

DIZ

Doepke-Info-Zeitung

The free customer newsletter by Doepke Schaltgeräte GmbH



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Business in a time of crisis

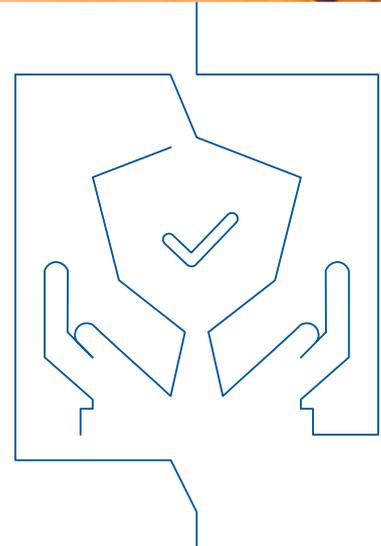
We are living in turbulent times. The global pandemic and war in Europe are causing uncertainty, driving energy prices up and disrupting supply chains.

This is having a serious impact on the supply of materials, energy and raw materials, which is having a knock-on effect on the economic situation in Germany and across the world. Companies in all sectors are facing supply bottlenecks on the raw materials market, uncertainty over energy supplies and difficulties due to the resultant huge rise in prices.

Needless to say, the electronics industry is among those affected by this trend. Doepke is also being hit by supply shortages for

materials, and rising energy prices. Like many other companies, we are having to find new supply sources, negotiate prices and mitigate supplier failures, all while maintaining or even increasing production levels due to high demand. That is not always easy.

Despite these tough conditions and the added financial and organisational burden, Doepke is in a relatively good position. Forward planning of our production and storage capacities, and, above all, our long-standing, trusting collaboration with many of our suppliers and partners, are helping us to overcome the current challenges. We would like to extend our sincere thanks to our customers, suppliers and partners for this. ■



Careers at Doepke

Work in a holiday destination

Doepke is growing. Over the past four years, the number of employees has almost doubled and this growth seems set to continue. Doepke is currently seeking new recruits in a number of areas, including marketing, IT, production and product management.

Even though we, as an employer, have a major advantage with our location – working in a holiday destination – it is not always easy in our industry to find the right staff. With this in mind, Doepke recruits via a wide variety of channels, including classic newspaper ads, adverts on the internet, posters in colleges and universities, social media, radio adverts and our own, modern career portal – karriere.doepke.de.



Doepke is also investing in tomorrow's experts, focussing heavily on training and professional development, as well as work-study programs. ■

harriere.doepke.de



Digital trade fair

Our virtual trade fair platform, Doepke Digital, can now be accessed via the following link; prior registration is not required:

expo.doepke.de

It provides plenty of up-to-date, essential information relating to the safe use of electricity and our products. You will also find themed virtual stands, videos, online seminars and much more there. Why not take a look? ■



ISQ HD:
audit-proof
& safe

Using electricity safely on construction sites

Insulation measurement without disconnecting with an AC-DC sensitive residual current circuit-breaker DFS 4 B SK ISQ HD

- saves time and effort
- prevents wear from mechanical stress
- no distortion of measurement values from electronics
- HD design provides protection in harsh environments

Online seminars on power for building sites at www.akademie.doepke.de and on our YouTube channel. ■



Doepke Sales: sales, consulting, teamwork

Our external sales approach is based on a classic three-stage model. Internally, however, our company structure differs considerably from large corporations. We would like to take a moment to show

you around our Sales divisions and their various departments. Our products are distributed via electronics wholesalers. We are also represented in all regions by our field sales force, which works with sales

agencies as well as our own technical sales team. The Domestic Sales division, led by Nicole Heyen, and the Export Sales division, run by Gerhard Janssen, are the interfaces between the company and our customers.

Internal Sales

Our Internal Sales team, consisting of seven employees, plays a key role, dealing with queries, order processing, deliveries, complaints, and anything that concerns our customers and partners. All colleagues have dedicated regions in Germany and abroad, and work closely with our sales managers, sales agencies and technical sales staff. This means all customer regions can be managed from a single source. You can find out who is responsible for each region by checking the interactive map in the 'Contact' section of the Doepke website.

This type of personal customer contact is very important to us. This approach has enabled us to develop close, personal partnerships over the years.



The Sales division: Denise Janssen, Tomke Müller, Sarah Wolthoff, Nicole Heyen (Head of Domestic Sales), Elke Blonn, Gerhard Janssen, Daniel Raue, Ingo Eilts, Sandy Müller, Wilko Stein, Sabine Wolf, Stefan Eilerts and Nomo Kleine (intern)

Production Planning



Elke Blonn and Daniel Raue

Another important part of Sales is Production Planning. Depending on the order situation and stocks, two people coordinate what and how much needs to be produced and when, in order to make optimum use of capacities and resources. This is a time-consuming process and requires coordination with many

other departments. However, this way we can ensure that every single customer can get answers relating to availability and delivery times as quickly as possible via Internal Sales.

Technical Sales

Following the recruitment of two new starters – Martin Kaden and Andre Koning – there are now six members of the Technical Sales team, working under the leadership of Stefan Davids. They work all over Germany and collaborate closely with local sales agencies and Domestic Sales colleagues. They present our Doepke products, hold customer training sessions, give advice on-site and carry out residual current measurements with DRCA 1, e.g. in the event of complaints. They are responsible for specific regions too, which can be viewed in the interactive map in the 'Contact' section on our website www.doepke.de.

Industrial Sales

The residual current monitoring section of our product portfolio is of particular interest to customers in industry. This is why we have two colleagues who present products on site specifically for industrial applications, and who find customised solutions for every business.

Export Sales



Stefan Eilerts and Gerhard Janssen

There is a separate division dedicated to Export Sales. Two colleagues are responsible for looking after customers abroad both commercially and technically. Their jobs include existing customer care and market monitoring, as well as new customer acquisition and providing support for the two Doepke subsidiaries, Doepke UK and Doepke Middle East. ■



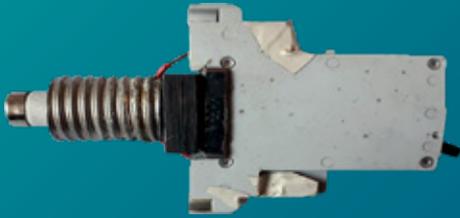
Technical Sales: Holger Meier, Wilko Stein, Ralf Bruns, Andre Koning, Nicole Heyen, Stefan Ahring, Mario Sembritzki (Head of Industrial Sales), Florian Schmidt, Stefan Davids and Martin Kaden together with CEO Andreas Müller



Our electrical finds

Be it cable chaos, a strange installation or even 'chindogu' – the electrical curiosities we encounter have one thing in common: they are out of the ordinary and catch our eye. Chindogu, by the way, is Japanese and means 'unusual tool'. The term refers to inventions that the world doesn't really need but finds very amusing. We want to make you stare in amazement, shake your head or laugh out loud by sharing our favourite electrical finds with you in this regular feature.

This miniature circuit-breaker is more spectacular than it looks. For many years, it was embedded in the electrical distribution unit of a private nuclear shelter. A physics teacher built the shelter himself. Thankfully, he never had to use it. Our thanks go to Ricard Linzi for sending in this special electrical curiosity.



Do you have an entertaining electrical find to show us? If so, please take a photo of it and send it to us at: kommunikation@doepke.de
Important: We can only consider photos that you have taken yourself. ■

Sabiene's travels:

Konnichiwa from Onna-son

Sabiene recently ventured on a long-haul flight to the Far East and then followed a sweet scent to the city of Onna in Japan's Okinawa prefecture for a break. This is the home of the beni-imo tart, a sweet speciality made from purple sweet potatoes that is a traditional Okinawa dish. In the beautiful building behind Sabiene, you can see how the treat is made, try a sample and, of course, buy some. According to connoisseurs, beni-imo tarts are a must for all fans of Eastern desserts.



The Japanese prefecture of Okinawa, meanwhile, consists of over 150 islands and is located in the East China Sea between Taiwan and the Japanese mainland. No doubt Sabiene will have plenty to discover there. ■

Future Day at Doepke

On 28 April, it was finally time once again for Future Day (formerly known as Girl's Day), our event for school children. The big day kicked off with a factory tour for 16 children and young people. After being split into the groups AC-DC, Remote Actuators and Dimmers, the youngsters then had a chance to get involved themselves, engraving their names onto a bottle opener in the Tool Manufacture department, and learning all



about the CAD program in the process. In RCCB Production, they made a residual current circuit-breaker into a piggy bank, and soldered a circuit for two LEDs in Development. The students were able to take the results of their work home with them at the end of the day. ■

News from the building site

We already reported a little on our building work in the last issue of DIZ. But we don't want to you to miss out on all the latest news. The hall for our electronics production with an adjoining office and social wing is set to be completed in autumn. The building work is progressing smoothly and an identical hall is being constructed directly next to the building. Under current plans, the production facility for tripping devices will be housed there. The completion of the second construction

phase is scheduled for autumn 2023. We have placed great emphasis on sustainability and renewable energies for this project: the buildings are heated by geothermal energy and PV systems are being installed, while the roofs will be green. ■



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QUOTE OF THE QUARTER

*A journey of
a thousand miles begins
with a single step.
(Senri no michi
mo ippo kara.)*

Japanese saying

DATES/NOTES

E-Training in Building Technology
16–18 August 2022, Rostock

Light + Building 2022
2–6 October 2022, Frankfurt,
Hall 12.1, Stand A03

SPS – Smart Production Solutions
8–10 November 2022, Nuremberg,
Hall 4A, Stand 365

Doepke talk
14 December 2022, online
Further info: www.akademie.doepke.de