

«The system runs very smoothly. It is easy to handle via SAP. We were very satisfied with the project implementation, installation, and Kaba Benzing's service. We are happy that the system behaves like a «black box» that records all required data for SAP.»

Nicolaus Krämer
Vice President

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Lederle-Hermetic, Gundelfingen



Higher efficiency and productivity through PDC

Many companies optimize their production processes as a result of increasing competitive pressure. Production data collection contributes to this optimization. The LEDERLE-HERMETIC group now successfully uses PDC. With approximately 450 employees, the LEDERLE-HERMETIC group is a medium-sized private enterprise. The group can look back on 137 successful years that have been dedicated to pump construction and its various pump types.

LEDERLE was founded by Wilhelm Lederle in 1866. The company operates as a mechanical workshop, situated in Edingen, Germany. In 1899 the company was renamed in LEDERLE Pumpen- und Maschinenfabrik. In 1954 a new type of leakage-free canned motor pump was developed. Lederle continued the development of these canned motor

pumps to guarantee safety in the chemical and cognated industries and to have a share in maintaining a healthy environment. In 1968 the company was again renamed HERMETIC-Pumpen GmbH. Today HERMETIC is considered the trade name and is a synonym for canned motor pumps. In 2002, HERMETIC Pumpen GmbH reached the highest revenue in the company's history. The export share was more than 60 percent. With the same number of employees, an increase of 3% per capita sales was achieved. The number of pumps produced rose by 2.8%. The company increased its world-wide market shares and strengthened its leading market position in Europe with sealless pumps. The HERMETIC pump range comprises canned motor and magnetic drive pumps. The range includes standard pump designs and a variety of special and alternative designs to meet specific

Success Story

customer requirements. LEDERLE pumps are designed for difficult pumping applications in the chemical and petrochemical industry and process technology.

HERMETIC pumps can operate with fluid temperatures from -120°C to +480°C (-184°F to +896°F), system pressures up to 120 MPa, and powers from 1 kW up to 280 kW. So far the company has supplied more than 100,000 HERMETIC pumps world-wide for the most severe toxic or hazardous applications where absolutely no leakage can be accepted.

World-wide market presence is ensured through long established partnerships with carefully selected independent agents in more than 50 countries. With HERMETIC-Pumps Inc. USA, a service facility in North America is also at the customers' disposal. In the Asia Pacific region, Lederle has established a joint venture company in China to support the expanding business in these developing markets.

Wanted: Subsystem to SAP

In order to achieve more efficiency and productivity through optimized and integrated business processes, LEDERLE-HERMETIC successfully implemented SAP in all company divisions as of January 1, 2003. «With SAP we have a modern instrument for the continuous improvement of our business processes to support company growth and its performance in international markets»,

says Nicolaus Krämer, Vice President of HERMETIC-Pumpen GmbH. In the course of the SAP implementation the group was also looking for a new time and production data collection system to replace the old system. The company asked for a pure subsystem to SAP that would be easy to maintain. The terminals had to run under Linux. Eventually, LEDERLE-HERMETIC decided in favor of Kaba Benzing's B-COMM for R/3 ERP subsystem.

«This solution convinced us because it seamlessly integrates into SAP and no additional software is needed», emphasizes Nicolaus Krämer. «Besides this we have had very positive experiences with Kaba Benzing.» At the end of 2002 three Bedanet 93 40 time recording terminals and eleven Bedanet 95 60 PDC terminals were installed. After a short test phase, time recording went live on December 1, 2002 and production data collection on January 1, 2003. «The implementation process was completely problem-free», explains Nicolaus Krämer, «everything was installed in only one day.» Since that time, employees have entered their working times at the contact-free LEGIC readers. «It's now half the battle compared to the past when we used barcode readers. Today, clocking-in and out goes much faster and there are no line-ups when employees start or end their workday», says Nicolaus Krämer.

PDC Provides Transparency

Production data collection at LEDERLE-HERMETIC runs online. Time tickets, time events such as start/end of processing, set-up times, and process confirmations are recorded with a barcode hand scanner. With the help of an info-button, every employee can view information regarding current jobs. The automatic upload / download in SAP takes place every 10 minutes. Unlike the previous system, new work cycles (e.g. for rework) can be downloaded immediately. «The employee can then start right away. This is great progress, because with the old system this was not possible», adds Vice President Nicolaus Krämer. Since January approximately 70,000 jobs were recorded with the new system. Nicolaus Krämer summarizes the main advantages of the production data collection system: «We now have cost control of production times. The recorded PDC data serves the calculation of target times and is used for exact post-calculation. And we immediately see if things go wrong.»