

# NEWSLETTER 6/2009

FOR MEASURABLE SUCCESS



## What's new?

- \* **Soehnle Professional exhibits on MEDICA in Dusseldorf, Germany**

Soehnle Professional will present its latest innovations and new products on this year's Medica from 18<sup>th</sup> to 21<sup>st</sup> November 2009 in Dusseldorf, Germany.

We will present our new personal scale with the option for an integrated height rod. Further new innovations will be presented on the show and remain a secret until 18<sup>th</sup> November 2009.



**Meet us in Dusseldorf!  
18<sup>th</sup> to 21<sup>st</sup> November '09**

**HALL 12  
STAND 31**

**We look forward  
meeting you there!**

## Any changes?

- \* **Terminal 3010: New software version 1.12 available now**

The Terminal 3010 is now equipped with a new software version 1.12.



The changes include the removal of a previous error in the area switchover.

In addition, the following features have been added:

- Ethernet interface
- Processing of negative raw measure value
- Tilt switch
- Raw measure support points in ECAL 4
- Second print key
- Timer for command "Send continuously"

Please note that Terminals 3010 that are ordered today will have the latest software version installed automatically unless otherwise agreed.

- \* **Review of STRATEGY & SALES TRAININGS in 2009**

We have successfully completed our **STRATEGY & SALES TRAININGS in 2009** and were impressed by the positive results. Not only, we were able to show our customers around the new building in Backnang, we also transmitted **what is important for us in the future and what goals we want to achieve together!** New products and service insights completed the package and strengthened customer relationship.

**Trainings for next year** are in planning and we will split them according to the type of participants. There will be sales trainings separated from technical service. Further details are to follow in the next Newsletter!

- \* **Service documents for AD Converter 3005 now available**

All service documents for the AD Converter 3005 are now available in German and English. You may download them in the Log-in area or contact [us!](#)

Available documents are:

- USER mode
- ECAL mode
- Dosing
- Error Code
- Installation description USB
- Installation description RS232
- Installation description Profibus
- Installation description Ethernet
- Installation description I/O card

\* **Cooperation in promotion activities of our partners**

In the past, we have supported many partners during special promotions. Take the chance to follow!

Promotions are efficient in building up customer relation and increasing sales. We would like to support our partners if they have a particular product they would like to use for a promotion. Targeting the promotion to a selected customer group is the most efficient way – as you know from experience.

Seasonal promotions also work – currently, we have a general promotion for all our customers regarding inventory scales. Most companies do the inventory at the end of the year but how many of them are well-equipped or might need a new inventory scale. Target groups are easily identified among your customers as they range from the small shops (e.g. having the need to count screws also on a regular basis) to large grocery stores. Targeting them directly in stating how the scale facilitates work life and inventory is important and promises success.

We are open and more than willing to support you with special conditions regarding a product or several products for a promotion. If you are unsure on how to start, we would be happy to consult you.

Contact [us](#) with your ideas!

- Installation description Bluetooth
- Handbook & Manual, describing in detail what the AD Converter 3005 has to offer



## Curios?

**Valid until 30<sup>th</sup> November 2009!**

Please keep in mind our **special offer** in October/November 2009 for the **NEW Compact scale 9203.10** and the **MEDICA offer!**



The Special offer is also available with more details [here](#).



## Contact:

You missed a Newsletter?

Follow the link <http://www.soehnle-professional.com/en/company/news/> and find the archive of our Newsletters.

If you have any questions or require further information, please do not hesitate to contact [us](#)!

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