

Success Story

«The new contactless system gives much easier handling, and the present technology has made us ready for future applications.»

Stefan Kurka
Business Manager
Finances and Administration



www.poeschl-tobacco.com

Kaba Partner:



www.bedatime.de

Pöschl Tabak GmbH & Co. KG, Geisenhausen



Integrated system for time and attendance and access control: A clever fittings solution gives security

The Pöschl Tabak GmbH & Co. KG is the largest producer worldwide of snuff tobacco. Every other snuff tobacco box sold over the counter is from Pöschl. In Germany, the company based in Geisenhausen near Landshut, Bavaria, even has a market share of 92.5 percent selling the traditional "Schmalzler" snuff tobacco and the modern "Snuff". Its other important market shares in the shag (about 10 percent) and pipe tobacco (about 18 percent) sectors make Pöschl the largest German, corporation-independent smoking and snuff tobacco producer. The internationally successful company is still family-owned and has a staff of 600 worldwide, 300 of whom are based in Germany. The company was established in 1902 in Landshut by the 29-year-old snuff tobacco salesman Alois Pöschl.

A hundred years later, Pöschl continues this tradition successfully almost on his own. The company had its breakthrough to gain today's importance in the thirties when they came up with the double aroma and built up their own sales organization. In 1949, the company extended its production to smoking tobaccos, thus creating a second important product range. In the seventies, the Landshut company launched the "Gletscher Prise Snuff", which translates to "Glacier Pinch". It soon became a bestseller and is nowadays, at 8 million boxes/packages sold, the world's best-selling snuff. Another milestone in the company's history was the inauguration of the new production plant in Geisenhausen in 1995. There in 2006 Pöschl produced 230,000 kg of snuff tobacco, 200,000 kg of pipe tobacco and 2,500,000 kg of shag, respectively, and sold 5,600,000 cigarettes and cigars.

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The top secret recipes of the approximately 80 different tobacco brands from their range reflect tradition, experience, desire for progress and extreme care. For their production processes, Pöschl have always opted for cutting-edge technology and environmentally sound production methods. Fluctuating demand is buffered by flexible working hours. This is why an electronic time and attendance system from Kaba has already been in place at the company since 1990. The working hours are evaluated and processed by the bedatime.OFFICE software from the Kaba partner Bavaria Zeitsysteme, who has been providing service to Pöschl for many years. In 2006, the company decided to replace the old system. "We wanted a flexible system that was adapted to the future and included, apart from time management, also access control," explains Josef Kaltenbacher, Head of Personnel at Pöschl. "Simple, comfortable handling was also important to us." Since they've had very good experience with Bavaria Zeitsysteme and Kaba, they requested a quote based on their requirements. The proposed LEGIC technology with its many options convinced the people in charge. "This allows us to also introduce later on cashless pay, thus also integrating the cafeteria and vending machines into the system," explains Stefan Kurka, Business Manager Finances and Administration, their decision. First three time and attendance terminals of the B-Net 93 20 type were installed. The question whether badges or key tag was answered with both. In production, the employees received LEGIC cards and in administration they received LEGIC key tags.

For access control, a small AC terminal controlled by the B-Net 92 50 access manager was installed at the employee entrance, which cannot always be monitored from the gate. Ever since, all employees entering the company premises have been booking here. In the interior, particular important rooms were also especially secured. "Only certain employees should be allowed to enter the IT area", emphasizes Stefan Kurka, "because we want to see who was there when." Here a decision was made in favor of Kaba's electronic fittings solution c-lever and not AC readers. In combination with mechanical SVP locks, it guarantees a door lock as specified by insurance companies in the IT area and meets the regulations for escape according to EN 179. "It's easy to handle, and the doors in question did not have to be wired", explains Stefan Kurka. All that was needed was replacing the old door fitting with the new electronic fitting. This solution ensures that the door is always automatically locked. Who wants to enter, has to identify himself as authorized at the fitting via his LEGIC key tag. You can leave the IT area at any time by pressing the door handle. The storage room, in which cleaners and the like are stored, is also secured via a fitting. Only the cleaning personnel can open the fitting with their access authorization, but otherwise the door is permanently locked. Everybody at Pöschl is happy with the new system. "We have changed over from the old system with party line wiring to the LEGIC system with Ethernet in one go, and everything has worked formidably", notes a delighted Stefan Kurka.

Head of Personnel Josef Kaltenbacher adds: "Booking at the terminals is now more comfortable and quicker. Our online system now allows employees as well as superiors to see at any moment the current time balance in the time and attendance system. It uses the software modules bedatime.INFO and bedatime.ONLINE. Group leaders and department heads immediately see who is present, who has too much overtime, etc. They can perform certain tasks themselves, for example report employees sick. This in turn eases work for the personnel department. The next module to be introduced will be bedatime.WORKFLOW, which will allow employees in the future to apply electronically for vacation and to consult result lists. The people in charge are on the whole so satisfied with the system that they plan additional extensions.

