

# NEWSLETTER 2/2010

FOR MEASURABLE SUCCESS



## General information

### \* NEW SETUP OF OUR NEWSLETTER

Since 1<sup>st</sup> January 2010, Soehnle Professional has reorganised the responsibilities into an Industrial, Medical and OEM sales unit. In our special information, we informed you about the new sales team structures. Apart from that, the structure of the team SALES SUPPORT remains the same.

The **Newsletter structure has been refreshed** to better serve your needs and help you find the most interesting information immediately. The first part will cover some general information about events and the company that is interesting for our partners in general. Afterwards, you find a new split into Industrial and Medical focusing on particular topics respectively.

#### Contents in Newsletter 1/2010:

[Trainings in 2010](#)  
[Industrial](#)  
[Medical](#)  
[Contact](#)

We always appreciate your comments regarding our activities and welcome any positive or negative feedback. However, we hope you enjoy reading our newsletter!

### \* TRAININGS IN 2010

As having informed you in our Newsletter 01/2010, we will continue our training events also in 2010.

The first training in this year will be held from **17<sup>th</sup> to 18<sup>th</sup> March 2010** in our facilities in Backnang and it will have the focus on technical information and will be performed in **German language**. Participants from the industrial and medical field will receive helpful information on both days in dealing with service cases of our scales.

#### Contents of the 1<sup>st</sup> training in 2010:

- Presentation of the indicators 2755, 2790, 3010, 3020, 3030, and AD-converter
- Learning how to calibrate and how to repair various scales and indicators
- Information how to become a service partner
- Spare parts - Which parts are to be recommended to have them on stock?
- Testing the indicators by yourself

Our training events will be **FREE OF CHARGE**.

Further, Soehnle Professional will take over the hotel costs as well as the costs for the meals during the two days of training.

If you would like to participate in this training, please [send us an E-Mail](#). Please note that the **deadline for registration is the 5<sup>th</sup> March 2010**.

We hope we could spark interest in you and would be very glad to welcome you on one of our training events in 2010.

**Industrial news**

**Medical news**

\* **Indicators 3020 & 3030 –  
NEW: Integrated Ethernet Interface**

Available with software version 1.23.

This interface enables the scale to be connected with a network via Ethernet, so the scale is suitable for being used in a network management system. One of the most interesting advantages is that the addressing can be carried out via the keyboard of the indicator, and no longer via a PC. Another benefit is the protection class IP65 whereby the device is protected against humidity. With the former solution of an external interface, there was no protection class realizable. Further, it is also possible to control the integrated Ethernet interface via Telnet protocol. However, the parameters for commands as well as the functionality are the same as for a serial interface.

At a glance:

- IP65
- Applicable for using in a network
- Addressing can be carried out via the keyboard of the indicator
- Possible to control the interface via Telnet protocol
- Price reduction



Terminal 3020



Terminal 3030

\* **MID approval for continuous weighing systems**

The MID approval allows us and our partners to install and use the continuous weighing system as a self-actuating system throughout the EU.

For further information regarding this approval or required technical details of the system do not hesitate to contact [Mr. Eberhard Hauke](#) (Head of System Solutions).

\* **NEW: Chair weigher 7802.50 with integrated weighing technology**

The electronic **Chair Weigher 7802.50** has been a joint development with the manufacturer of the chair. Soehnle Professional has applied its knowledge of integrating weighing technology into an existing product successfully. The Chair Weigher 7802.50 kept its functionality and is now even equipped with an additional one – retrieving the weight of the patient.

With a weighing range of 150 kg and a division of 100 g, the **Chair Weigher 7802.50** is non-approved and an ideal product for caring institutions such as elderly homes. **Saving time and steps is a key selling argument** in most of those places – the Chair Weigher 7802.50 helps. Caring personal can **transport and weigh the patient in one step!**



Equipped with four wheels, of which two are lockable, the Chair Weigher 7802.50 has hingeable foot and arm rests.

The Chair Weigher can be ordered in two versions – with batteries and power supply or with a charger and rechargeable batteries.

Delivery time is currently approx. 1 – 2 weeks. For price information, please contact us directly via phone (+49-71913453-272) or email ([export@soehnle-professional.com](mailto:export@soehnle-professional.com)). We are happy to assist you!

## 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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