

## ***Delivering Customer Value through Configurable Standard Parts***

8<sup>th</sup> CADENAS Industry-Forum

6<sup>th</sup> February 2007

R. Baldwin

Managing Director, MISUMI UK LTD

- Rodney Baldwin, Managing Director, MISUMI UK LTD
- Previously worked as Sales and Marketing Director of MISUMI USA 2003-2006
- MISUMI started major expansion into the US in 2003
- Share some experiences of the launch
- How and why we started working with CADENAS

## Agenda

- Who is Misumi?
- The Challenges We Faced
- Standardization – Japanese Style
- How we came to choose CADENAS
- CADENAS - Delivering MISUMI's Advantage

**Who is MISUMI ?**

# MISUMI- A Major Behind the Scenes Player in the Japanese Manufacturing Industry that No One Has Ever Heard Of !



*Engineering Component Supplier with over 500,000 products*

## Typical Customer Industries



Automotive, Electronic, Food,  
Semiconductor, Medical,  
Packaging, Machine Building



# Extensive Selection of Components – 500,000 Components



Linear Shafts



Supports & Collars



Bushings



Linear Guides



Trapezoidal & Ball Screws



Rotary Shafts



Bearing With Housings



Couplings & Motors



Pivot Pins & Floating Joins



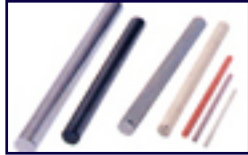
Locating Pins



Locating Components



XY Stages & Toggle Clamps



Rods & Pipes



Washers, Collars & Shims



Screws, Bolts & Nuts



Springs



Manifolds



Steel Pipe, Hoses & Tubes



Temperature Controllers



Timing Pulleys & Belts



Pulleys, Idlers & Rollers



Gears, Sprockets & Chains



Aluminum Frames



Pipe Frames



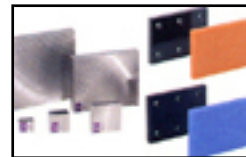
Cover Panels



Casters & Pads



Levers & Handles



Steel & Resin Plates



Machine Plates



Angle Plates & Gussets



## Company Profile



Established : February 1963  
Sales FY2006 : €775 Million  
Employees : 2,000 worldwide  
Customers : 160,000 worldwide

Capital: €15.5 Million  
Listed on  
Tokyo Stock  
Exchange: January 1994

### Major Customers

3M / AISIN / ABBOTT MED

APPLIED MATERIALS

ATS / BOSCH / CANON

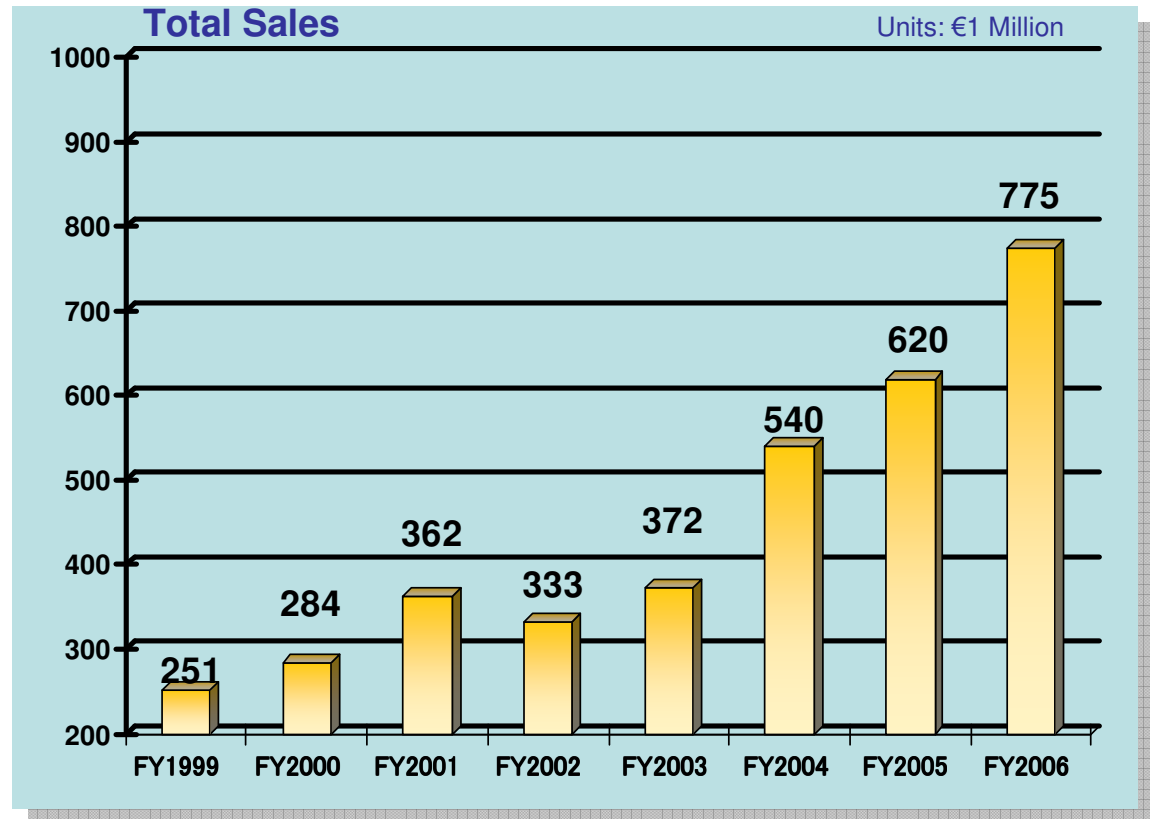
DENSO / GM / GILLETTE

HONDA / HP / INTEL

NISSAN / SONY / TOYOTA

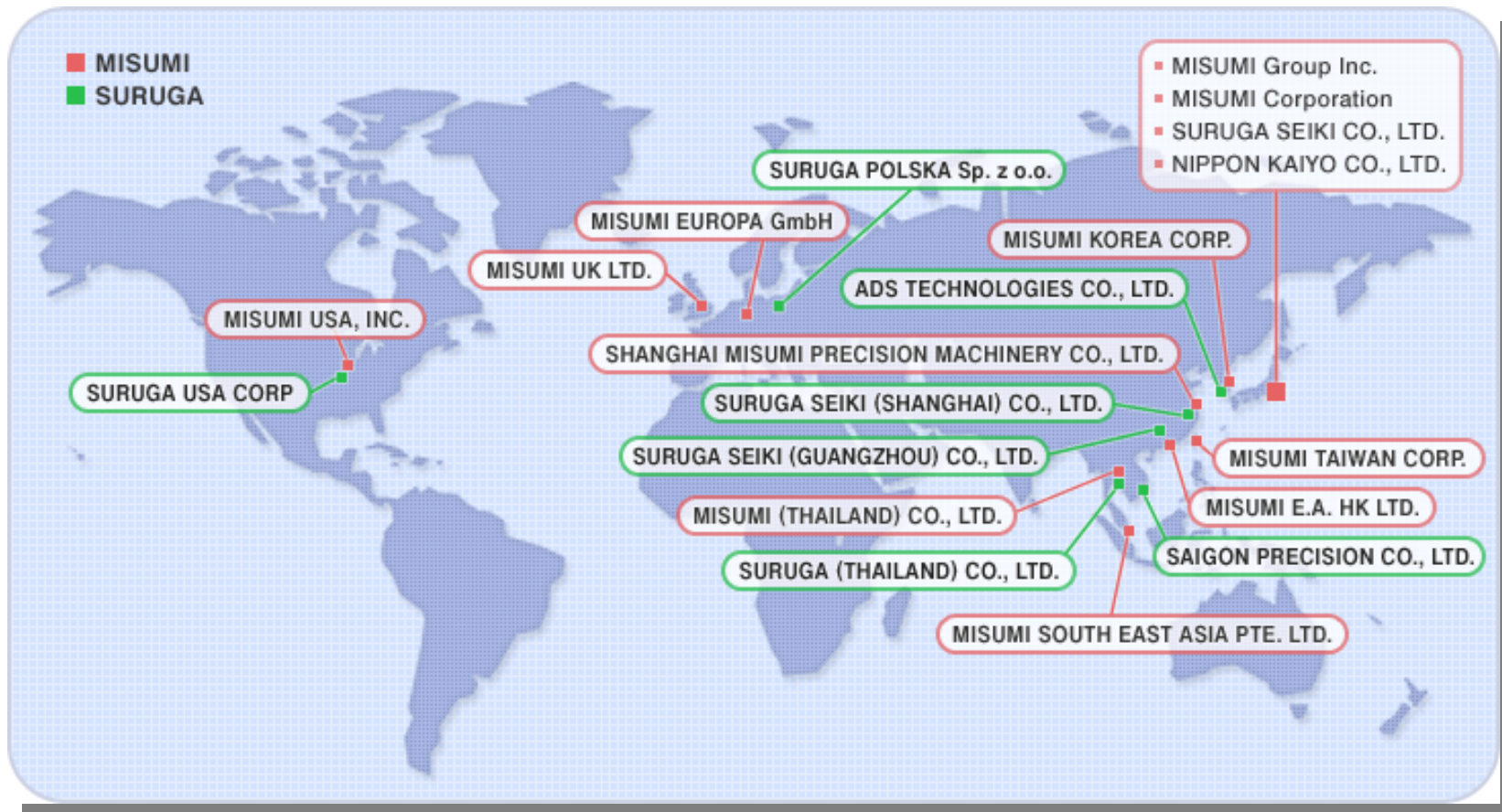
TYCO HEALTHCARE

SEAGATE / MEDTRONICS





# MISUMI World Wide Network



# MISUMI Expands European Operations

**English:**

**MISUMI Europa GmbH (HQ Europa)**

Katharina-Paulus-Str. 6  
65824 Schwalbach/ Ts., Germany  
Tel: +49 (0)6196 7746 - 0  
Fax: +49 (0)6196 7746 - 360  
eMail: [verkauf@misumi.de](mailto:verkauf@misumi.de)

In charge of  
Africa, Austria, Benelux, Central and  
Eastern Europe, Denmark, Germany,  
Greece, Italy, Switzerland, Turkey

**MISUMI UK LTD.**

No. 1, The Courtyard, 76-78 High Street  
Staines, Middlesex TW18 4DP UK  
Tel: +44 (0) 1784 465530  
Fax: +44 (0) 1784 466695  
eMail: [sales@misumi-europe.com](mailto:sales@misumi-europe.com)

In charge of  
Finland, France, Ireland, Norway,  
Portugal, Spain, UK



- Frankfurt Office and Warehouse opened Nov 2005
- 6000 categories already in stock
- Manufacturing Plant in Poland open by Summer 2007

## Marketing Challenges MISUMI Faced in US Market

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- Reducing Complexity for our users
  - Japan Vs. Western Approach to Standardisation
  - Catalogue Complexity
  - Explaining the Beneficial Impact of the Japanese Approach
- Multiple CAD Environment existing in the US
- Requirement for true Native Files

**Japanese Concept of Standardization**  
**Versus**  
**Western Concept**

# Our Niche – Components for Assembly Automation



Locating Pins



Linear Shafting



Floating Joints



Holders for Floating Joints



Bushings



Work Guides



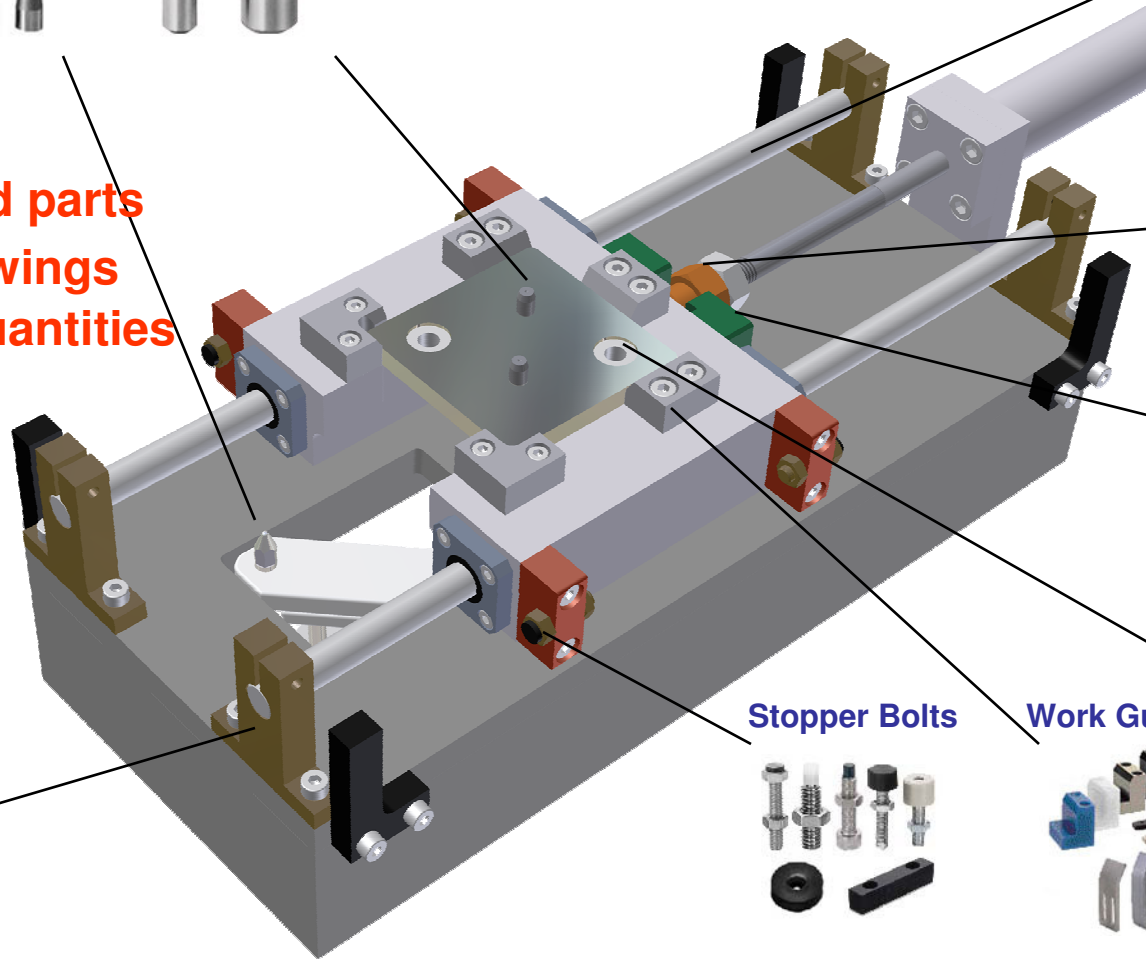
Stopper Bolts



## ISSUES:

- Customized parts
- Many Drawings
- Small Quantities

Shaft Supports



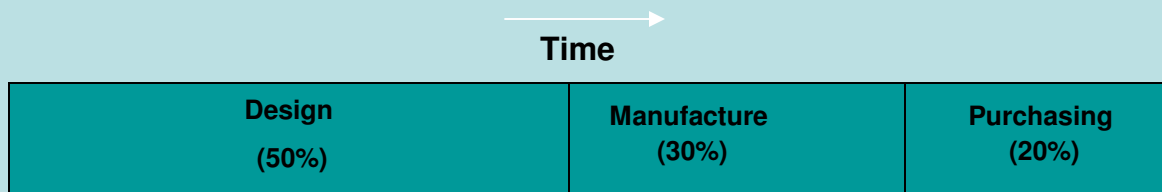
### Linear Shafts

### Linear Bushes

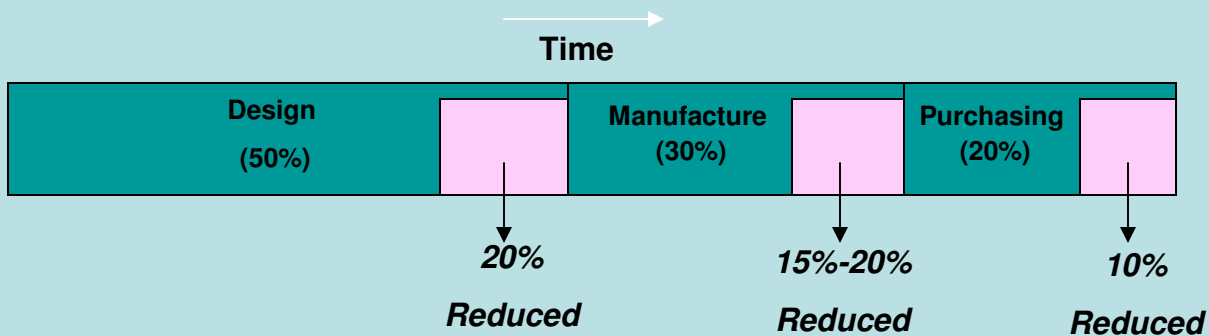
	Inch	Metric		Inch	Metric
<b>Patterns</b>	36	151	<b>Patterns</b>	17	146
<b>Outside Diameters</b>	$\Phi 1/8''$ - $\Phi 1 1/2''$	$\Phi 3$ - $\Phi 50\text{mm}$	<b>Inside Diameters</b>	$\Phi 1/8''$ - $\Phi 1 1/2''$	$\Phi 3$ - $\Phi 50\text{mm}$
<b>Lengths</b>	0.38'' - 60.00''	20 - 1500mm			

**Huge Variety for Many Applications**

## Time Analysis to Produce Typical Special Machine (\*)



## Expected Typical Savings using the MISUMI System



(\*) Research Results in Japan based on Chip Mounting Machine Maker



## **How MISUMI Came To Work with CADENAS**

# Checklist in Deciding a Supplier for producing your CAD Data



## TOPIC

Company Strategy

## CHECKLIST

Why do they provide this software ?



## PARTSOLUTIONS

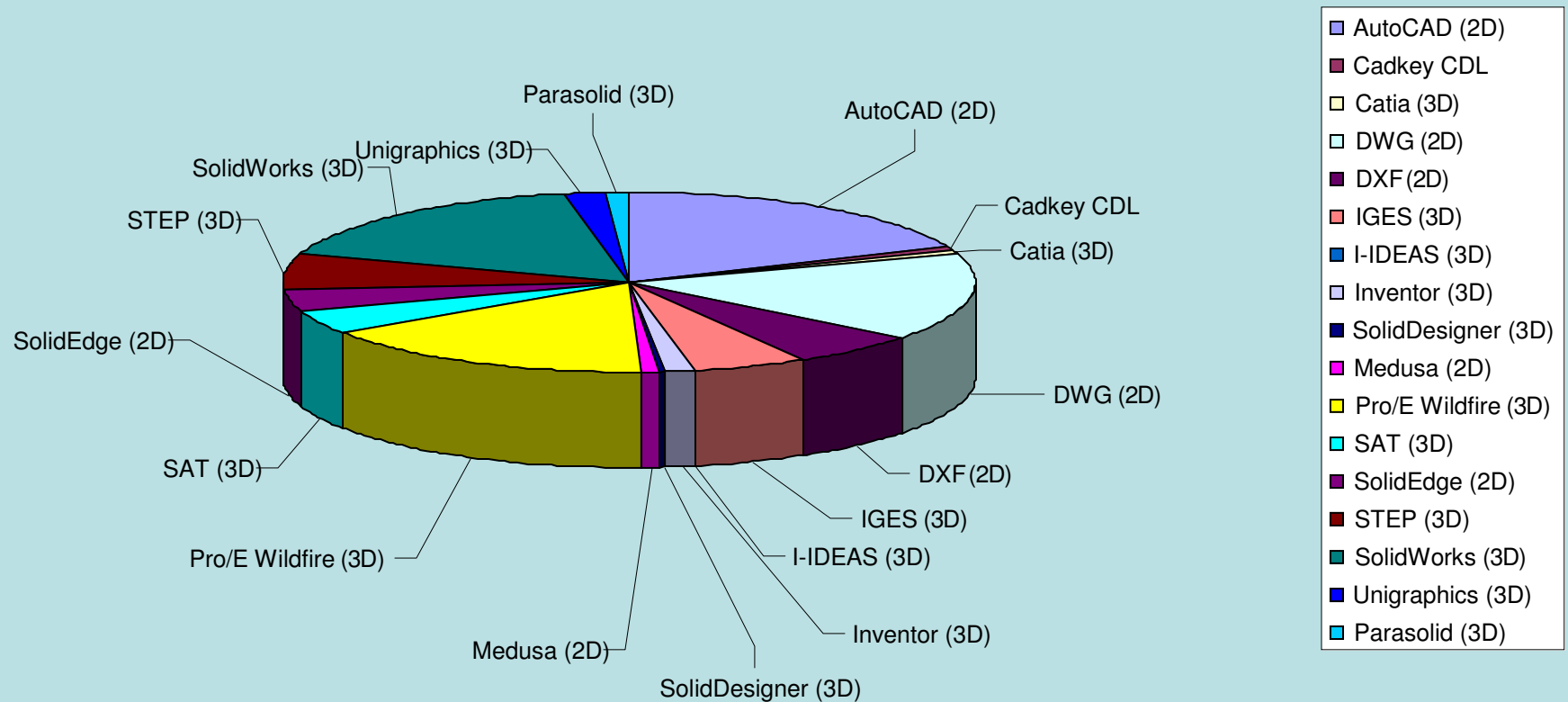
To provide tools for companies to manage and share CAD libraries internally and externally

# Checklist in Deciding a Supplier for producing your CAD Data

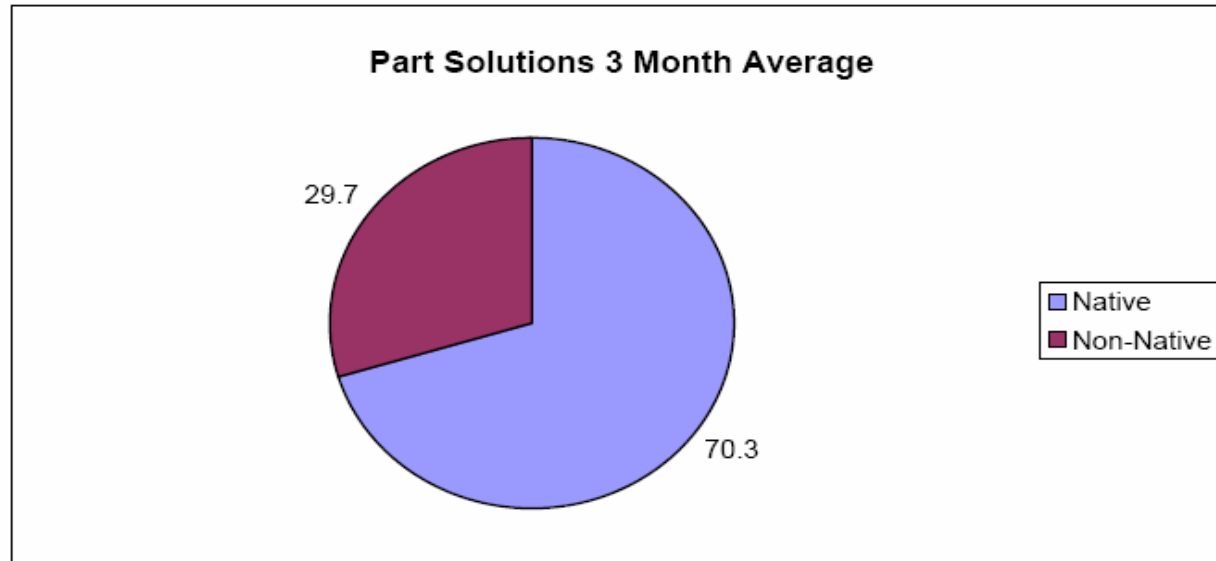


TOPIC	CHECKLIST	PARTSOLUTIONS
Company Strategy	Why do they provide this software ?	→ To provide tools for companies to manage and share CAD libraries internally and externally
Compatibility with User's CAD Environment	What software packages are supported?	→ All major software packages are supported (CAD Independent)
	Are native files generated?	→ Yes – This is becoming increasingly important (next slide)
	Is 2D CAD also offered?	→ Yes

## CAD Formats Share



*Based on just one months data*



### Customers who insist on Native Files or Partsolutions

- Canon, Virginia, USA
- Mid South Automation, Tennessee, USA
- Kuka, Michigan, USA
- Chrysler

Therefore, we need your catalog in PARTsolutions to reduce our engineering search time, provide a common location to look for a supplier part, focus our supplier base to those providing easy access from a library data base, provide a library data base that combines your supplier parts with our Jones designed parts in one search tool, and eliminate CAD translation download issues."


Stephen A. Sawzin, Standards Engineer  
**R. A. Jones**

# Checklist in Deciding a Supplier for producing your CAD Data



TOPIC	CHECKLIST	PARTSOLUTIONS
Company Strategy	Why do they provide this software ?	→ To provide tools for companies to manage and share CAD libraries internally and externally
Compatibility with User's CAD Environment	What software packages are supported?	→ All major software packages are supported (CAD Independent)
	Are native files generated?	→ Yes – This is becoming increasingly important (next slide)
	Is 2D CAD also offered?	→ Yes
End User Experience	Quality of Configurator?	→ Highest Quality – Schematic can be enlarged
	User Friendliness?	→ Excellent - Non linear selection possible
	Drag and Drop ?	→ Yes – with latest configurator
	Is All Dimensionable Data Included ?	→ Yes

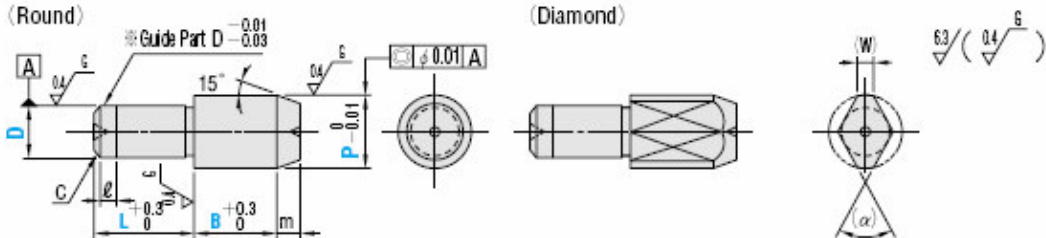
# Configurable Components



D	m6	p6	g6
1~3	+0.008 +0.002	+0.012 +0.006	-0.002 -0.008
4~6	+0.012 +0.004	+0.020 +0.012	-0.004 -0.012
8~10	+0.015 +0.006	+0.024 +0.015	-0.005 -0.014
12~16	+0.018 +0.007	+0.029 +0.018	-0.006 -0.017
20	+0.021 +0.008	+0.035 +0.022	-0.007 -0.020

Standard P		Configurable P		Configurable P, L, B			Shape	□	⊞
□ D m6	□ D p6	□ D m6	□ D p6	□ D m6	□ D p6	□ D g6			
JPBB	JPBPB	JPBA	JPBPA	FPBA	FPBPA	FPBG	Round	JIS-SKS3	60~63HRC
JPDB	JPDPB	JPBD	JPBPD	FPBD	FPBPD	FPDG	Diamond		
SJPBB	SJPBPB	SJPBA	SJPBPA	SFPBA	SFPBPA	SFPBG	Round	314 Stainless Steel	—
SJPDB	SJPDPB	SJPBD	SJPBPD	SFPBD	SFPBPD	SFPDG	Diamond		
CJPBB	CJPBPB	CJPBA	CJPBPA	CFPBA	CFPBA	CFPBG	Round	440C Stainless Steel	50~55HRC
CJPDB	CJPDPB	CJPBD	CJPBPD	CFPBD	CFPBD	CFPDG	Diamond		

(Round) (Diamond)



※ Part is applicable to tolerance p6 type only. Ⓢ 440C Stainless Steel has an identification groove on D part.

## Standard P Dimension

Catalog No.		D	p	L	B	C	m	ℓ	(W)	(α)	Unit Price (Qty.1~4)					
Type	D										Round JPBB JPBPB	314 Stainless Steel SJPBB SJPBPB	440C Stainless Steel CJPBB CJPBPB	Diamond JPDB JPDPB	314 Stainless Steel SJPDB SJPDPB	440C Stainless Steel CJPDB CJPDPB
D □ m6	D □ p6	1	2	3	3	0.3	0.5	0	—	—	7.80	11.70	12.80	—	—	—
		2	3 4	4	5	0.5	1	1	1.2	3.00	4.50	5.00	3.90	5.80	6.50	
		3	4 5 6	5	6	1	2	1	1.5	3.20	4.80	5.30	4.20	6.20	6.90	
		4	5 6	6	8	1	3	1	1.8	3.50	5.30	5.80	4.60	6.80	7.50	
		5	6 8	10	8	1	3	1	2.2	3.80	5.70	6.30	4.90	7.40	8.20	
		6	8 10	8	1.5	3	1	3	3.5	4.00	6.00	6.60	5.20	7.80	8.60	
		8	10 12 13	15	4	4	60°	4	4.20	4.20	6.30	6.90	5.50	8.20	9.00	
		10	12 13 15	10	2	4	4	4	4.40	4.40	6.60	7.20	5.70	8.60	9.40	
		12	13 15 16	10	2	4	5	5	4.60	4.60	6.90	7.30	6.00	9.00	9.50	
		13	15 16	10	2	4	5.5	5.5	4.80	4.80	7.20	7.90	6.20	9.40	10.30	
		16	20 25	22	3	5	7	7	6.40	6.40	9.60	10.60	8.30	12.50	13.80	
		20	25 30	30	15	3	5	9	8.10	8.10	12.20	13.40	10.50	15.90	17.40	

- Standard Fixed Diameter Sized Locating Pin
  - Price from €3.00 / shipping 1 days



# Custom Diameter



Standard P		Configurable P		Configurable P, L, B			Shape	Material	Hardness
D m6	D p6	D m6	D p6	D m6	D p6	D g6			
JPBB	JPBPB	JPBA	JPBPA	FPBA	FPBPA	FPBG	Round	JIS-SKS3	60~63HRC
JPDB	JPDPB	JPBD	JPBPD	FPBD	FPBPD	FPDG	Diamond		
SJPBB	SJPBPB	SJPBA	SJPBPA	SFPBA	SFPBPA	SFPBG	Round	314 Stainless Steel	—
SJPDB	SJPDPB	SJPBD	SJPBPD	SFPBD	SFPBPD	SFPDG	Diamond		
CJPBB	CJPBPB	CJPBA	CJPBPA	CFPBA	CFPBPA	CFPBG	Round	440C Stainless Steel	50~55HRC
CJPDB	CJPDPB	CJPBD	CJPBPD	CFPBD	CFPBPD	CFPDG	Diamond		

(Round) (Diamond)


※ Part is applicable to tolerance p6 type only.    440C Stainless Steel has an identification groove on D part.

## Configurable P Dimension

Catalog No.		P								Unit Price (Qty.1~4)						
Type	D	0.01mm Increment	L	B	C	m	ℓ	(W)	(α)	Round JPBA JPBPA	314 Stainless Steel SJPBA SJPBPA	440C Stainless Steel CJPBA CJPBPA	Diamond JPBD JPBPD	314 Stainless Steel SJPBD SJPBPD	440C Stainless Steel CJPBD CJPBPD	
D m6 JPBA JPBD SJPBA SJPBD CJPBA CJPBD	D p6 JPBPA JPBPD SJPBPA SJPBPD CJPBPA CJPBPD	1	1.50~2.50	3	3	0.3	0.5	—	—	15.50	23.30	25.40	—	—	—	
		2	2.50~4.00	4	3	—	1	0	1.2	60°	6.00	9.00	9.90	7.80	11.60	12.90
		3	3.50~6.00	5	5	0.5	2	—	1.5	6.40	9.60	10.60	8.40	12.40	13.70	
		4	4.50~7.00	5	6	—	3	—	1.8	7.00	10.50	11.60	9.20	13.50	14.90	
		5	5.50~8.00	10	6	1	3	—	2.2	7.60	11.40	12.60	9.80	14.70	16.30	
		6	6.50~10.00	10	8	—	—	1	3	8.00	11.90	13.20	10.40	15.50	17.10	
		8	9.00~13.00	10	8	1.5	—	—	3.5	8.40	12.60	13.70	10.90	16.30	17.90	
		10	11.00~15.00	15	—	—	—	—	4	8.80	13.20	14.40	11.40	17.10	18.70	
		15	13.00~16.00	15	10	2	4	—	5	9.20	13.70	15.90	11.90	17.90	18.90	
		16	14.00~18.00	22	10	—	—	—	5.5	9.60	14.40	16.10	12.40	18.70	20.50	
17	17.00~25.00	22	10	—	—	—	7	12.70	19.10	21.10	16.50	24.80	27.40			
20	22.00~30.00	30	15	3	5	—	9	16.20	24.30	26.60	20.80	31.50	34.50			

- **Configurable Diameter (in 0.01mm Increments)**
- **Price from €6.00/shipping 8 days**

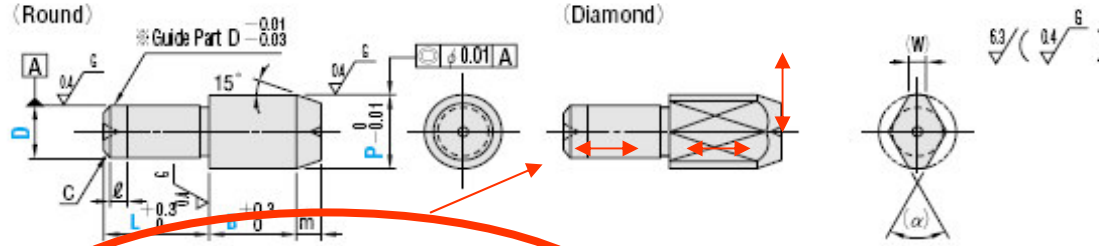
# Custom Diameter, Shank and Head Height



D	Standard P		Configurable P		Configurable P, L, B			Shape	Material	Hardness
	m6	p6	m6	p6	m6	p6	g6			
JPBB	JPBPB	JPBA	JPBPA	FPBA	FPBPA	FPBG	Round	JIS-SKS3	60~63HRC	
JPDB	JDPBPB	JPBD	JPBPD	FPBD	FPBPD	FPDG	Diamond			
SJPBB	SJPBPB	SJPBA	SJPBPA	SFPBA	SFPBPA	SFPBG	Round	314 Stainless Steel	—	
SJPDB	SJDPBPB	SJPBD	SJPBPD	SFPBD	SFPBPD	SFPDG	Diamond			
CJPBB	CJPBPB	CJPBA	CJPBPA	CFPBA	CFPBPA	CFPBG	Round	440C Stainless Steel	50~55HRC	
CJPDB	CJDPBPB	CJPBD	CJPBPD	CFPBD	CFPBPD	CFPDG	Diamond			

D	m6	p6	g6
1~3	+0.008 -0.002	+0.012 -0.006	+0.002 -0.008
4~6	+0.012 -0.004	+0.020 -0.012	+0.004 -0.012
8~10	+0.015 -0.006	+0.024 -0.015	+0.005 -0.014
12~16	+0.018 -0.007	+0.029 -0.018	+0.006 -0.017
20	+0.021 -0.008	+0.035 -0.022	+0.007 -0.020

※ Part is applicable to tolerance p6 type only.    440C Stainless Steel has an identification groove on D part.

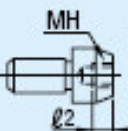
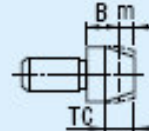
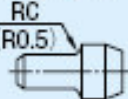
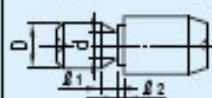
## Configurable P, L, B Dimension

Catalog No.		Unit Price (Qty. 1~4)													
Type	D	P 0.1mm Increment	L 1mm Increment	B 0.1mm Increment	C	m	l	W	(α)	Round FPBA FPBPA FPBG	Round SFPBA SFPBPA SFPBG	Round CFPBA CFPBPA CFPBG	Diamond FPBD FPBPD FPDG	Diamond SFPBD SFPBPD SFPDG	Diamond CFPBD CFPBPD CFPDG
D m6    D p6    D g6 FPBA    FPBPA    FPBG FPBD    FPBPD    FPDG SFPBA    SFPBPA    SFPBG SFPBD    SFPBPD    SFPDG CFPBA    CFPBPA    CFPBG CFPBD    CFPBPD    CFPDG	1	1.50~2.50	2~3	2.0~5.0	0.3	0.5	—	—	—	18.30	27.40	30.00	—	—	—
	2	2.50~4.00	2~6	2.0~10.0	1	1	1.2	—	—	7.10	10.60	11.70	9.10	13.60	15.30
	3	3.50~6.00	3~6	2.0~10.0	0.5	2	1.5	—	—	7.50	11.30	12.50	9.90	14.50	16.20
	4	4.50~7.00	4~8	2.0~10.0	—	—	1.8	—	—	8.20	12.40	13.60	10.80	16.00	17.60
	5	5.50~8.00	5~10	2.0~10.0	1	3	2.2	—	—	9.00	13.40	14.80	11.50	17.30	19.20
	6	6.50~10.00	6~12	2.0~12.0	—	—	3	1	—	9.40	14.10	15.50	12.20	18.30	20.20
	8	9.00~13.00	8~16	2.0~15.0	1.5	—	3.5	60°	—	9.90	14.80	16.20	12.90	19.20	21.10
	10	11.00~15.00	10~20	3.0~20.0	—	—	4	—	—	10.30	15.50	17.10	13.40	20.20	22.00
	12	13.00~16.00	12~24	3.0~20.0	2	4	5	—	—	10.80	16.20	17.10	14.10	21.10	22.30
	13	14.00~18.00	13~26	5.0~20.0	—	—	5.5	—	—	11.30	16.90	18.50	14.50	22.00	22.40
	16	17.00~25.00	16~32	5.0~20.0	—	—	7	—	—	15.00	22.50	24.80	19.50	29.30	32.40
	20	22.00~30.00	20~40	5.0~20.0	3	5	9	—	—	18.90	28.60	31.40	24.60	37.20	40.70

- Also Configure Head Height and Shank Length in 0.01mm increments
- Price from €7.10/shipping 8 days

# Additional Customization



Alterations	Tapping	Length of Tapered Point	Radius	Notching																																																																																															
Code	MH	TC	RC	KK																																																																																															
<b>Details</b> Adds a tapping. Ordering Code MH  <table border="1" data-bbox="441 600 609 706"> <thead> <tr> <th>D</th> <th>MH</th> <th>ℓ<sub>2</sub></th> </tr> </thead> <tbody> <tr> <td>6</td> <td>M3</td> <td>4</td> </tr> <tr> <td>8~13</td> <td>M4</td> <td>6</td> </tr> <tr> <td>16~20</td> <td>M5</td> <td>9</td> </tr> </tbody> </table> <ul style="list-style-type: none"> <li>⚠ Applicable when <math>D \geq 6</math></li> <li>⚠ <math>B \geq \ell_2 + 4</math></li> <li>⊗ Not available for Tapped</li> </ul>	D	MH	ℓ <sub>2</sub>	6	M3	4	8~13	M4	6	16~20	M5	9	Changes the m dimension. Ordering Code TC8(1mm Increment)  <table border="1" data-bbox="840 552 1071 714"> <thead> <tr> <th>D</th> <th>TC</th> <th>D</th> <th>TC</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>1~2</td> <td>8</td> <td>5~16</td> </tr> <tr> <td>2</td> <td>2~5</td> <td>10</td> <td>5~22</td> </tr> <tr> <td>3</td> <td>3~9</td> <td>12</td> <td>5~22</td> </tr> <tr> <td>4</td> <td>4~11</td> <td>13</td> <td>5~22</td> </tr> <tr> <td>5</td> <td>4~11</td> <td>16</td> <td>6~23</td> </tr> <tr> <td>6</td> <td>4~13</td> <td>20</td> <td>6~23</td> </tr> </tbody> </table> <ul style="list-style-type: none"> <li>⚠ <math>B + m \geq TC + 2</math> (Straight Part Min. 2mm)</li> <li>⚠ Applicable when <math>P \geq 2.00</math></li> <li>⚠ <math>P/2 - TC \times \tan 15^\circ &gt; 0.5</math> (Tip Min. <math>\phi 1.0</math>)</li> <li>⚠ B Dimension is changed when TC is selected.</li> </ul>	D	TC	D	TC	1	1~2	8	5~16	2	2~5	10	5~22	3	3~9	12	5~22	4	4~11	13	5~22	5	4~11	16	6~23	6	4~13	20	6~23	Changes to relief under the head to R0.5. Ordering Code RC  <ul style="list-style-type: none"> <li>⚠ Applicable when <math>P - D \geq 2</math></li> </ul>	Adds a notch to fix set screws. ⚠ Applicable to Large Head g6 Type (P.471) of $D \geq 6$  ⚠ For round shape, when B is the dimension of following table or less, L needs the dimension below or more. <table border="1" data-bbox="1365 682 1575 844"> <thead> <tr> <th>D</th> <th>ℓ<sub>1</sub></th> <th>ℓ<sub>2</sub></th> <th>d</th> </tr> </thead> <tbody> <tr> <td>6</td> <td>5</td> <td></td> <td>4.5</td> </tr> <tr> <td>8</td> <td>6</td> <td></td> <td>5.5</td> </tr> <tr> <td>10</td> <td></td> <td></td> <td>8</td> </tr> <tr> <td>12</td> <td></td> <td>1</td> <td>10</td> </tr> <tr> <td>13</td> <td>8</td> <td></td> <td>11</td> </tr> <tr> <td>16</td> <td></td> <td></td> <td>14</td> </tr> <tr> <td>20</td> <td></td> <td></td> <td>18</td> </tr> </tbody> </table> <table border="1" data-bbox="1617 682 1827 844"> <thead> <tr> <th>D</th> <th>B</th> <th>L</th> </tr> </thead> <tbody> <tr> <td>6</td> <td>3</td> <td>12</td> </tr> <tr> <td>8</td> <td>5</td> <td>15</td> </tr> <tr> <td>10</td> <td>7</td> <td>19</td> </tr> <tr> <td>12</td> <td>7</td> <td>19</td> </tr> <tr> <td>13</td> <td>10</td> <td>19</td> </tr> <tr> <td>16</td> <td>12</td> <td>24</td> </tr> <tr> <td>20</td> <td>15</td> <td>24</td> </tr> </tbody> </table>	D	ℓ <sub>1</sub>	ℓ <sub>2</sub>	d	6	5		4.5	8	6		5.5	10			8	12		1	10	13	8		11	16			14	20			18	D	B	L	6	3	12	8	5	15	10	7	19	12	7	19	13	10	19	16	12	24	20	15	24
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- Further Customization Available for Nominal Additional Cost
  - Based on Customers Requests

# Over 75% of MISUMI Parts are Customizable



Examples:



Pre-Mounted Bearings



Angle Plates



Couplings with Selectable Bores



Mini-Rail Linear Guides



Welded Stand Offs

Just some items which are typically manufactured in house but not in Japan



Locating Pins



Gibs



Hexagonal & Circular posts



# CADENAS allows us to Create 'The Digital Toolroom'



**MISUMI USA, Inc.**

**SETUP**

- 1. CAD-Format/Setup
- 2. Select parts
- 3. Display parts basket
- 4. Send

Browse Misumi Parts

Display the Parts Basket and Request Models

Help

**PART SERVER**  
© 1992-2007 CADENAS

- engineering@misumiusa.com
- engineering@misumiusa.com

- All directories
- Misumi - Metric / Precision Linear Shafts

Keyword

PSFAD

Partial match  
^ ^ \* = Wild card character

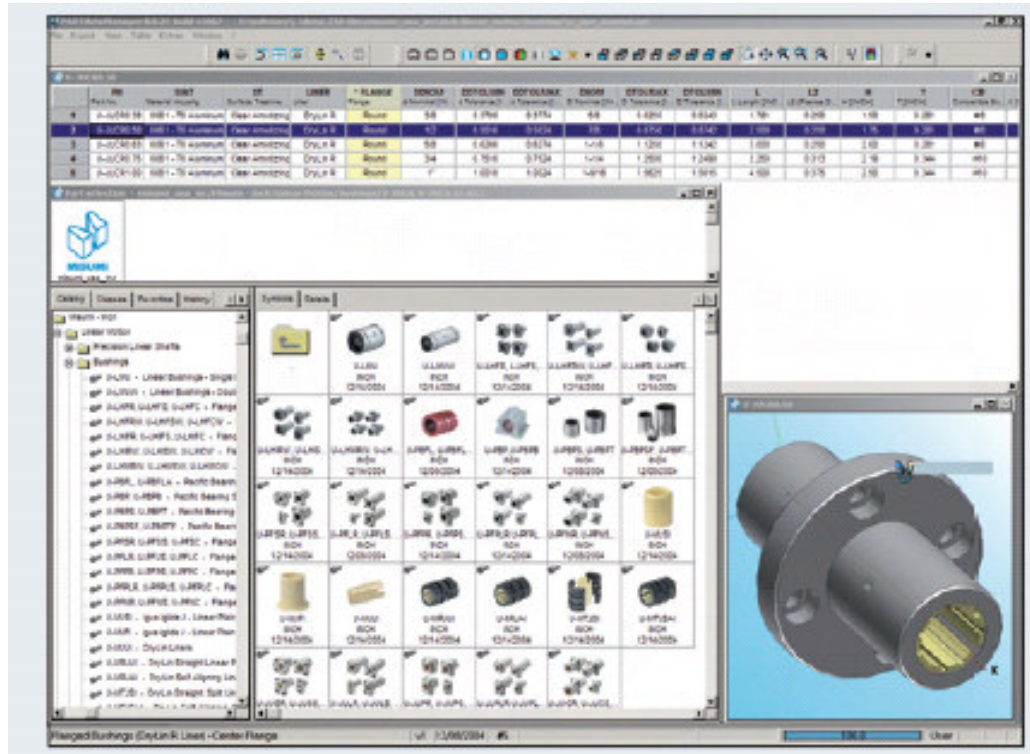
Parts

Misumi - Metric/Precision Linear  
SFAD, SSFAD, PSFAD, PSSFAD, PSFG

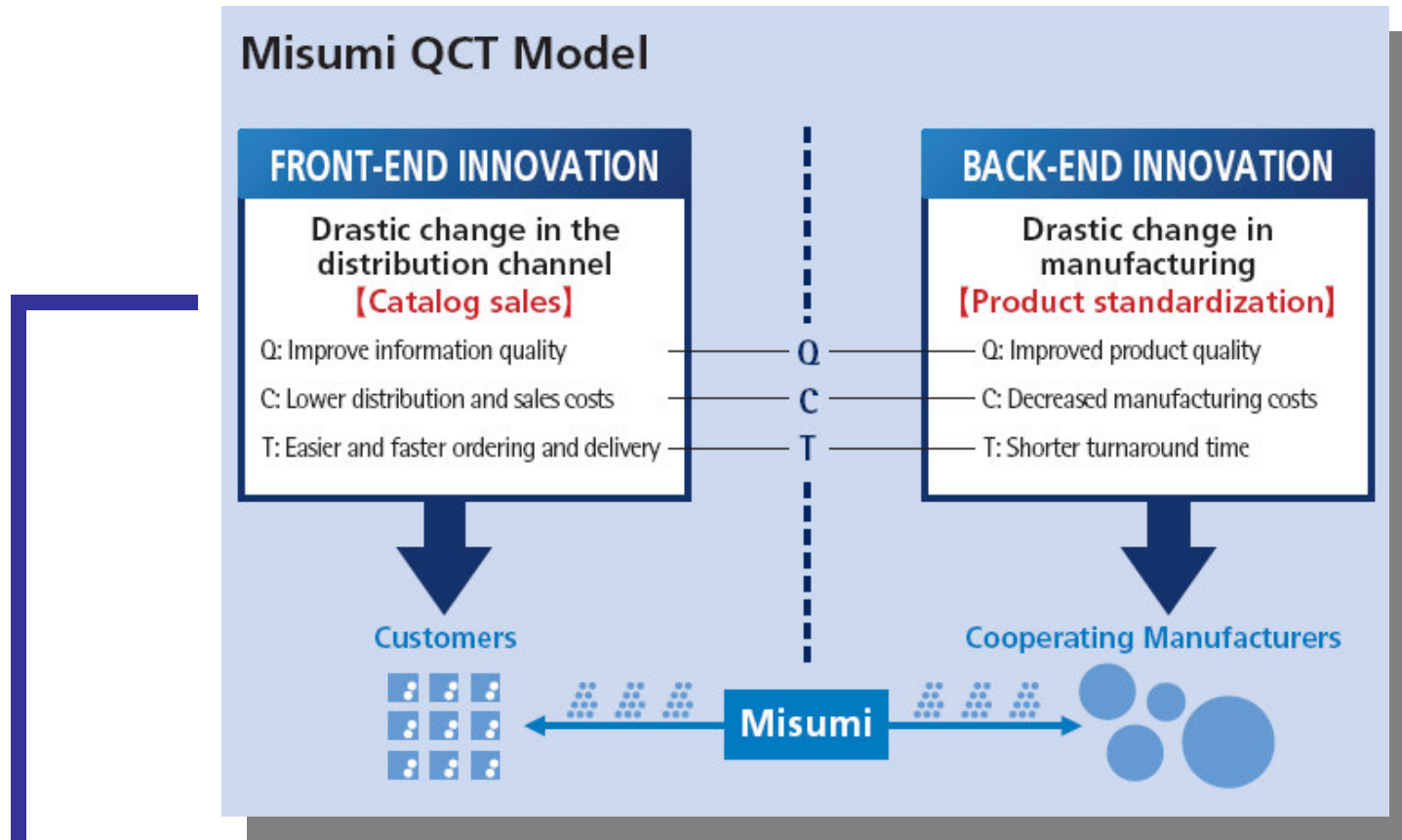
Name	SFAD10-25-F2-B0-P4-N3	
Part No.	PN	SFAD10-25-F2-B0-P4-N3
Material	MAT	52100 Bearing Steel
Heat Treatment	HT	Induction Hardening 58HRC~
Surface Treatment	ST	-
D [mm]	D	10
Outer Dia. Tolerance (High Precision Class)	ALT1	w/o DKC (Outer Dia. Tolerance (High Precision Class))
D Tolerance [mm]	DTOL	-0.005/-0.014
P (Coarse Thread) Selection	P	4
PMC (PMS) Fine Thread (Threaded)	ALT3	w/o Fine Thread
PMC (Fine Thread) Selection	PMC	0
PMS (Fine Thread) Selection	PMS	0
F 1mm Increment [mm]	F	2
B 1mm Increment [mm]	B	0
N (Coarse Thread) Selection	N	3
NSC Fine Thread (Tapped)	ALT4	N/A
NSC (Fine Thread) Selection	NSC	0
L 1mm Increment (0.1mm Increment for LKC) [mm]	L	25.0

start
Inbox - Microsoft Out...
Microsoft PowerPoint ...
2 Internet Explorer
EN
14:36

*Cadenas Radically Simplifies the Process of Selecting and Ordering Parts*



Result: A Simple, Intuitive Way of Searching for Parts and Generating CAD Models



Major Front End Innovation for MISUMI during USA Launch



# Checklist in Deciding a Supplier for producing your CAD Data



TOPIC	CHECKLIST	PARTSOLUTIONS
Company Strategy	Why do they provide this software ?	→ To provide tools for companies to manage and share CAD libraries internally and externally
Compatibility with User's CAD Environment	What software packages are supported?	→ All major software packages are supported (CAD Independent)
	Are native files generated?	→ Yes – This is becoming increasingly important (next slide)
	Is 2D CAD also offered?	→ Yes
End User Experience	Quality of Configurator?	→ Highest Quality – Schematic can be enlarged
	User Friendliness?	→ Excellent - Non linear selection possible
	Drag and Drop ?	→ Yes – with latest configurator
	Is All Dimensionable Data Included ?	→ Yes
Project Management	Communication and Control	→ Excellent Project Management and Communication
Marketing	CD Available	→ Yes – with possibilities to allow it be networked
	Distribution	→ Excellent – Through Partserver and Autodesk
	Co-Marketing ?	→ Several Marketing Opportunities

## **CADENAS - Delivering MISUMI's Advantage**

# Qualified Lead Generation



**MISUMI USA**

**misumi\_usa\_inc**

[JAN] [FEB] [MAR] [APR] [MAY] [JUN] [JUL] [AUG] [SEP] [OCT] [NOV] [DEC]

from Date DD MM YYYY to Date DD MM YYYY  
30 1 2007

Type: Table

Order/Files  Orders  Files  File list

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

Display

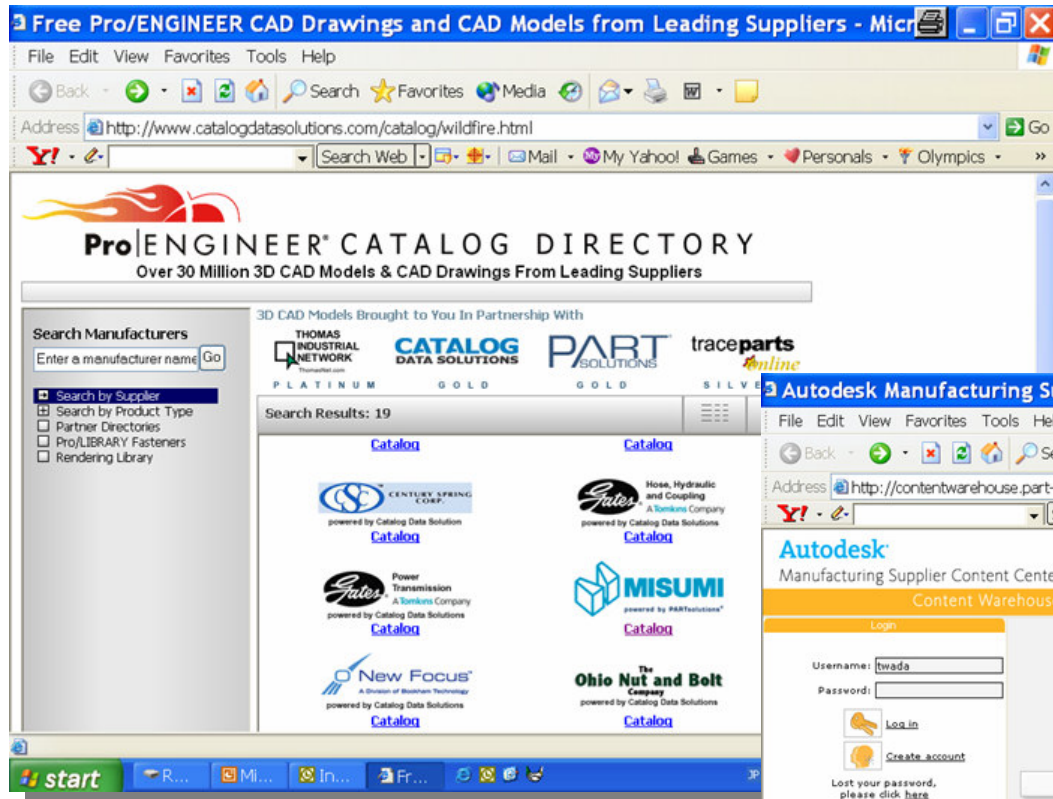
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- CAD DEL
- Description DEL
- Filesize DEL
- Mident DEL
- Company DEL
- E-Mail DEL
- WebID DEL
- Name DEL
- Street DEL
- ZIP DEL
- City DEL
- State DEL
- Country DEL
- IDNR DEL
- Errors DEL

Catalog	Language	Date	Diff	E-Mail	Company	Name	Street	Zip	City	State	Country	Phone	Fax	WebID	IDNR	Errors
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Orders: misumi\_usa\_inc / all / table / 30.01.2007 - 30.01.2007  
/ CATALOG=misumi\_usa\_inc  
Counter: 0

# Co-Marketing Opportunities (i)



MISUMI Catalogs appear in the User Content interfaces of Major CAD Software Providers Autodesk and Pro-Engineer



# Enable Creation of Unique Marketing Message



- Offer Configurable Parts
- Tackles the issue of Native Parts



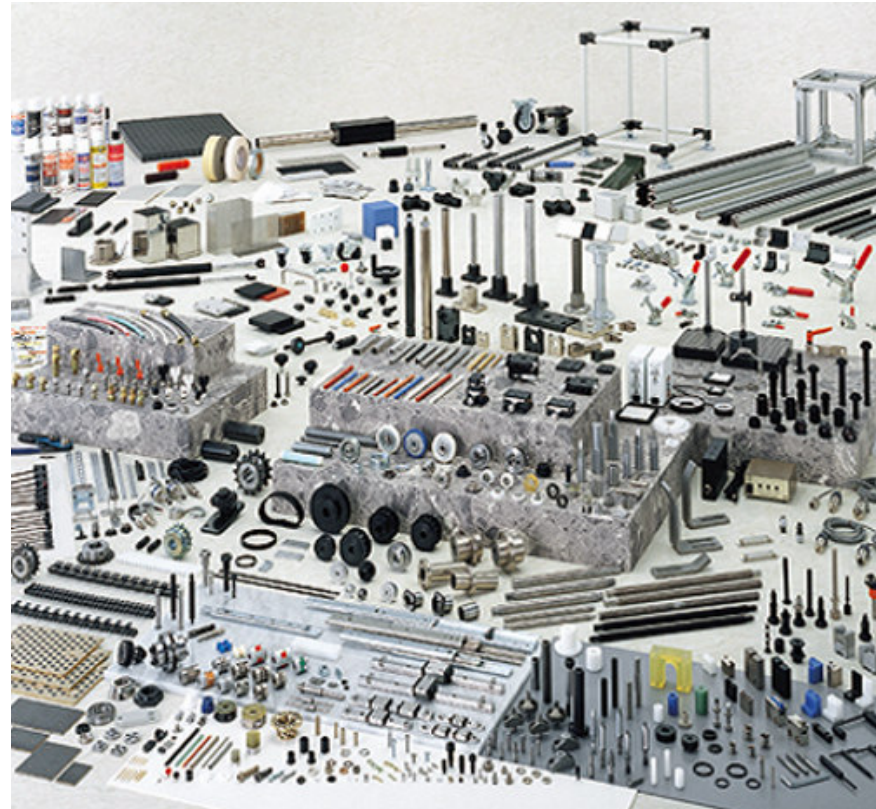
Over 226,000 Components for Assembly Automation



[www.misumi.de](http://www.misumi.de)



SLIDE GUIDES  
SHAFTS  
BUSHINGS  
COUPLINGS  
LOCATING PINS  
ROTARY SHAFTS  
STRUT CLAMPS  
LEVERS  
CASTERS  
STEEL FRAMES  
AL FRAMES  
PIPE FRAMES  
SCREWS/NUTS  
BALL SCREWS  
TRAPEZIODAL  
SCREWS



ADJUSTER PADS  
URETHANE  
SPRINGS  
POSTS/STANDS  
SPUR GEARS  
SENSORS  
SWITCHES  
RESIN PLATES  
ANGLE PLATES  
MANIFOLDS  
SPROCKETS  
ROLLER CHAINS  
PULLEYS/BELTS  
LOCATING/GUIDE  
COMPONENTS  
INSPECTION EQUIP  
TOGGLE CLAMPS

*Thank You For Your Kind Attention*