



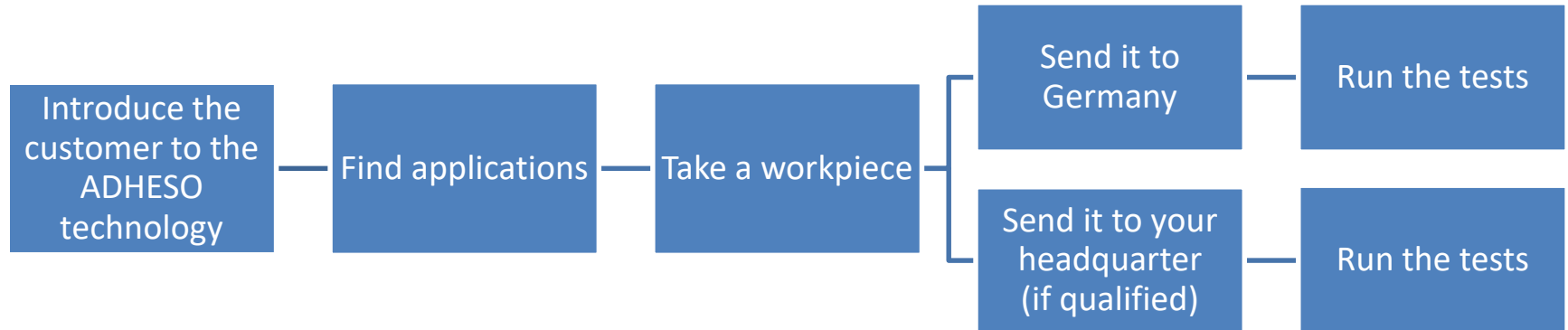
HOW TO SELL ADHESO

ADHESO® TECHNOLOGY

Superior Clamping and Gripping



HOW TO SELL ADHESO



HOW TO SELL ADHESO

Tests in Germany

- Contact Philipp Matyssek
 - FB 179
 - Send workpiece
- Get test report from Philipp Matyssek
 - If it works -> You get your offer
 - If it doesn't work -> We have to look for an alternative SCHUNK solution

HOW TO SELL ADHESO

Qualify your Intec

1. Buy a testkit with seven pads.
2. Get an one day training, how to test correctly.

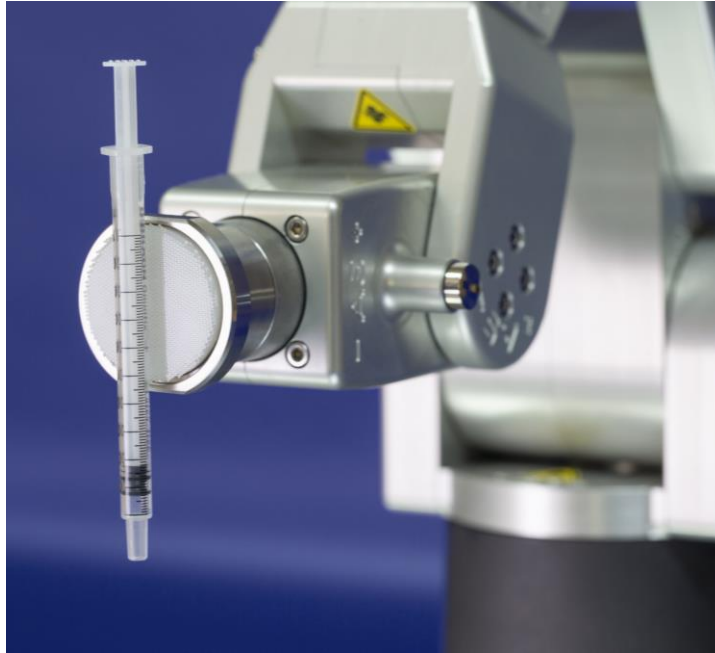
Tests in Intec headquarters (If testkit is available)

- Test the workpiece with your seven pads testkit:
 - Template for test report in STB
- Send test report to Philipp Matyssek and customer
 - If it works -> You get your offer
 - If it doesn't work -> We have to look for an alternative SCHUNK solution

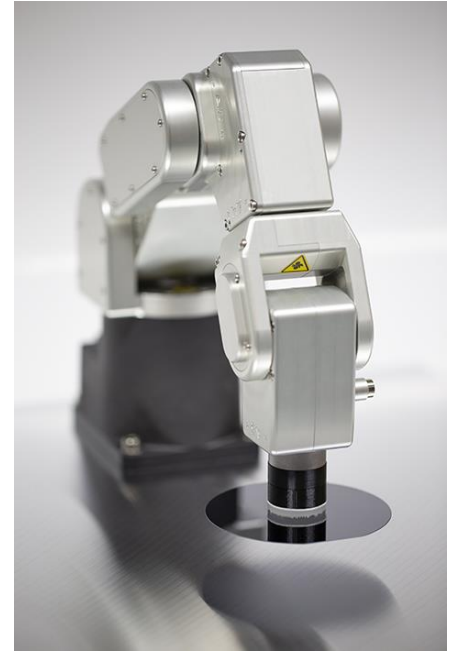
APPLICATIONS



Circuit boards handling

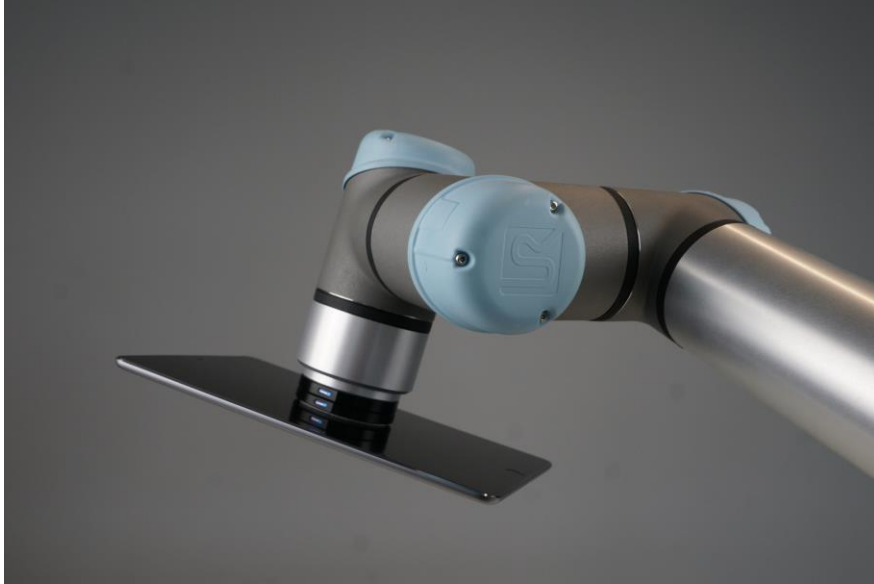


Syringe handling

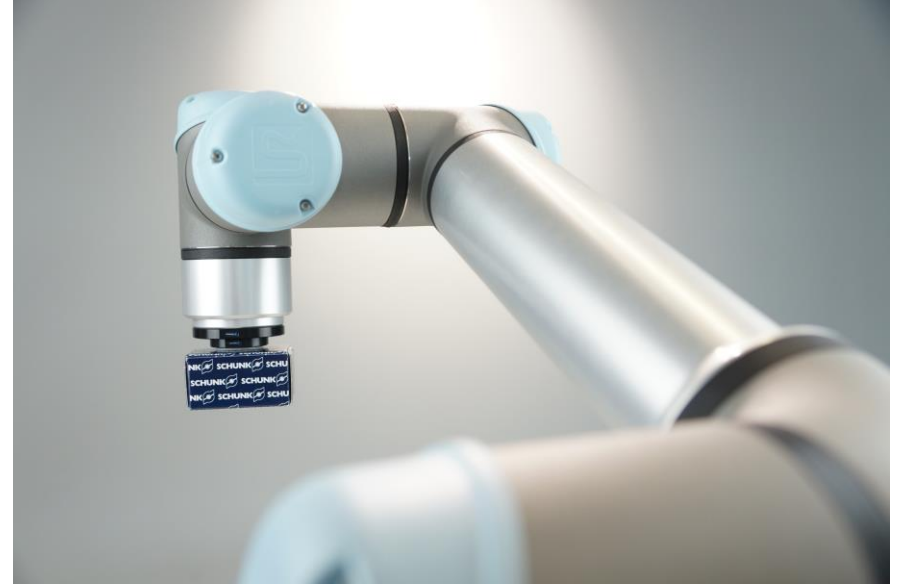


Wafer handling

APPLICATIONS



Tablet Handling



Packaging Handling



Superior Clamping and Gripping



Superior Clamping and Gripping



J. Lehmann

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