

# DIZ

## DOEPKE-INFO-ZEITUNG

FREE CUSTOMER NEWSLETTER BY DOEPKE SCHALTGERÄTE GMBH

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## Sales Agent Conference 2015

Exchanging knowledge, trends and developments



▲ Lots of discussions took place during the conference breaks in the new communications room

**We get together with our sales agents once a year to analyse the previous financial year and talk about forthcoming events and new topics.**

Nationwide interaction between specialists and experts from the electronics industry: it is always really exciting to have all the different opinions and characters from different regions in one place.

Lots of new ideas from this group

have already been put into practice. This shows how important it is for people to talk with one another and not just rely on modern means of communication. It's a tradition that has proven successful for many years.

Johann Meints  
Head of Marketing



## Switch off in case of emergency!

The DFS 4 NA – two devices in one housing

In many situations, it is useful, or even specified by standards or installation regulations, for circuits to be equipped with an emergency switch function. The new DFS 4 NA provides an isolating device of this kind and compatible residual current protection together in one unit.

According to DIN VDE 0100-723, both residual current protective devices and isolating devices with remote actuation must be used in laboratories and training rooms, for example, at every output (usually standard mushroom buttons). The new NA switch offers this very connection option.

Furthermore, it complies with the requirements of DIN VDE 0100-537 since it can disconnect with full load current and remote actuation occurs without any interruption to the power supply. The device as a whole is only 0.5 module widths wider than a standard switch.

Multiple DFS 4 NA residual current circuit-breakers can be operated by a single emergency stop switch if



▲ The DFS 4 NA complies with a number of standards

necessary. The status of the emergency stop circuit is indicated via an LED. The integrated auxiliary switch can also be used to forward information about trips. The auxiliary switch is implemented as a changeover contact.

Almost all DFS-4 switches are available with an emergency switch function. DFS 4 NA is due to receive a VDE mark.

Heino Thoben-Mescher  
Product Management



## Robotic lawn mower on a virtual lead

### How Dupline looks after an electronic sheep

**A few years ago, when building our house, we decided to use intelligent building automation from Dupline. Since then, many tasks have been fully automated, from lighting through to outdoor roller blinds. Lots of convenient functions were developed which make our daily life sweeter.**

Furthermore, we always have SMS access to the individual functions, and receive alerts for water, fire and break-ins.

Two years ago, automation moved outside into the garden, when

we decided to get an 'electronic sheep', i.e. a robotic lawn mower, that we called Shaun. Since then, the lawn has generally been mown four times a week between 10 a.m. and 7 p.m., mostly without us even noticing. After around a hour of mowing, Shaun returns to his hut by himself in order to recharge his batteries. Once he is recharged, he starts up his quiet work again. It's a lot a fun to watch him doing it, particularly while relaxing with a bottle of tea.

Even though it works flawlessly, we decided we want to receive a warning notification via the home automation system, in case the mower doesn't return to its charging station in time, either because it's got stuck or, in the worst case scenario, because it's been stolen. As this model doesn't have an alarm output, we retrofitted the charging station with Gira's wireless window contact and programmed it into the Dupline radio receiver DCI 3FB, which was already available for the DFF Comfort wireless remote control and has a wireless range of 100 m. The permanent magnet for the window contact was secured under the mower's housing. The wireless transmitter was fixed to the charging station



▲ The grass doesn't stand a chance against Shaun

so that the integrated reed contact is closed when the mower is in the station (window closed).

When it is mowing (window open), the wireless transmitter sends a message every 20 seconds that re-starts a timer in the Dupline receiver. If that is still happening even ten minutes after the normal mowing time, the mower is 'overdue'. An SMS with an appropriate error notification about this fact is sent from the channel generator DKG 21-GSM. For example, this function was activated while we were on holiday, when a thick branch fell in front of the hut during a storm, preventing Shaun from using the entrance. In this case it turned out to be very useful,

as I simply called my father-in-law and asked him to go round to our house and find out the reason for the error.

That worked even without having 'programmed' him for this task beforehand. ■



▲ On the new charging station: The retrofitted wireless window contact with the antenna pointing upwards



Ralf Schüler  
Development

## Quality, not quantity

### Participation in the 'Project Qatar' Trade Fair in Doha

**Looking back, participating at the Qatar Trade Fair for the first time resulted in limited success for Doepke. Despite low visitor numbers, some trade fair contacts quickly turned into buying customers from Qatar.**

It was only the fourth time the trade fair had taken place, focusing mainly on architectural and structural topics, with electronics having only a marginal presence. The visiting public were composed accordingly.

Regardless of the thematic focus, the trade fair overall was relatively poorly attended. The late opening

times (4:00 p.m.–10:00 p.m.), unusual for Europeans, were probably not the reason; they simply took into account the climate and local tradition. The trade fair site was a generous size and offers plenty of space to expand into over the next few years.

The infrastructure in Qatar has a way to go, for example when it comes to hotels. Looking closer, it is evident in many areas that Qatar is still developing.

Particularly because of the lack of focus on electronics, it currently doesn't make sense for Doepke to attend the Qatar Trade Fair again,



▲ The joint stand in Qatar, during peak opening hours

at least for the next few years. There is definitely great potential for other branches of industry at this event. ■



Edgar Eichmann  
International  
Sales Director

## Not all crabs are the same

Companies use technology to help them effectively fulfil quality requirements

Crab boats don't always pull up nets filled with things they can sell. The catch needs to be sorted so that it can be successfully marketed. When there is a large number of creatures and only slight differences between them, this is no easy task.

### Crangon and Pandalus

Firstly, they pick up non-target creatures, this is known as the bycatch and is ideally thrown back into the sea still whilst they are still alive. This can include little fish, for example, that are relatively easy to identify. It's much harder, however, when you have to distinguish one type of crab from another: in order to distinguish between the Crangon and Pandalus species, you have to look very closely. Both are crabs from the same suborder of decapods, are about the same size and only differ in their colouring.

It's vital for marketing that they are sorted, as Crangon and Pandalus have very different market values. Crangon is the well-known North Sea crab; Pandalus is one which appears on the German North Sea coast more often due to global warming but its meat is not as valuable. Sorting them manually is not cost-effective, but

processing by machine is very technically challenging.

### Automatic sorting

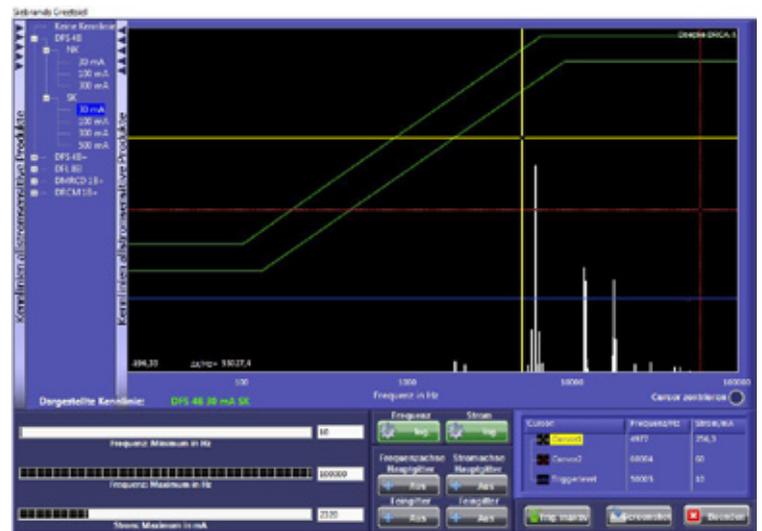
The crab sorting machine at Siebrands in Greetsiel, for example, is one of the cutting-edge generation of devices that can process the necessary quantities. The crabs are automatically positioned in a grid 50 mm long on a 1.2 m wide band. Two cameras scan the crabs as they go through the machine. These scans are immediately analysed by a computer and air jets then direct the crabs depending on the results: the good ones go into one container, the others into a second container and any unusable objects (small stones etc.) literally get the chop. This all happens extremely quickly, with up to 2,000 scans a second.

### Operational safety

In Greetsiel, fresh goods are landed and processed every day during the season. Unfortunately, there used to be repeated breakdowns when it came to crab sorting, as the upstream RCCB that was part of the connected cabinet's standard components kept tripping, even though the electrical installation initially seemed fine. It made it impossible to work efficiently.

### Investigation

A remedy was provided by a DRCA-1



▲ Measurement results: The leakage currents can be clearly seen, with their peaks always below the green tripping characteristic of the newly installed SK switch

measurement from the electronics company Fritz Meyer GmbH & Co. KG from Norden. This checked the electrical supply line using a transducer. The DRCA 1 therefore 'sees' what the tripping RCCB 'sees'.

In this case, the diagnostics produced a result quickly: the RCCB that was originally installed by the cabinet manufacturer was too 'sensitive', so that any leakage currents that occurred during operation led to it tripping unnecessarily. The sorting machine is controlled by frequency converters that can cause leakage current during operation because of their design. However, in this case, it isn't an error.

### Remedy

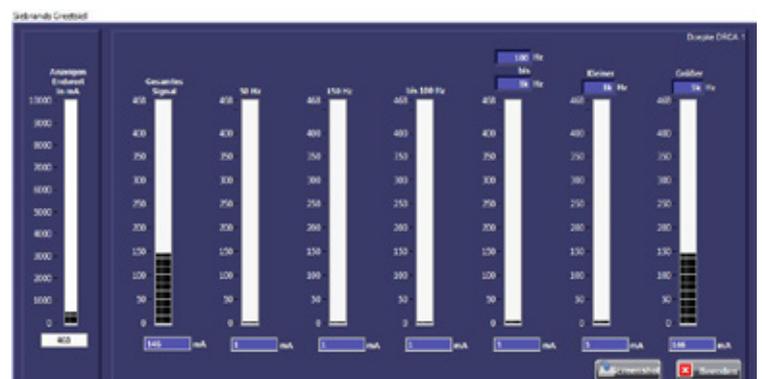
A DRCA-1 measurement captures all operating conditions and displays them clearly so that as a result, the switch can be selected that guarantees adequate protection over the whole operating cycle. In this case, a DFS 4 B SK from Doepke was installed and there has not been any false tripping since then.



Stefan Davids  
Head of Sales  
Promotion



Photo: Fritz Meyer GmbH & Co. KG



▲ Broken down into frequency bands, details of the leakage currents that occurred

## Barbara Steinmetz

### Congratulations on 10 years of service

Ten years ago, Mrs Barbara Steinmetz started working in production at our branch in Bickenriede. One of her main tasks was the production of auxiliary switches. Over the last few years, Mrs Steinmetz has specialised in the auxiliary products area and can now call upon a wealth of experience.

Music plays a major role in Mrs Steinmetz' personal life. She plays the church organ and is a member of a mandolin club.

We wish Mrs Steinmetz all the best for her 10-year anniversary on 15 August and many more successful years in our company.



■ Barbara Steinmetz at her desk

## Online tender texts

### Assistance with preparing offers



Link to tender texts in RTF format

Doepke's web presence, re-designed around a year ago, now has another function: the tender texts for lots of products are now available online to download.

As a first step, this involves our core RCD technology products. Further tender texts will follow, with the aim being to cover all Doepke products

within the foreseeable future. There are RTF files for individual products; a file containing all the data in GAEB format is available in the download area.

The link to the individual texts (RTF) is on the relevant page directly below the image.

## Train the trainer

### Educational symposium in Hamburg

Ten brand-name manufacturers came together for the first time in May to teach trainers at educational establishments in Germany about the latest development and special topics.

The focus was on technical, commercial and legal aspects, with a practical orientation towards the particular features of the electrotechnical industry. It can be the case in technical industries that new developments take a while to filter down into

the relevant textbooks. It is important when supporting the next generation that current developments are reported promptly.

The event took place at Schmidts Tivoli in Hamburg. The next symposium will take place in September in Munich. ■



Impressions of the first educational symposium Stefan Davids giving a talk (above)



## Bello's travels

### Vive le chien!



When you think of France, you think of Brittany, Normandy, the Côte d'Azur or Provence. Who thinks of the Cévennes? Last September we decided we'd check it out and stayed near St. Ambroix, a small town on the edge of the Cévennes towards the Mediterranean coast. This area of the Central Massif is not entirely unknown, as that's where you'll find the Ardèche, both a region and a river with fantastic flora and fauna.

Since the decline in the trading of chestnuts, silk and ore, this region is now no longer the wealthiest, but has plenty to offer in terms of nature and relaxation. One of the most amazing sights is the view from Mont Lozère, a mountain 1,700 m high, which is where Bello was photographed. The view was so vast that it wouldn't have fitted in the picture anyway, hence the close-up. ■

## TERMINE/HINWEISE

**Ineltec, Basel**  
8–11 September  
Hall 1.1, Stand A146  
(Demelectric)

**Symposium for educational establishments**  
24–25 September  
Hörger Biohotel  
Tafernwirtschaft,  
Kranzberg/Munich

**efa Leipzig**  
28–30 October  
Hall 5, Stand G 23  
Leipziger Messe

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## QUARTERLY QUOTE

*Each generation builds a road  
for the next to walk down.*

*Chinese proverb*