



Product information

PZN-plus-P

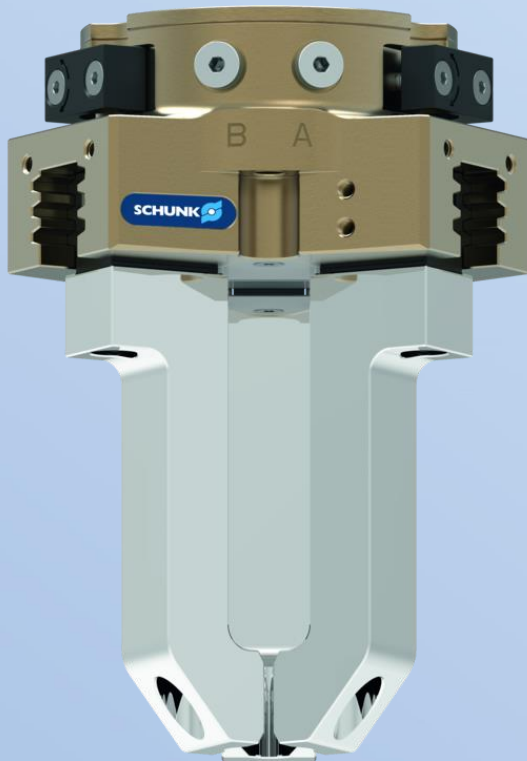
Universal gripper

Superior Clamping and Gripping



Universal gripper

PZN-plus-P



PZN-plus-P should be developed additionally to the parallel gripper PGN-plus-P.
Required product features:

- New multi-tooth guidance
- Permanent lubrication
- Increased gripping force
- Higher finger length
- Increased forces and torques
- ...

The product development PZN-plus-P will be discontinued. Our customers will be served further on with the eleven sizes of PZN-plus.



Universal gripper

PZN-plus-P

Background information about the project discontinuation:

- Findings from the development project show, that the increase of the technical data by the given assembly space lead to durability problems by maximum load (gripping force and finger length). These Durability problems appear on our tested prototypes as well as on grippers from our competitors.

→ **SCHUNK does not release grippers which do not reach the specified technical data.**

- A PZN-plus-P solution with partly reduced technical data would be comparable with PZN-plus and would have only small or no distinguishing feature. Further more there are meanings in the sales department, that the development is not necessary, specially regarding the availability of all sizes.

→ **SCHUNK counts completely on the proved 3-Finger- centric gripper PZN-plus**



Universal gripper

PZN-plus-P

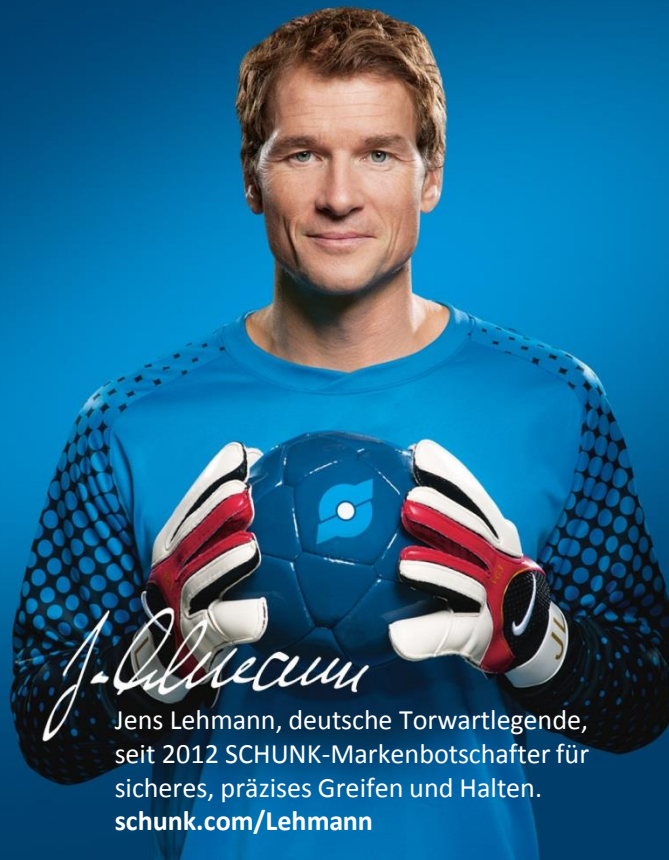
Actions in the sales for PZN-plus:

- Due to the project stop of PZN-plus-P a price strategy comparable to PGN-plus-P and PGN-plus is not possible.
 - The price of PZN-plus will be reduced for the price list 2018.
- **SCHUNK reduces the list price for all eleven sizes of PZN-plus by -5% so that the sales has more flexibility**

Unique statement for questions from the customer:

- The extensive feasibility analyses of PZN-plus-P showed, that the effort, cost and customer benefit are not in the right relation, to realize the development of PZN-plus-P in all sizes and variations
- **SCHUNK uses the free development capacities to develop new innovative gripper concepts.**

Superior Clamping and Gripping



Jens Lehmann, deutsche Torwartlegende,
seit 2012 SCHUNK-Markenbotschafter für
sicheres, präzises Greifen und Halten.
schunk.com/Lehmann

