

Balluff GmbH. Sensor solutions and systems.

With more than 50 years of experience, Balluff GmbH is today a world leading and high-performance manufacturer of sensor solutions.





Balluff GmbH. Company site Germany

Balluff is a medium-sized family business in the fourth generation.





Balluff GmbH. Worldwide

54 subsidiaries and representative offices, 7 production sites

Neuhausen a.d.F., Florence, San Martín, Bayswater, Brunn am Gebirge, Minsk, Leuven, Vinhedo, Sofia, Mississauga, Shanghai, Zadar, Prag, Århus, Lahti, Marne La Vallée, Thessaloniki, Tai Po, Veszprém, Govandi, Tangerang, Holon, Grugliasco, Tokio, Seoul, Vilnius, Subang Jaya, Querétaro, Vught, Grimstad, Manila, Wrocław, São Domingos de Rana, Bukarest, Moskau, Valjevo, Singapur, Bratislava, Miklavž na Dravskem polju, Johannesburg, Sant Cugat del Vallès, Sävedalen, Dietikon, Taipeh, Bangkok, Istanbul, Cheadle, Odessa, Almaty





Balluff GmbH. Industries

We are at home in many different sectors

Automotive, factory automation, metal working, renewable energies, hydraulics and pneumatics, wood industry, packaging and filling, plastic...



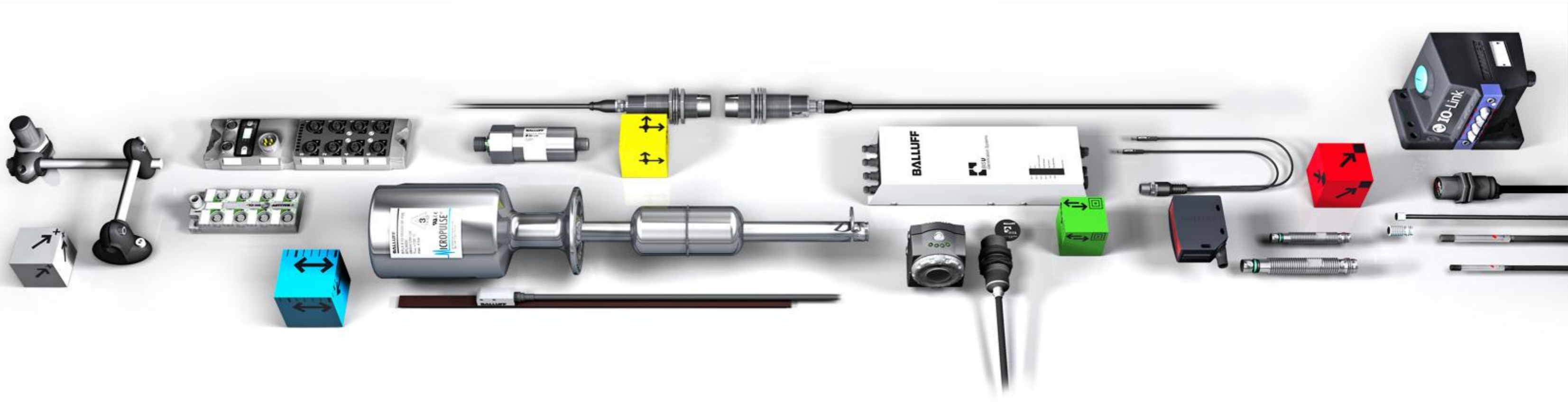


Balluff GmbH. Full Range

Balluff stands for comprehensive system expertise from a single source, sophisticated technology and greatest reliability. And even more: distinctive customer orientation, fast and global service and excellent assistance quality.

When a business expands the number of customers expands as well. Thus there is a growing demand for 3D models, where every customer wants to have models in the common CAD format of his company.

This takes a lot of time and costs money.





Flash Animation

To find the best solution we started
to cooperate with CADENAS.

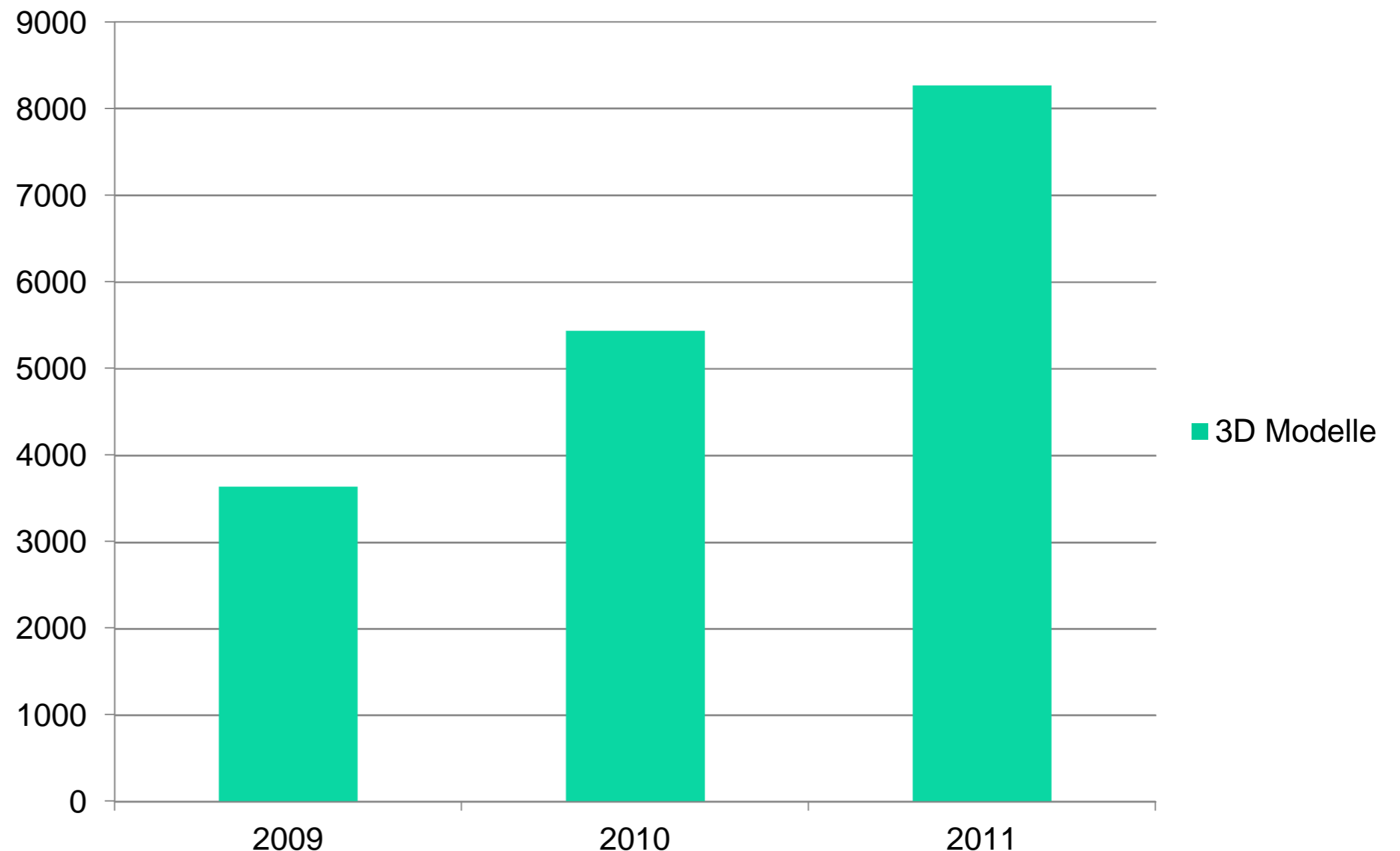


Facts and figures

Trend for the creation of 3D models. Currently about 93% of Balluff' products are listed in the PARTcommunity Catalog.

Number of models rose beyond 8200 in 2011.

Since October 2011 we have been using the new 2.0 version of the PARTcommunity Catalog.



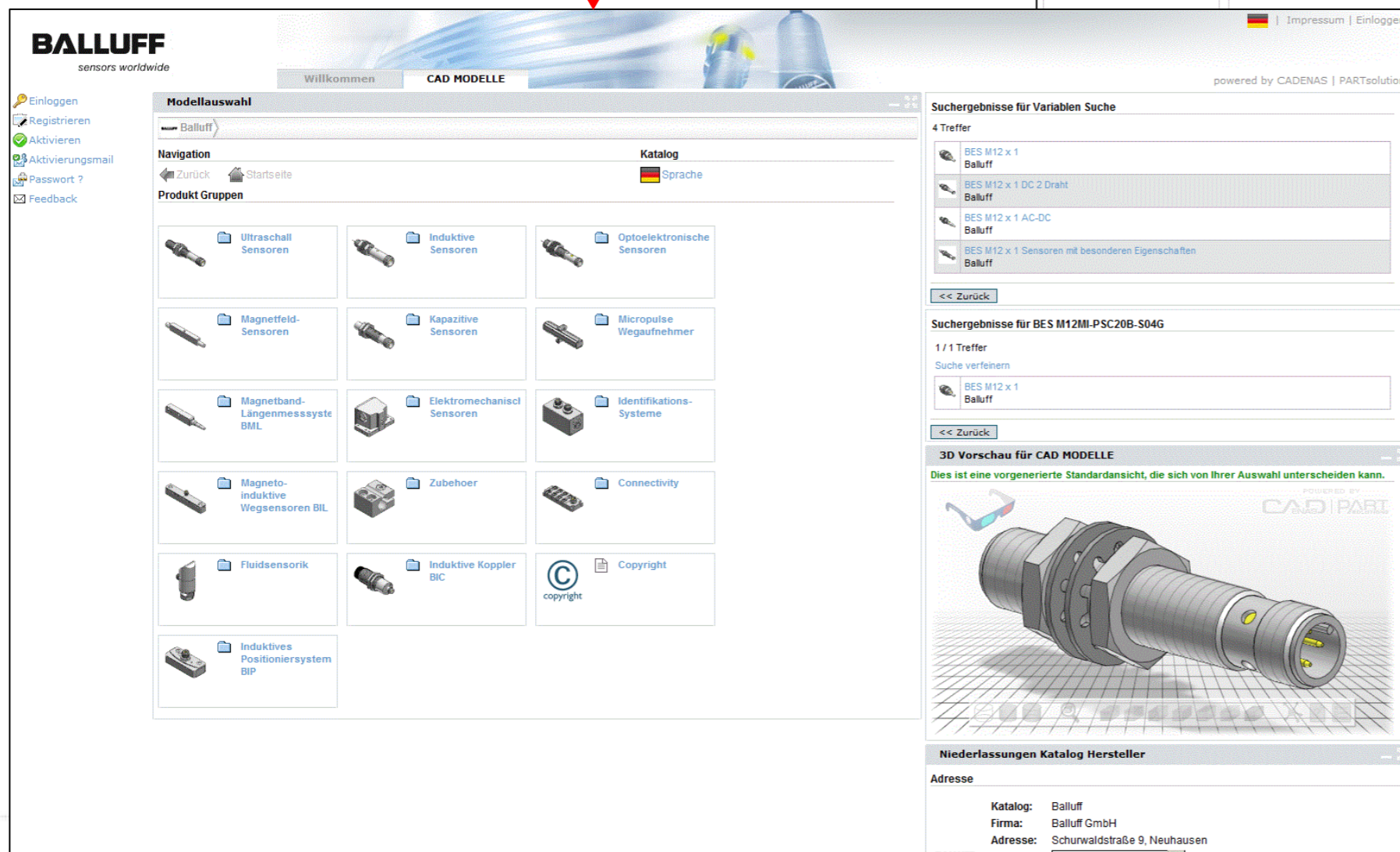
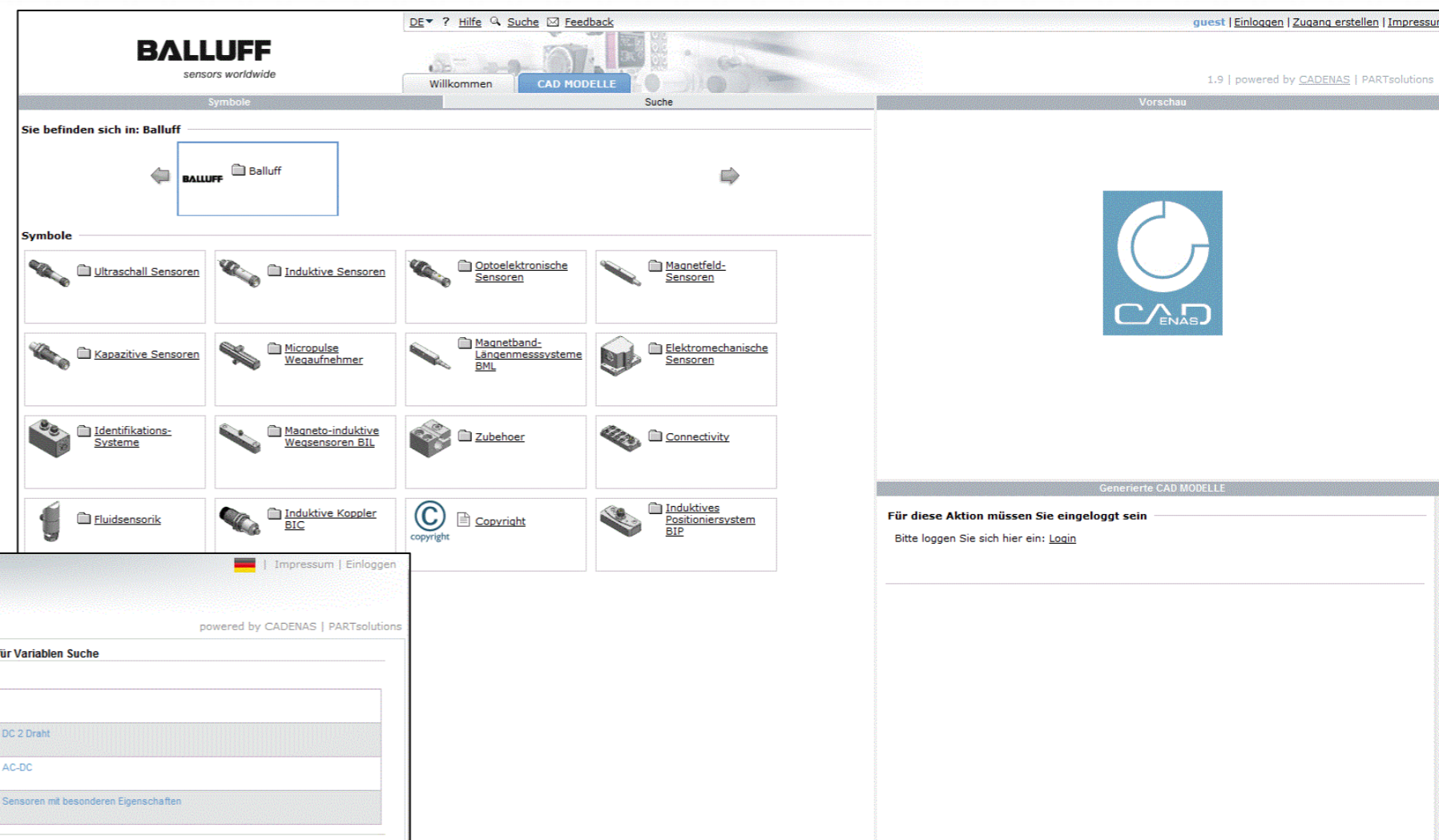


PARTcommunity 2.0. Overview

Better arrangement of the surface and better adapted to the manufacturer's design.

Version 1.9 →

↓
Version 2.0



All important features and functions for instance parts master, search for variables, login, are available at a glance and intuitively recognizable.



PARTcommunity 2.0. Overview

Due to folding desktop attributes the view is flexible and can be changed quickly.

The screenshot shows the Balluff eCatalogSolutions interface. The main content area displays a grid of product groups under the heading 'Produkt Gruppen'. The grid includes categories such as Ultraschall Sensoren, Induktive Sensoren, Optoelektronische Sensoren, Magnetfeld-Sensoren, Kapazitive Sensoren, Micropulse Wegaufnehmer, Magnetband-Längenmesssysteme BML, Elektromechanische Sensoren, Identifikations-Systeme, Magneto-induktive Wegsensoren BIL, Zubehoer, Connectivity, Fluidsensorik, Induktive Koppler BIC, and Induktives Positioniersystem BIP. A search criteria table is visible on the right side of the interface.

Name	Beschreibung	Vergleich	Wert
BC	Bestellcode	-	<input type="text"/>
BG	Baugröße	-	<input type="text"/> mm
AB	Artikelbezeichnung	-	<input type="text"/>

This screenshot shows a wider view of the product catalog grid. The grid is organized into three rows and seven columns. The product groups listed are: Ultraschall Sensoren, Induktive Sensoren, Optoelektronische Sensoren, Magnetfeld-Sensoren, Kapazitive Sensoren, Micropulse Wegaufnehmer, Magnetband-Längenmesssysteme BML, Elektromechanische Sensoren, Identifikations-Systeme, Magneto-induktive Wegsensoren BIL, Zubehoer, Connectivity, Fluidsensorik, Induktive Koppler BIC, Induktives Positioniersystem BIP, and Copyright.



PARTcommunity 2.0. Overview

An important feature on the homepage is the overview of all Balluff locations worldwide with phone numbers and addresses.

BALLUFF
sensors worldwide

Willkommen | CAD MODELLE

Einloggen
Registrieren
Aktivieren
Aktivierungsmail
Passwort?
Feedback

Modellauswahl
Balluff

Navigation
Zurück Startseite
Katalog
Sprache

Produkt Gruppen

- Ultraschall Sensoren
- Induktive Sensoren
- Optoelektronische Sensoren
- Magnetfeld-Sensoren
- Kapazitive Sensoren
- Micropulse Wegaufnehmer
- Magnetband-Längenmesssysteme BML
- Elektromechanische Sensoren
- Identifikations-Systeme
- Magneto-induktive
- Zubehoer
- Connectivity

Suchkriterien

Name	Beschreibung	Vergleich	Wert
BC	Bestellcode		
AB	Artikelbezeichnung		
BG	Baugröße		mm

Suchen

Suchkriterien
Suchtext: Suchen

CAD model 3D preview

Niederlassungen Katalog Hersteller

Adresse

Katalog: Balluff
Firma: Balluff GmbH
Adresse: Schurwaldstraße 9, Neuhausen
Land: Deutschland
Telefon: +49 7158 173-0
E-Mail: balluff@balluff.de
Homepage: http://www.balluff.com

Niederlassungen Katalog Hersteller

Adresse

Katalog: Balluff
Firma: Balluff GmbH
Adresse: Schurwaldstraße 9, Neuhausen
Land: Deutschland
Telefon: +49 7158 173-0
E-Mail: balluff@balluff.de
Homepage: http://www.balluff.com

Karte

Map Satellite Hybrid

Map data ©2011 GeoBasis-DE/BKG (©2009), Google - Terms of Use

Niederlassungen Katalog Hersteller

Adresse

Katalog: Balluff
Firma: Balluff SAS
Adresse: ZI Nord de Torcy-Bat 3 Rue des Tanneurs - BP 48, Marne La Vallée Cedex 1
Land: Frankreich
Telefon: +33 1 64111990
E-Mail: info.fr@balluff.fr
Homepage: http://www.balluff.fr

Karte

Map Satellite Hybrid

Map data ©2011 GeoBasis-DE/BKG (©2009), Google - Terms of Use



PARTcommunity 2.0. Languages

Version 2.0 has two language levels or areas: the interface language and the catalog language. This way every catalog manufacturer can decide himself which language he wants to use for the catalog.

Balluff Catalog:

2010 – 3 languages;



2011 – 7 languages;



2012 – 10 languages are planned



The screenshot shows the Balluff eCatalog interface. At the top, there's a navigation bar with 'Willkommen' and 'CAD MODELLE'. Below it, a 'Modellauswahl' section displays various product groups like 'Ultraschall Sensoren', 'Induktive Sensoren', 'Magnetfeld-Sensoren', etc. A 'Katalog' dropdown menu is open, showing 'Sprache' and a list of supported languages with their respective flags. On the right, there's a search section with 'Suchkriterien' and a search box. Below that, a '3D Vorschau für CAD MODELLE' section indicates 'Keine Vorschau verfügbar'. At the bottom right, there's a 'Niederlassungen Katalog Hersteller' section with contact information and a map showing the location of Balluff GmbH.

PARTcommunity 2.0. Search

The highest priority of our comprehensive catalog is a quick and precise search.

1. Search for variables according to:
 - Order code;
 - Size;
 - Article description;
2. Full-text search;:

Suchkriterien

Name	Beschreibung	Vergleich	Wert
BC	Bestellcode	=	<input type="text"/>
BG	Baugroesse	=	<input type="text"/> mm
AB	Artikelbezeichnung	=	<input type="text"/>

Suchtext: Suchen

Results of an imprecise full-text search:

Suchergebnisse für BES M12*

8 / 8 Treffer

Suche verfeinern

	BES M12 x 1 Balluff
	BES M12 x 1 DC 2 Draht Balluff
	BES M12 x 1 Sensoren mit besonderen Eigenschaften Balluff
	BES M12 x 1 AC-DC Balluff
	Klemmhalter Balluff
	Schutzmutter Balluff
	Klemmboecke Balluff
	Klemmböcke für Reihenmontage von Sensoren Balluff

Results of an imprecise search for variables:

Suchergebnisse für Variablen Suche

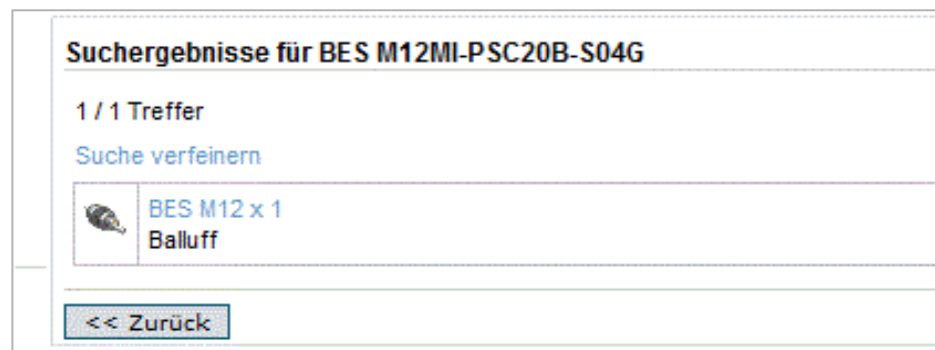
4 Treffer

	BES M12 x 1 Balluff
	BES M12 x 1 DC 2 Draht Balluff
	BES M12 x 1 AC-DC Balluff
	BES M12 x 1 Sensoren mit besonderen Eigenschaften Balluff

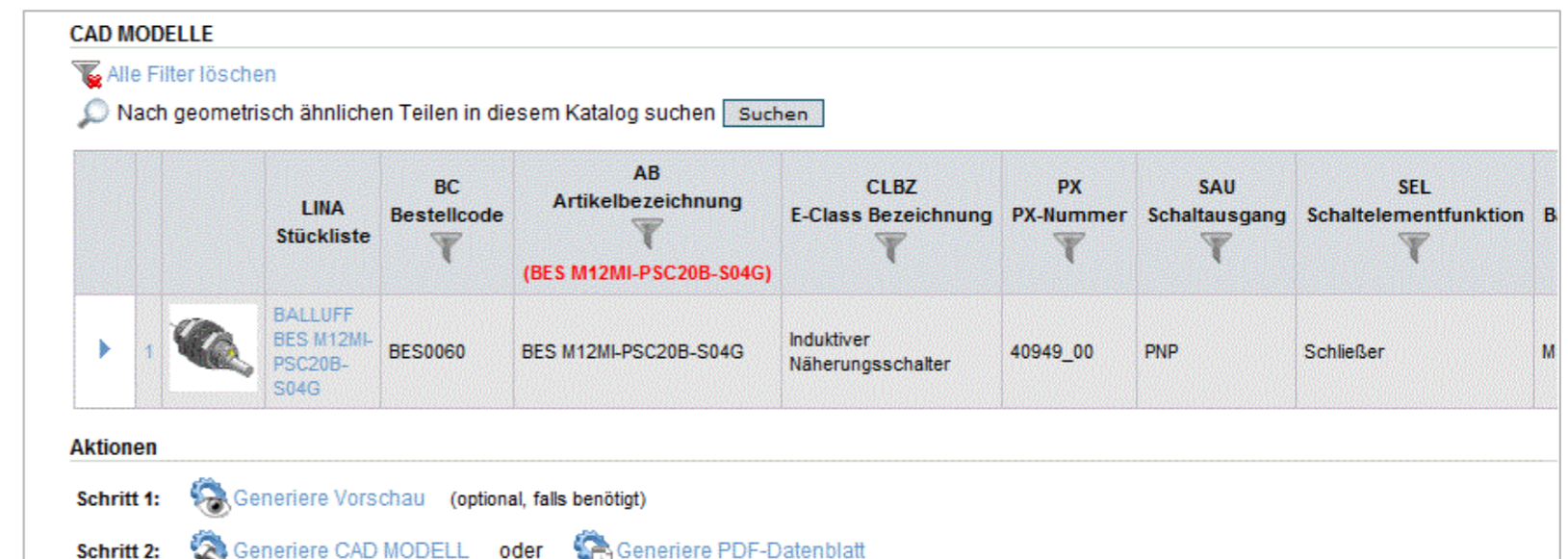


PARTcommunity 2.0. Search

At a precise full-text search for certain product descriptions you get the whole product table with 267 lines, so that you have to continue searching.



The search for variables with the exact article description generates unique search hits and takes less than a second.





PARTcommunity 2.0. Search templates.

1. Standard Search

Suche nach CAD MODELLEN

Volltext Variablen Geometrisch 3D **Skizze 2D**

Suchkriterien

Suchtext:

3D-Search

Suche nach CAD MODELLEN

Volltext Variablen **Geometrisch 3D** Skizze 2D

Katalog

Vergleichsdaten hochladen

2D Sketch Search

Suche nach CAD MODELLEN

Volltext Variablen Geometrisch 3D **Skizze 2D**

Katalog

Skizzen

2. Balluff Search.

Suchkriterien

Name	Beschreibung	Vergleich	Wert
BC	Bestellcode	=	<input type="text"/>
AB	Artikelbezeichnung	=	<input type="text"/>
BG	Baugroesse	=	<input type="text"/> mm

Suchkriterien

Suchtext:

3. Search "2012".

Suche nach CAD MODELLEN

Volltext Variablen **Geometrisch 3D** Skizze 2D

Suchkriterien

Name	Beschreibung	Vergleich	Wert
BC	Bestellcode	=	<input type="text"/>
BG	Baugroesse	=	<input type="text"/> mm
AB	Artikelbezeichnung	=	<input type="text"/>



PARTcommunity 2.0. From searching to product selection.

The near future?

We do not only want our customers to find certain parts in our catalog easily and quickly but also to be able to choose their desired product according to predefined search criterias.

409		BALLUFF BES M08MH1-NSC30B-S04G	BES02W7	BES M08MH1-NSC30B-S04G	Induktiver Näherungsschalter	46727_00	NPN	Schließer	M8 x 1	quasi bündig	3 mm
-----	--	--------------------------------	---------	------------------------	------------------------------	----------	-----	-----------	--------	--------------	------

Without filter,
409 lines

	LIMA Stückliste	BC Bestellcode	AB Artikelbezeichnung	CLBZ E-Class Bezeichnung	PX PX-Nummer	SAU Schaltausgang (NPN)	SEL Schaltelementfunktion (Öffner)	BG Baugroesse	EIN Einbauart (nicht bündig)	BSA Bemessungsschaltabstand
1		BES0019	BES M08EH-NOC40F-S49G	Induktiver Näherungsschalter	41769_00	NPN	Öffner	M8 x 1	nicht bündig	4 mm
2		BES0010	BES M08EG-NOC40F-BP02	Induktiver Näherungsschalter	41770_00	NPN	Öffner	M8 x 1	nicht bündig	4 mm
3		BES0011	BES M08EG-NOC40F-BV02	Induktiver Näherungsschalter	41770_00	NPN	Öffner	M8 x 1	nicht bündig	4 mm
4		BES0018	BES M08EH-NOC40F-S04G	Induktiver Näherungsschalter	41773_00	NPN	Öffner	M8 x 1	nicht bündig	4 mm
5		BES000N	BES M08ED-NOC40F-BP02	Induktiver Näherungsschalter	41800_00	NPN	Öffner	M8 x 1	nicht bündig	4 mm
6		BES000P	BES M08ED-NOC40F-BV02	Induktiver Näherungsschalter	41800_00	NPN	Öffner	M8 x 1	nicht bündig	4 mm
7		BES000J	BES M08EB-NOC40F-S49G	Induktiver Näherungsschalter	41801_00	NPN	Öffner	M8 x 1	nicht bündig	4 mm

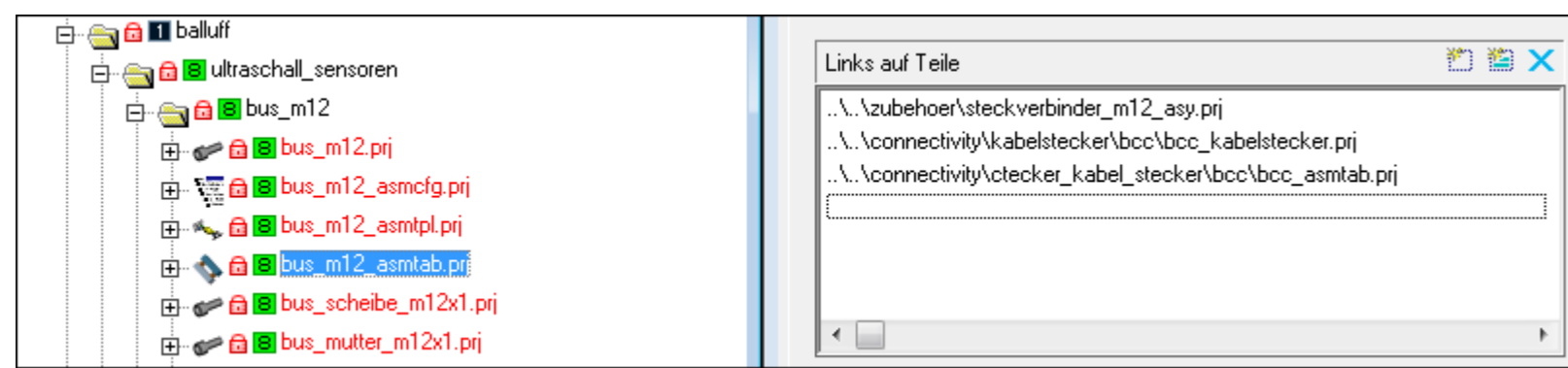
With three successive filters,
7 lines

PARTcommunity 2.0. Extended functionality.

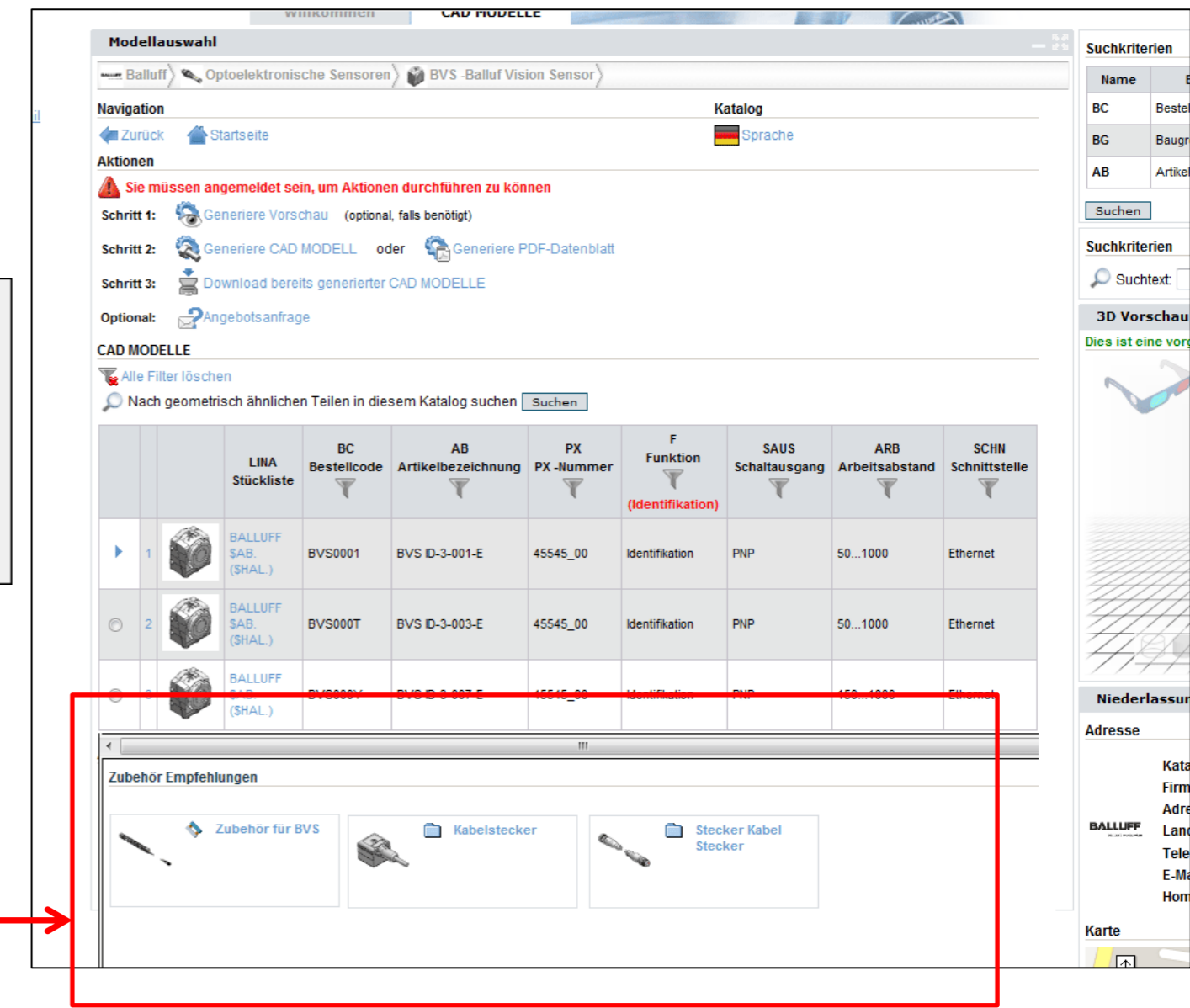
Accessory references.

Quickly and easily find accessories that match your product – this is an important and interesting solution many of our users would appreciate.

Accessory Wizard.



PARTproject →



PARTcommunity →



PARTcommunity 2.0. Extended functionality. Accessory references.

Sometimes the „project to project“ link is not sufficient.

Connectors

No Connector

Connector S4

Connector S49

Sensors

10		BALLUFF BES 516-371-SA14-PU-03	BES037J	BES 516-371-SA14-PU-03	Induktiver Näherungsschalter	40495_00	PN
11		BALLUFF BES 516-371-SA16	BES037L	BES 516-371-SA16	Induktiver Näherungsschalter	40656_00	PN
12		BALLUFF BES G06MH1-NSC30B-S04G	BES02UP	BES G06MH1-NSC30B-S04G	Induktiver Näherungsschalter	40981_00	NP
13		BALLUFF BES G06MH1-PSC30B-S04G	BES02UR	BES G06MH1-PSC30B-S04G	Induktiver Näherungsschalter	40981_00	PN
14		BALLUFF BES G06MI-NOC30B-S49G	BES02UT	BES G06MI-NOC30B-S49G	Induktiver Näherungsschalter	40982_00	NP

Diverse Accessory

The screenshot shows a grid of accessory products with the following items:

- Steckverbinder M5 - Anschluss
- Steckverbinder M8 - Anschluss
- Steckverbinder M12 - Anschluss
- Steckverbinder 1mm - Anschluss
- Steckverbinder 78° - Anschluss
- Diverse Steckverbinder
- Schutzmutter
- Muttern
- Dichtmutter
- Verschlussstopfen
- Klemmhalter
- Klemmboecke
- Befestigungssche
- Haltewinkel
- Festanschlaege
- Festanschlag Befestigungssche
- Klemmböcke für Reihenmontage von Sensoren
- Montageplatte für Unisensor
- Haltesystem für Unicomact
- Schweisschutz
- Schutzhaube
- Elektrische Geräte
- BMS&BAM

The possibility to not only allocate the whole project to another, but also be able to establish links between the parts of different projects, would be the ideal solution for the accessory wizard.



PARTcommunity 2.0. PDF-Data Sheets.

PARTcommunity offers the possibility to download 3D PDF data sheets with 3D and 2D product views.

Besides that almost all catalog parts are linked to Balluff's technical data sheets.

PARTcommunity PDF data sheet

BES M12 x 1

PDF DATASHEET
© 1992 - 2010 CADENAS GmbH

40425_00

BES M12 x 1

PDF DATASHEET
© 1992 - 2010 CADENAS GmbH

BC (Bestellcode)	BES015W
AB (Artikelbezeichnung)	BES 516-113-BO-C-03
CLBZ (E-Class Bezeichnung)	Induktiver Näherungsschalter
PX (PX-Nummer)	40425_00
SAU (Schaltausgang)	PNP
SEL (Schaltelementfunktion)	antivalent
BG (Baugroesse)	M12x1
EIN (Einbauart)	bündig
BSA (Bemessungsschaltabstand)	2 mm

Balluff technical data sheet

BES 516-113-BO-C-03
BES015W

PNP
Schließer/Öffner (NO/NC)
bündig einbaubar, Sn = 2 mm

Elektrische Daten

Bemessungsstrom (Ie)	200 mA
Schaltfunktion	Schließer/Öffner (NO/NC)
Schaltfrequenz (f)	800 Hz
Bemessungsleistung DC	24 DC V
Gebrauchskategorie	DC 13
Hysteresis max. (H)	15 %
Restwertigkeit max. von Ue	= 15 %
Schaltausgang	PNP
Anschluss	Kabel
Elektrische Ausführung	DC, Gleichspannung
Reststrom max. (Ir)	80 µA
Betriebsspannung min. DC (UB)	10 V
Bereitschaftsverzug max. (tv)	50 ms
Leerlaufstrom bedämpft	= 32 mA
Spannungsfall statisch max.	2,5 V
Betriebsspannung max. DC (UB)	30 V

Allgemeine Daten

Verpolungssicher	ja
Funktionsanzeige	ja
Kurzschlussschutz	ja
Schutzklasse	2
Zulassung	CE, c_uf_us
Schutzart IP	IP68 nach BWN Pr 20

Anschlussbild

Mechanische Daten

Gesicherter Schaltabstand (Sa)	0...1,6 mm
Mechanische Einbaubedingung	bündig einbaubar
Werkstoff, Gehäuse	Stahl nichtrostend
Wiederholgenauigkeit (R)	5 %
Anzahl der Leiter	4-Draht
Kabelkurzbezeichnung	L1YY-O
Verschmutzungsgrad	3
Werkstoff der aktiven Fläche	PA 12
Nennschaltabstand (sn)	2 mm
Durchmesser	M12x1 mm
Umgebungstemperatur max.	+70 °C
Umgebungstemperatur min.	-25 °C






www.balluff.com
Balluff Europe: +49 7158 173-0
Balluff USA: 1-800-54 3-83 00
Balluff Asia: +86 21-50 64 41 31


Online Productinformation
2009-03-16










PARTcommunity 2.0. Extended functionality. Applications and Systems.

Balluff does not only offer particular products, but increasingly more complete solutions. We have a broad application range. Thus we had the idea to publish application examples on PARTcommunity as well.

	BC	AB	AUS	PX	BG Baugröße	MA Maß [mm]		
					150x90	150x90x45,5		
2		BALLUFF-BIS M-352-001-S115	BIS00NY	BIS M-352-001-S115	Schreib-Lesekopf, Antenna Stab	46495_00	25x50x10	118x68x41,6
3		BALLUFF-BIS M-305-001-S115	BIS00NK	BIS M-305-001-S115	Schreib-Lesekopf, Antenna Stab	46495_00	25x50x10	118x68x41,6
 BALLUFF-BIS M-6002-019-050-03-ST11							M18x1	118x68x41,6
Name	Beschreibung		Wert					
PDF	PDF Dokument		PDF Dokument					
BC	Bestellcode		BIS00EW		24x24x21	24x24x21		
AB	Artikelbezeichnung		BIS M-6002-019-050-03-ST11					
AUS	Ausführung		Auswerteeinheit kompakt, Profibus DP		Ø10 x 4,50	Ø10 x 4,50		
PX	PX-Nummer		43235_01					
BG	Baugröße		150x90					
MA	Maß		150x90x45,5 mm					
AB1	AB1		BIS_M-6002-019-050-03-ST11					



	Order code	Material description	Remark
1.1 Processor Unit Profibus DP			
	BIS00EW	BIS M-6002-019-050-03-ST11	Profibus DP
1.2 Antennas (Write-/Read heads)			
	BIS00NY	BIS M-352-001-S115 	Write-/Read head for corner tag (with rod antenna; e.g. BIS00M2) with remote electronic; 0.5m cable
	BIS00NK	BIS M-305-001-S115 	Write-/Read head for round data tag (with round antenna; e.g. BIS004A) with remote electronic; 0.5m cable
	BIS00P2	BIS M-307-001-S115 	Write-/Read head M18 for round data tag (with round antenna; e.g. BIS004A) with remote Electronic; 0.5m cable
1.3 Data Tags			
	BIS00NZ	BIS M-191-02/A 	FRAM 2.000Byte (rod antenna)
	BIS004A	BIS M-122-02/A 	FRAM 2.000Byte; „Balluff Pill“, flush mountable in metal; 10mm (round antenna)
	BIS00M2	BIS M-152-03/A 	EEPROM 112Byte (rod antenna)
	BIS00P1	BIS M-154-03/A 	EEPROM 112Byte (rod antenna) in 8x35mm plastic housing
1.4 Accessories			
	BAM01MY	BAM MB-XA-010-B07-4	Stainless steel V2A mount for flat antenna
	BCC00RA	BIS Z-501-PU1-05/M	cable, Write-/Read head to processor, 5m



PARTcommunity 2.0. Applications and systems. The near future?

Desired extensions:

The reference assistant of PARTprojekt should help the user to choose between accessory and application reference.

The accessory area is also supposed to be extended with applications.

Modellauswahl

Navigation: Zurück, Startseite

Aktionen: Sie müssen angemeldet sein, um Aktionen durchführen zu können

Schritt 1: Generiere Vorschau (optional, falls benötigt)

Schritt 2: Generiere CAD MODELL oder Generiere PDF-Datenblatt

Schritt 3: Download bereits generierter CAD MODELLE

Optional: Angebotsanfrage

CAD MODELLE

Alle Filter löschen

Nach geometrisch ähnlichen Teilen in diesem Katalog suchen

LINA Stückliste	BC Bestellcode	AB Artikelbezeichnung	PX -Nummer	F Funktion (Identifikation)	SAUS Schaltausgang	ARB Arbeitsabstand	SCHN Schnittstelle
1 BALLUFF SAB. (SHAL.)	BVS0001	BVS ID-3-001-E	45545_00	Identifikation	PNP	50...1000	Ethernet
2 BALLUFF SAB. (SHAL.)	BVS000T	BVS ID-3-003-E	45545_00	Identifikation	PNP	50...1000	Ethernet
3 BALLUFF SAB. (SHAL.)	BVS000Y	BVS ID-3-007-E	45545_00	Identifikation	PNP	150...1000	Ethernet

Zubehör Empfehlungen

- Zubehör für BVS
- Kabelstecker

Applikationsbeispiele

- Applikationen BVS

Suchkriterien

Name	Beschreibung	Vergleich	Wert
BC	Bestellcode	=	
BG	Baugroesse	=	mm
AB	Artikelbezeichnung	=	

Suchkriterien: Suchtext: Suchen

3D Vorschau für CAD MODELLE

Dies ist eine vorgenerierte Standardansicht, die sich von Ihrer Auswahl unterscheiden kann.

Niederlassungen Katalog Hersteller

Adresse:

Katalog: Balluff
Firma: Balluff GmbH
Adresse: Schurwaldstraße 9, Neuhausen
Land: Deutschland
Telefon: +49 7158 173-0
E-Mail: balluff@balluff.de
Homepage: http://www.balluff.com

Karte: Map, Satellite, Hybrid



PARTcommunity 2.0. „Special request“

Above this we would also like to have a text note next to the configurable product. Some users get stuck at this point and generate the model without knowing that they are only one step away from configuring the right product:

BALLUFF
sensors worldwide

Willkommen CAD MODELLE Admini

Einstellungen
CAD Formate
CAD MODELLE
Feedback

Modellauswahl

Balluff > Micropulse Wegaufnehmer > AT > BTL A1

Navigation
Zurück Startseite

Aktionen

Schritt 1: Generiere Vorschau (optional, falls benötigt)
Schritt 2: Generiere CAD MODELL oder Generiere PDF-Datenblatt
Schritt 3: Download bereits generierter CAD MODELLE
Optional: Angebotsanfrage

CAD MODELLE

Nach geometrisch ähnlichen Teilen in diesem Katalog suchen

	LINA Stückliste	AB Artikelbezeichnung
▶ 1	BALLUFF BTL6-A110-M0050-A1-S115	BTL6-A110-M0050-A1-S115

Aktionen

Schritt 1: Generiere Vorschau (optional, falls benötigt)
Schritt 2: Generiere CAD MODELL oder Generiere PDF-Datenblatt
Schritt 3: Download bereits generierter CAD MODELLE

Das Teil kann weiter konfiguriert werden.



Schritt 1: Generiere Vorschau (optional, falls benötigt)
Schritt 2: Generiere CAD MODELL oder Generiere PDF-Datenblatt
Schritt 3: Download bereits generierter CAD MODELLE
Optional: Angebotsanfrage

Variablen

BALLUFF BTL6-A110-M0050-A1-S115

Name	Beschreibung	Wert
AB	Artikelbezeichnung	BTL6-A110-M0050-A1-S115
SW	Schnittstelle Wegaufnehmer	A
ASF	Ausführung	Standard
NENN	Standard-Nennlaengen	50 mm
DP	Datenprotokoll	-
POS	Positiongeber	BTL6-A-3800-2
KL	Befestigungsklammern/-schelle	BTL6-A-MF01-A-50
ST	Steckverbinder	SELECT

Aktionen

Schritt 1: Generiere Vorschau (optional, falls benötigt)
Schritt 2: Generiere CAD MODELL oder Generiere PDF-Datenblatt



PARTcommunity 2.0. Results and Feedback.

One of the most important features of a new version is a highly improved performance. PARTcommunity 2.0 speeds up the download of the CAD model with the new download function PART2CAD. Thus the integration of the new Balluff model into the respective CAD system is directly possible without further buffering. It supports all common CAD systems.

	PARTcommunity 1.9 (Ladezeit in %)	PARTcommunity 2.0 (Ladezeit in %)	Verbesserung von 1.9 auf 2.0
Startseite komplett laden	100%	85%	15%
Ordner Ultraschall Sensoren öffnen	100%	66%	34%
Bus MI2 öffnen	100%	47%	53%
Bus MI2 Tabelle öffnen + 3D Vorschau laden	100%	43%	57%
Tabelle Zeile wählen	100%	53%	47%
3D Vorschau generieren	100%	70%	30%
CAD Modell generieren	100%	83%	17%
Suche nach Bestellnummer	100%	13%	87%

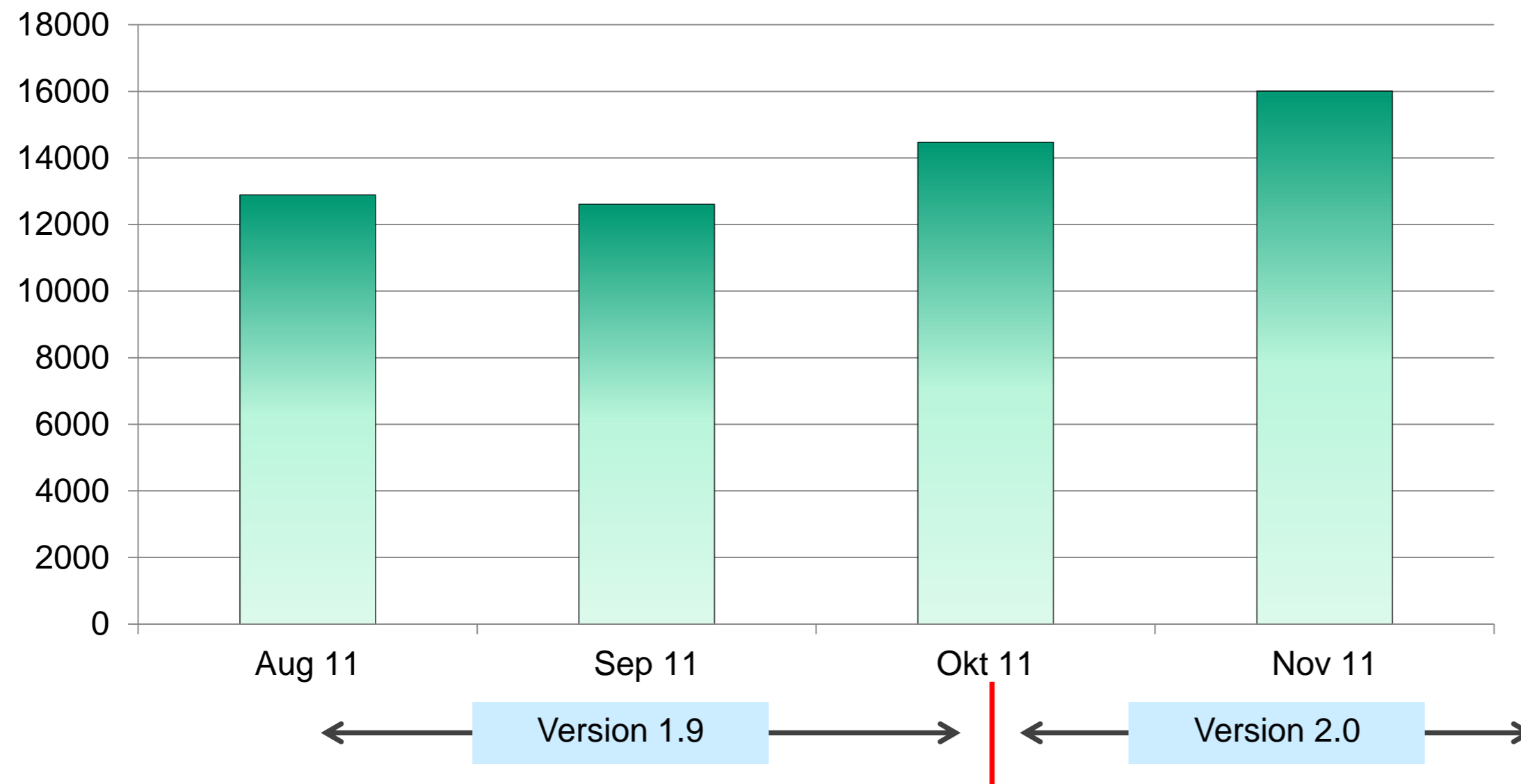
According to measurements carried out by Cadenas the time used for searching is decreased by up to 87 % and up to 57% for downloading.

We got a very positive feedback from our service department on PARTcommunity 2.0. Our customers especially like the efficient and intuitive search for different criterias as well as the improved download of CAD models.



A direct consequence of the new portal is the increasing number of downloads.

Files download before- and with version 2.0



Due to the Cadenas' Config-Tool numerous download data doesn't just disappear, but is actively used.



Internet statistics – important marketing tools.

Statistics are downloaded, researched and evaluated on a regular basis.
Statistics like the number of downloads and the customer activities are saved as xls-table.

DD DD MM YYYY
from Date 1 to Date 30 11 2011

Type: Export XLS

Order/Files Orders Files File list

Export: Only orders with complete address (Street,City,...)

Display

3459
11.2011

1	Catalog	Language	OrderDate	Email	Description	Company	Name	Street
95	balluff	german	29.11.2011	roland@roland-electronic.com	BALLUFF BCS D500002-YPC25C-EV02	Roland Electronic	Matthias Armingeon	Steinmeyer Str. 17
96	balluff	english	28.11.2011	chris.skelding@sharpcorporation.com	BALLUFF BCS D500003-YPC25C-S49G	Sharp Corporation	Chris Skelding	1451 Kessler Way
97	balluff	english	30.11.2011	donchez@rankinautomation.com	BALLUFF BCS D500003-YPC25C-S49G	Rankin Automation	David Donchez	488 Sussex Blvd
98	balluff	german	16.11.2011	hildegund.fischer@balluff.de	BALLUFF BCS F01CP01-XXS10C-EP02-GZ01-002	BALLUFF SIE Sensorik	Hildegund Fischer	Großer Seifweg 17b
99	balluff	english	1.11.2011	profimat@profimat.pl	BALLUFF BCS G04T4D-XXS10C-EP02-GZ01-002	PROFIMAT	Patryk Lowigus	
100	balluff	english	15.11.2011	contact@balluff.cz	BALLUFF BCS M05T4C-XXS10C-EP00.04-GZ01-00;	Balluff CZ	David Cechak	Peloukova
101	balluff	german	22.11.2011	svetlana.metzger@balluff.de	BALLUFF BCS M05T4C-XXS10C-EP02-GZ01-002	FFT-EDAG	Sven Metzger	Stichweg 4
102	balluff	english	1.11.2011	profimat@profimat.pl	BALLUFF BCS M08T4C1-XXS30G-EP02-GZ01-002	PROFIMAT	Patryk Lowigus	
103	balluff	german	23.11.2011	im2@im2-ing.com	BALLUFF BCS M08T4E1-POM30G-EP02	IM2 Ingenieurbüro ManfredMüller GmbH	IM2 IM2	Kaiserstr. 170-174
104	balluff	english	7.11.2011	dionisio@dmol.com	BALLUFF BCS M08T4E2-NSM15C-S49G	DMI	Dionisio Molina	Villa de Sanfilippo
105	balluff	german	7.11.2011	andreas.giehlen@kraussmaffei.com	BALLUFF BCS M08T4E2-POM15C-S49G	Krauss Maffei	Andreas Giehlen	Hedingerstrasse 75
106	balluff	german	7.11.2011	andreas.giehlen@kraussmaffei.com	BALLUFF BCS M08T4E2-POM15C-S49G	Krauss Maffei	Andreas Giehlen	Hedingerstrasse 75
107	balluff	czech	28.11.2011	jan.junek@vmk.cz	BALLUFF BCS M08T4E2-POM15C-S49G	VMK	Jan Junek	J.K. Tylo 1388
108	balluff	german	9.11.2011	P.Reinhardt@harter-gmbh.net	BALLUFF BCS M08T4E2-POM15C-S49G	Harter	Peter Reinhardt	Reinhardt 18
109	balluff	german	24.11.2011	monserrat.parrilla@handingtech.de	BALLUFF BCS M08T4E2-PSM15C-S49G	Handingtech	Fabian Kraft	Pharosger Straße 44
110	balluff	english	10.11.2011	monserrat.parrilla@gmail.com	BALLUFF BCS M08T4E2-PSM15C-S49G	Continental	Montserrat Parrilla	Avda. Paribanco Sur 7998D
111	balluff	english	3.11.2011	mtm@automatyka.com	BALLUFF BCS M08T4E2-PSM15C-S49G	MTM Automatyka	Tomasz Matysniak	Lacynowa 195B/23
112	balluff	english	23.11.2011	richard.zhang@vtr.com	BALLUFF BCS M08T4E2-PSM15C-S49G	VTR	Richard Zhang	745 South Service Rd. Unit 4
113	balluff	german	24.11.2011	simon.rommler@balluff.de	BALLUFF BCS M08T4E2-PSM15C-S49G	Balluff GmbH	Simon Rommler	Schwanenstraße 5
114	balluff	german	25.11.2011	g.gretschmann@schuster-sondermaschinenbau.de	BALLUFF BCS M08T4E2-PSM15C-S49G	Schuster Sondermaschinenbau	Tobias Gretschmann	Kapfenberg 4
115	balluff	german	9.11.2011	topex@topex.de	BALLUFF BCS M08T4E2-PSM30G-S49G	topex	Ingo Frasch	Deinberg 2
116	balluff	english	23.11.2011	richard.zhang@vtr.com	BALLUFF BCS M08T4E2-PSM30G-S49G	VTR	Richard Zhang	745 South Service Rd. Unit 4
117	balluff	german	9.11.2011	heumec@heumec.de	BALLUFF BCS M08T4E2-PSM30G-S49G	HeuMec GmbH & Co. KG	Volker Heuchel	Lange Horst 57
118	balluff	english	28.11.2011	veljko@secdesign.com	BALLUFF BCS M12B4G2-NOC80H-S04K	sec design	veljko trkulja	
119	balluff	german	29.11.2011	nowack@nowack-maschinenbau.de	BALLUFF BCS M12B4G2-NOC40D-S04K	Nowack Maschinenbau GmbH	M. Nowack	Au der Schindlbrunn 9
120	balluff	english	16.11.2011	sonny@e-cleaners.com	BALLUFF BCS M12B4G2-NOC40D-S04K	E-Z Cleaners	Sonny Privette	488 Sussex Blvd
121	balluff	german	9.11.2011	kuksa@kuka.de	BALLUFF BCS M12B4G2-NSC40D-S04K	Kuka Systems	Sören Balmer	
122	balluff	english	28.11.2011	veljko@secdesign.com	BALLUFF BCS M12B4G2-PSC40D-S04K	sec design	veljko trkulja	
123	balluff	german	29.11.2011	jobatech@jobatech.de	BALLUFF BCS M12T4D1-XXS80G-EP02-GZ01-002	JOBATech GmbH	Josef Baumgartner	Flugplatz 24
124	balluff	english	29.11.2011	jeff@gemcor.com	BALLUFF BCS M12T4D1-XXS80G-EP02-GZ01-002	Gemcor	Jeff Paja	180 Gemcor Dr
125	balluff	german	7.11.2011	m.schlegelmilch@comkontec.de	BALLUFF BCS M12T4D2-POM40C-S04G	Dixi Comkontec	Michael Schlegelmilch	Hannoverstr. 27
126	balluff	english	10.11.2011	mose.boone@schweitzer.com	BALLUFF BCS M12T4D2-POM40C-S04G	Schweitzer Engineering Laboratories, Inc	Mose Boone	1750 NE Hopkins Court
127	balluff	german	9.11.2011	P.Reinhardt@harter-gmbh.net	BALLUFF BCS M12T4D2-POM80G-S04G	Harter	Peter Reinhardt	Reinhardt 18
128	balluff	english	17.11.2011	eric.willison@cummins.com	BALLUFF BCS M12T4D2-PSM40C-S04G	Cummins turbo	Eric Willison	9051 Palmarillo Commerce Pk
129	balluff	german	24.11.2011	h&s@maschinenbau.com	BALLUFF BCS M12T4D2-PSM40C-S04G	H&S Maschinenbau	Gennadij Ermakow	Johannesstr. 7
130	balluff	english	16.11.2011	joonwei@sysmac.com.sg	BALLUFF BCS M12T4D2-PSM40C-S04G	SysMac Automation Engineering Pte Ltd	Joon Wei Teow	Woodlands Sector 1
131	balluff	german	16.11.2011	johan.bout@itec-systems.nl	BALLUFF BCS M12T4D2-PSM80G-S04G	itec systems	johan bout	Wierbosweg 12
132	balluff	german	6.11.2011	mark.perry@bkbeckum.de	BALLUFF BCS M12T4D-XXS40C-EP00.5-GZ01-002	bkbeckum	mark perry	Steenstraße 19
133	balluff	german	6.11.2011	mark.perry@bkbeckum.de	BALLUFF BCS M12TT11-NSM60G-ET02-E	bkbeckum	mark perry	Steenstraße 19
134	balluff	german	9.11.2011	P.Reinhardt@harter-gmbh.net	BALLUFF BCS M12TT11-NSM60G-ET02-E	Harter	Peter Reinhardt	Reinhardt 18
135	balluff	english	29.11.2011	jeff@gemcor.com	BALLUFF BCS M18B4G2-NOC80C-S04G	Gemcor	Jeff Paja	180 Gemcor Dr
136	balluff	german	22.11.2011	manuel.fuchs@vescon.com	BALLUFF BCS M18BB13-PSC80D-S04K	VESCON Systemtechnik GmbH	Manuel Fuchs	Holtenauerstraße 1
137	balluff	english	15.11.2011	bob.thompson@sgmagnets.com	BALLUFF BCS M18KM3-PSC80G-EV02	sg magnets ltd	Bob Thompson	Wentham
138	balluff	english	24.11.2011	romel.meza@desarrollointegral.com.mx	BALLUFF BCS M18KM3-PSC80G-EV02	Desarrollo Integral de Maquinaria	Romel Meza	Calle, Tecnologias No 15380
139	balluff	english	24.11.2011	romel.meza@desarrollointegral.com.mx	BALLUFF BCS M18KM3-PSC80G-S04G	Desarrollo Integral de Maquinaria	Romel Meza	Calle, Tecnologias No 15380
140	balluff	german	29.11.2011	christian.harthaus@netzsch.com	BALLUFF BCS M18T4G2-PSC15G-S04G	NETZSCH	Christian Harthaus	Deinbergstr. 28
141	balluff	german	11.11.2011	raff.werno@rweengineering.com	BALLUFF BCS M18T4G2-PSC15G-S04G	rwEngineering GmbH	Ralf Werno	Wierbosweg 15
142	balluff	english	4.11.2011	stephen@bucchanan.com	BALLUFF BCS M18TT12-PSCFAG-AT02	buchanan	steve stinson	1088 wagon trail drive
143	balluff	czech	22.11.2011	houfek@houfek.com	BALLUFF BCS M18VVG2-NSC15G-S04G	Houfek a.s.	Jan Mariani	Olava 757
144	balluff	german	23.11.2011	thomas.vrta@eep-maschinenbau.de	BALLUFF BCS M30B411-PSC15D-EP02	eep-maschinenbau	thomas vrta	gewerbestraße 201
145	balluff	german	30.11.2011	m.werner@egs-gmbh.de	BALLUFF BCS M30B4M2-PPM20C-S04G	EGS Automatisierungstechnik GmbH	M. Werner	Hedingerstrasse 2
146	balluff	german	7.11.2011	christian.ritter@grob-werke.com	BALLUFF BCS M30BB11-PSC15D-EP02	GROB-WERKE GmbH & Co. KG	Christian Ritter	Holtenauerstraße 4
147	balluff	german	21.11.2011	stephan.ullrich@caldia.de	BALLUFF BCS M30BB12-PSC15D-S04K	Caldia GmbH	Stephan Ullrich	
148	balluff	german	7.11.2011	caner.saygisever@mdcmax.com	BALLUFF BCS R08KE-POC80C-EP00.2-GS49	MDC Max Daetwyler AG	Caner Saygisever	Flugplatz
149	balluff	english	25.11.2011	max.finstler@cooperstandard.com	BALLUFF BCS R08KE-POC80C-EP00.2-GS49	Cooper Standard	Max Finsterle	Jemica 33

Internet statistics – important marketing tools

Processing statistics in the CRM (Customer Relationship Management).

Termin: Details Bearbeiten

Allgemeine Daten Klassifikation

Vorgangsnummer 757405 Kategorie Email

Beschreibung Cadenas Download August 2011 Wichtigkeit mittel

Ort Aktiver Status **Offen**

Beginndatum/-uhrzeit 08.09.2011 08:11 Referenzen

Enddatum/-uhrzeit 08.09.2011 10:11 Account

Ganztägig Ansprechpartner

Verantwortlicher

Notizen

	A	B	C
1	GP	Date	Cadenas Download
2	6052479	1.6.2011	BALLUFF BNS 813-D05-D12-62-20-02
3	6052479	1.6.2011	BALLUFF BNS 813-D06-D12-62-10-00
4	6052479	1.6.2011	BALLUFF BNS 813-B04-D12-61-A-20-02
			S 813-D05-D12-62-10-00
1	GP	Date	Cadenas Download
2	5702647	9.6.2011	BALLUFF BES 516-325-S4-C
3	5702647	10.6.2011	BALLUFF BES M05ED-PSC50F-S26G
4	5702647	16.6.2011	BALLUFF BOS 6K-PU-1QA-S49-C
5	5702647	16.6.2011	BALLUFF BOS 6K-PU-1HA-S49-C
6	5702647	16.6.2011	BALLUFF BOS 6K-PU-10C-S49-C
7	5702647	14.6.2011	BALLUFF BFS 26K-PS-L01-S115(ROT=0)
8	5702647	16.6.2011	BALLUFF BLE 6K-PU-1E-S49-C

Mehrfachselektion für E-Mail-Adresse

Einzelwerte selektieren (72) Intervalle selektieren Einzelwerte ausschließen Intervall

Einzelwert

- gero@balluff.com
- gero@balluff.com
- gero@balluff.com
- gero@balluff.com
- gero@balluff.com
- gero@balluff.com
- gero@balluff.com

A Excel list with the monthly downloads is created for every CRM contact number and attached as „activities“.



Internet statistics – important marketing tools.

The reason is, that the corresponding sales representative has to open the activity/appointment and switch the status from „Open“ to „Done“. Thus it is guaranteed that he reads the attachment (excel list) and the downloads and can address them to the customer at the next appointment.

You have more information about the customer and thus expect a higher participation in projects, for example, which leads to higher sales.

Vorgangsart	Kategorie	Status	Prio...	Beschreibung
Besuch Vertrieb	Produktneuheiten	Erledigt	mittel	JA PP BSP Netzteile HB ->
Ausgehende E-Mail	E-Mail	Erledigt	mittel	Newsletter Nov 2011_DE
Ausgehende E-Mail	E-Mail	Erledigt	mittel	Newsletter Okt 2011_DE
Ausgehende E-Mail	E-Mail	Erledigt	mittel	Messeeinladung Motek Sep 2011...
Kontakt allg.	Email	Offen	mittel	Cadenas Download August 2011
Sondervereinbarung	Absprache SNP	SV Gültig initial	mittel	Sondervereinbarung BATCH
Kontakt allg.	Email	Offen	mittel	Cadenas Download July 2011
Ausgehende E-Mail	E-Mail	Erledigt	mittel	BranchenNL, Intell Netzgeräte Jul ...



Internet statistics – important marketing tools.

By evaluating the further excel processing you can determine how active customers in different countries where for example in November 2011.

By comparing it to existing customer data you can Find out who is a new customer and who directly accessed the portal without prior consultation etc.

Country	Total entries	Entries without duplicates
Germany	945	405
USA	179	88
Italy	147	76
Canada	131	38
Czech Republic	115	51
Poland	106	43
Austria	86	46
France	64	33
China	43	15



Internet statistics – important marketing tools.

Further research is interesting for sales and marketing.

A table is used to examine which products are interesting for the customers and which should be promoted increasingly, etc.

The table of November 2011 shows the following priorities:

Products	Downloads
Inductive sensors	517
Accessory	457
Displacement transducers	383
Optoelectronic sensors	377
Electromechanical sensors	136
Capacitive Sensors	89
Magnetic field sensors	81
Identification systems	63

This way you can also create a download rating of particular products. It is especially interesting if the download numbers correspond with the issues of the last newsletter.

According to a survey carried out by Cadenas 87% of downloaded CAD models lead to purchased products. Thus interest directly correlates to sales.



Internet statistics – important marketing tools.

Since not all branch offices have access to the CRM-System, branch offices get an email with the statistics in xls format and a xls table with all active products via <http://balluff.partcommunity.com>.

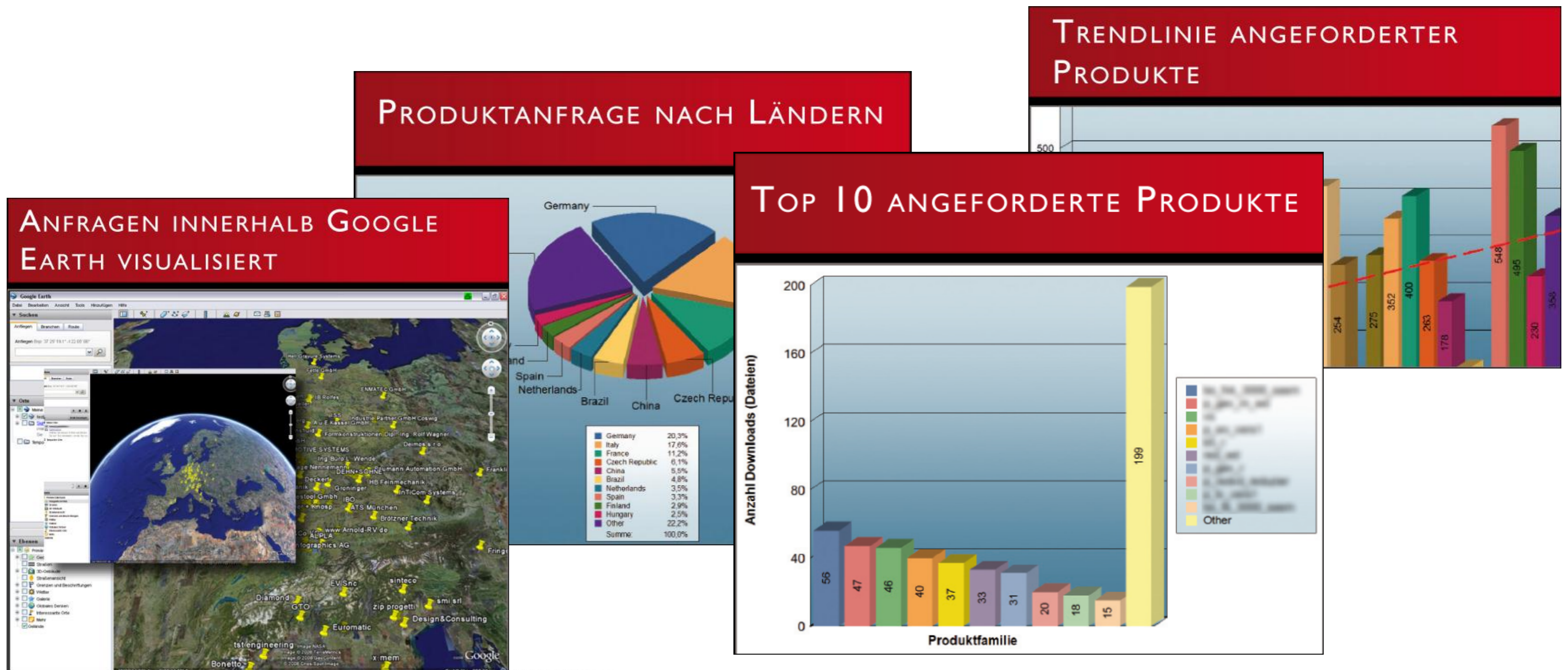
1	Norm Nummer	Norm Bezeichnung	Bestellcode	Artikelbezeichnung	PX-Nummer	
8127	BIC M18x1	BALLUFF BIC 2I0-P2A02-M18ME-BPX03-010	BIC002J	BIC 2I0-P2A02-M18ME-BPX03-010	45931_00	
8128	BIC M18x1	BALLUFF BIC 2I0-P2A02-M18ME-BPX03-020	BIC002K	BIC 2I0-P2A02-M18ME-BPX03-020	45931_00	
8129	BIC M30x1.5	BALLUFF BIC 1I2-P2A03-M30MO2-EPX07-050	BIC001A	BIC 1I2-P2A03-M30MO2-EPX07-050	bic001a	
8130	BIC M30x1.5	BALLUFF BIC 2I2-P2A03-M30MF2-EPX07-050	BIC001T	BIC 2I2-P2A03-M30MF2-EPX07-050	bic001t	
8131	BIC M30x1.5	BALLUFF BIC 2I3-P2A50-M30MI3-SM4ACA	BIC000A	BIC 2I3-P2A50-M30MI3-SM4ACA	44731_01	
		BALLUFF BIC 1I3-P2A50-M30MI3-SM4ACA	BIC0009	BIC 1I3-P2A50-M30MI3-SM4ACA	44730_01	
		BALLUFF BIC 1P0-P2A50-M30MI3-SM4A4A	BIC0007	BIC 1P0-P2A50-M30MI3-SM4A4A	44591_01	
		BALLUFF BIC 2P0-P2A50-M30MI3-SM4A5A	BIC0008	BIC 2P0-P2A50-M30MI3-SM4A5A	44592_01	
		BALLUFF BIC 1I3-P2A40-M30MO2-BPX0B-050	BIC000W	BIC 1I3-P2A40-M30MO2-BPX0B-050	45111_00	
		BALLUFF BIC 910-D2004-M30MF-EPX02-010	BIC004Y	BIC 910-D2004-M30MF-EPX02-010	45951_00	
		BALLUFF BIC 910-D2-M30MF-EPX02-010	BIC0050	BIC 910-D2-M30MF-EPX02-010	45951_00	
		BALLUFF BIC 1I0-IAA50-M30MI3-SM4A4A	BIC0053	BIC 1I0-IAA50-M30MI3-SM4A4A	46333_00	
		BALLUFF BIC 1I0-I2A50-M30MI3-SM4A4A	BIC000C	BIC 1I0-I2A50-M30MI3-SM4A4A	46333_00	
		BALLUFF BIC 1P0-P2A20-M30ME-SM4A4A	BIC0051	BIC 1P0-P2A20-M30ME-SM4A4A	46407_00	
		BALLUFF BIC 2P0-P2A20-M30ME1-SM4A5A	BIC0052	BIC 2P0-P2A20-M30ME1-SM4A5A	46408_00	
		BALLUFF BIC 2I0-I2A50-M30MI3-SM4A5A	BIC000E	BIC 2I0-I2A50-M30MI3-SM4A5A	46483_00	
		BALLUFF BIC 1I3-P2A15-M30MM3-BPX0B-100	BIC0025	BIC 1I3-P2A15-M30MM3-BPX0B-100	46715_00	
		BALLUFF BIC 1I3-P2A15-M30MM3-BPX0B-050	BIC0048	BIC 1I3-P2A15-M30MM3-BPX0B-050	46715_00	
		BALLUFF BIC 2I3-P2A15-M30MI2-BPX0B-050	BIC0045	BIC 2I3-P2A15-M30MI2-BPX0B-050	46717_00	
		BALLUFF BIC 1I0-P2A02-M30MI-BPX03-050	BIC002E	BIC 1I0-P2A02-M30MI-BPX03-050	45934_00	
		BALLUFF BIC 1I0-P2A02-M30MI-BPX03-020	BIC002F	BIC 1I0-P2A02-M30MI-BPX03-020	45934_00	
		BALLUFF BIC 1I0-P2A02-M30MI-BPX03-100	BIC003U	BIC 1I0-P2A02-M30MI-BPX03-100	45934_00	
		BALLUFF BIC 2I0-P2A05-M30MF-BPX03-030	BIC0044	BIC 2I0-P2A05-M30MF-BPX03-030	45935_00	
		BALLUFF BIC 2I0-IAA50-M30MI3-SM4A5A	BIC0054	BIC 2I0-IAA50-M30MI3-SM4A5A	46483_00	
		BALLUFF BIC 2I3-P2A16-R01K01-SM3A30	BIC003P	BIC 2I3-P2A16-R01K01-SM3A30	40943_00	
		BALLUFF BIC 2I2-V1A18-R01K01-SM3A30	BIC004A	BIC 2I2-V1A18-R01K01-SM3A30	46046_00	
		BALLUFF BIC 915-D2-M08EE-EPX02-010	BIC004M	BIC 915-D2-M08EE-EPX02-010	45948_00	
		BALLUFF BIC 902-D2-M12ME-EPX02-020	BIC004N	BIC 902-D2-M12ME-EPX02-020	45949_00	
		BALLUFF BIC 902-D2-M12ME-EVX02-100	BIC004P	BIC 902-D2-M12ME-EVX02-100	45949_00	
		BALLUFF BIC 902-D2-M12ME-EVX02-150	BIC004R	BIC 902-D2-M12ME-EVX02-150	45949_00	
		BALLUFF BIC 902-D2-M12ME-EPX02-010	BIC004T	BIC 902-D2-M12ME-EPX02-010	45949_00	
		BALLUFF BIC 2I0-D1001-M12ME1-BPX02-050	BIC003W	BIC 2I0-D1001-M12ME1-BPX02-050	47188_00	
		BALLUFF BIC 1I0-P2001-M12MM1-BPX03-050	BIC002T	BIC 1I0-P2001-M12MM1-BPX03-050	47187_00	
		BALLUFF BIC 2I3-P2A30-Q90AA-GPX0B-050	BIC0023	BIC 2I3-P2A30-Q90AA-GPX0B-050	46353_00	
		BALLUFF BIC 2B2-P2A30-Q90AQ-GPX0B-050	BIC0039	BIC 2B2-P2A30-Q90AQ-GPX0B-050	46353_00	
		BALLUFF BIC 1I3-P2A30-Q90AA-GPX0B-050	BIC0028	BIC 1I3-P2A30-Q90AA-GPX0B-050	46382_00	
		BALLUFF BIC 1B2-P2A30-Q90AQ-GPX0B-050	BIC003C	BIC 1B2-P2A30-Q90AQ-GPX0B-050	46382_00	
		BALLUFF BIC 1I3-P2A16-R01K01-C03	BIC003N	BIC 1I3-P2A16-R01K01-C03	40944_01	
		BALLUFF BIC 1I2-V1A18-R01K01-C01	BIC0049	BIC 1I2-V1A18-R01K01-C01	46045_00	
		ioniersystem BIP	BALLUFF BIP AD2-B040-02-S4	BIP0002	BIP AD2-B040-02-S4	45696_01
		ioniersystem BIP	BALLUFF BIP CD2-B040-02-S4	BIP0005	BIP CD2-B040-02-S4	45703_01
		ioniersystem BIP	BALLUFF BIP LD2-T040-02-S4	BIP0004	BIP LD2-T040-02-S4	45704_01
8169	Induktives Positioniersystem BIP	BALLUFF BIP AD0-B014-01-EP02	BIP0001	BIP AD0-B014-01-EP02	44750_02	
8170	Induktives Positioniersystem BIP	BALLUFF BIP LD2-T014-01-EP02	BIP0007	BIP LD2-T014-01-EP02	46599_00	
8171	Induktives Positioniersystem BIP	BALLUFF BIP CD2-B014-01-EP02	BIP0008	BIP CD2-B014-01-EP02	44750_02	
8172	Induktives Positioniersystem BIP	BALLUFF BIP ED2-B077-03-S75	BIP0009	BIP ED2-B077-03-S75	46630_00	
8173	Induktives Positioniersystem BIP	BALLUFF BIP ED2-B105-03-S75	BIP0006	BIP ED2-B105-03-S75	46627_00	
8174	Induktives Positioniersystem BIP	BALLUFF BAM TG-XE-001	BAM01CP	BAM TG-XE-001	869220	



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