hustle and bustle of Frankfurt, so our trade fair mascot’s first trip was to Austria’s beautiful Tyrol region

and the Ehrwalder Alm area. As well as enjoying the views, Fiete also sampled some delicious Austrian specialities at the alpine hut there. The Ehrwalder Alm is situated at an altitude of 1,500 m at the entrance to the Gaistal valley. It is an excellent base for hiking, skiing and mountain biking in the Zugspitz Arena, whether summer or winter. Fiete decided to take a forest and meadow hiking trail for the trip up to the hut, but on the way back down Fiete took the Ehrwalder cable car, which was a little less strenuous. ■

Sustainable success

Light + Building 2024

This year’s Light + Building in early March was attended by more than 150,000 people from 146 countries. We were once again in attendance with our stand in Hall 12.1 and are very pleased with how the fair went. Our 30-strong team welcomed a large number of visitors – including some familiar faces and many new contacts – to the stand and had lots of good conversations. Our DFS PV and DFS HP residual current devices for the energy transition were a big hit with visitors. The DHS FANA for safe experimentation, the DPRCD-M – a module for the production of a five-pole personal protection switch –



and the new e.Guard-RCM met with keen interest from trade visitors from the electrical trade, industry and real estate. With one trade fair over, we turn our attention to the next: We are now looking forward to the autumn trade fairs and to the next Light + Building, which will take place from 8–13 March 2026. ■

Customer survey yields excellent results

We regularly ask our customers for their opinion about our products and services. We are delighted with the result of the latest survey: 96% of respondents are satisfied or even very satisfied with our products. 95% of respondents are very satisfied or satisfied with the handling, i. e. the installation, use and functioning of our switches. We also surveyed our partners abroad: 91% are very satisfied or satisfied with the product quality and almost 82%

are very satisfied or satisfied with the handling and use of the products. We also wanted to know where our customers get information about our products: Our website and our printed material (catalogue, price list, brochures) are very popular. Seminars and events, as well as personal or telephone contact with our staff, also scored highly. Once again, many thanks to all those who took part! ■

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QUOTE OF THE QUARTER

When we dream alone it is only a dream, but when many dream together it is the beginning of a new reality.

(Friedensreich Hundertwasser, Austrian artist)

DATES/NOTES

Doepke Academy, online:
Residual current protection for mobile applications
20 June 2024

Doepke Talk, online
5 September 2024

VDS Annual Conference, Cologne
15 October 2024