How to leverage your eCatalog investment.

Learn how PHD, Inc. continues to "Future Proof" its CAD 25 years later.





Enabling Productivity Throughout the World

PHD, Inc. has established itself as a manufacturer of modular automation devices by providing a broad line of reliable, cost effective, quality products that enhance productivity.

We are committed to providing our customers with what they need, when they need it. This is accomplished by our focus on the needs of the customer, and continually improving the effectiveness of our organization and the quality of our products.



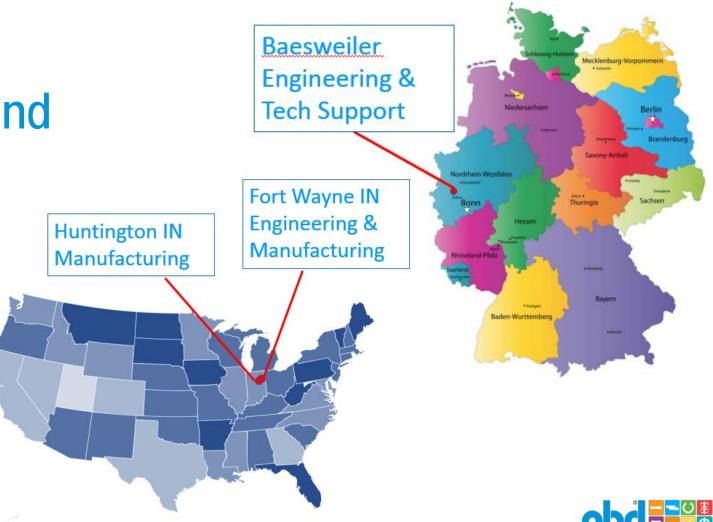
About phd,inc.

Established in 1957

Multiple Manufacturing and Engineering Facilities

Fort Wayne IN, USA Area

Baesweiler, Germany



About phd.inc.

Local Factory Trained Technical Support to Provide Solutions Throughout the World



About phoene. Designer's Resource[®]



muphd

Powerful Engineering Resources that Saves Design time

"Size, Select, Configure, CAD Models, Replacement Parts, Product Information"

CAD Drawings in over 80 Formats that create design efficiency



Focus Industries





BATTERY MANUFACTURING AUTOMOTIVE





PACKAGING



FILLING







FOOD



MACHINE BUILDERS

CARPET







SEMICONDUCTOR



WORKHOLDING



WELDING



BLOW MOLDING

6





PRINTING





ALUMINUM SMELTING









About phd,inc.

Pneumatic

Electric

Cylinders

Linear Slides

Rotary Actuators

Grippers

Clamps

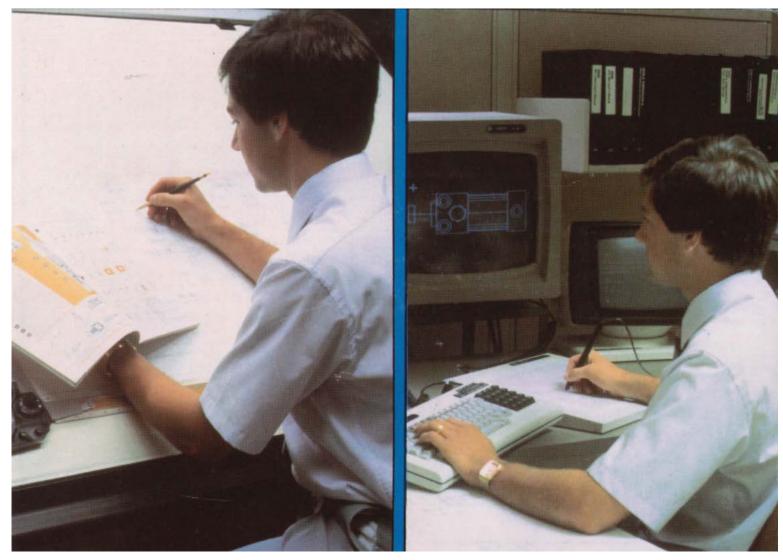
Escapements

Switches





About Me





Agenda

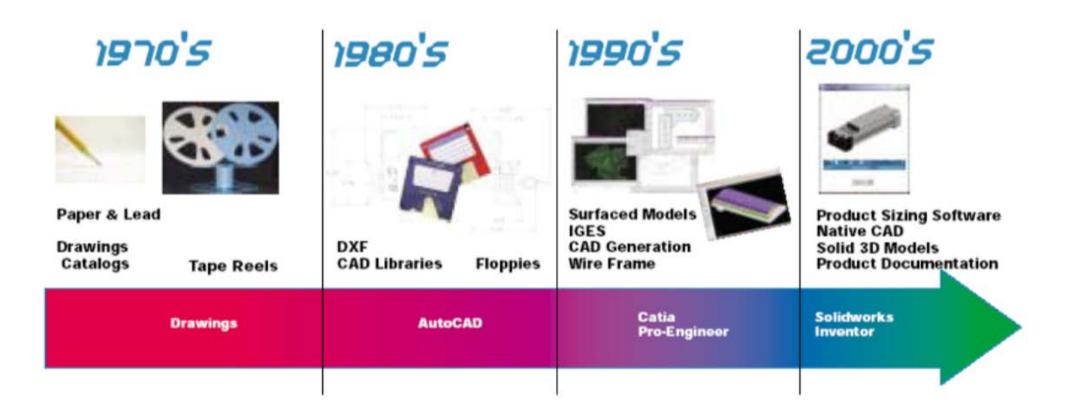
• CAD Models need attention. Pull the weeds and add fertilizer.

• Having an eCatalog is just the beginning. Adding support systems around your eCatalog to get more value.

• Utilize a Trusted Partner who shares the vision

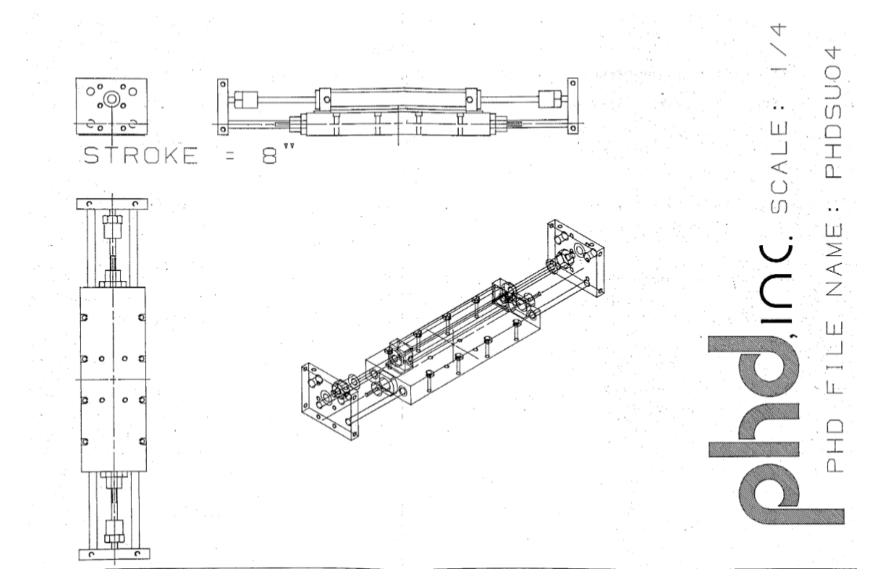


The Journey of customer CAD for PHD





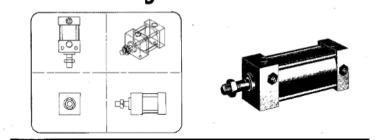
Early days (1986)





User had to Modify

 phd Introducing: C.A.D. Software on **Medium Duty** Cylinders



- Allows PHD product drawings (models) to be stored on the customers C.A.D. System.
 Available on 1600 BPI Magnetic Tape or on 5¹/₄" Floppy Disc.
- Provides Actual Scale Geometry saving Provides both Two and Three Dimensional hours of time when designing with PHD Views. (See example).

SHOCK PADS

· Available in an *I.G.E.S. Format for compatability with most C.A.D. Systems.

Products.

*Initial Graphics Exchange Specification

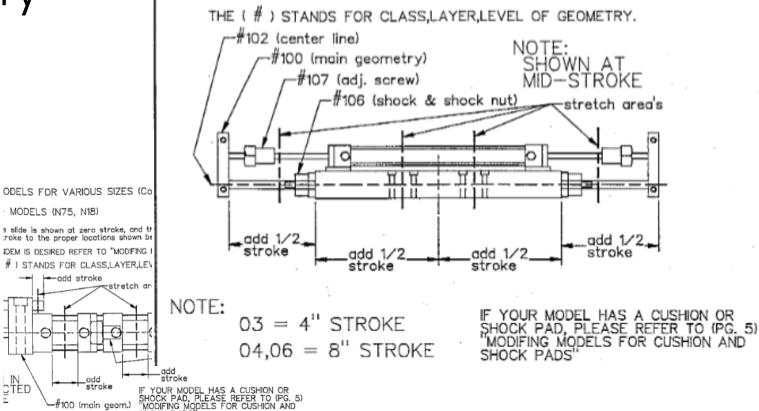
SPECIFICATIONS	SOFTWARE AVAILABLE	
Magnetic Tape - 1600 BPI Floppy Disc - 5¼″ Double Side, Double Density	Grlppers Rotary Actuators Medium Duty Cylinders	\$55.00 LIST \$55.00 LIST \$55.00 LIST

PHD. INC., AIRPORT AND PIPER DRIVE, FORT WAYNE, IN 46809 (AC219) 747-6151 TELEX 23-2611 MAILING ADDRESS: P.O. BOX 9070, FORT WAYNE, IN 46899

MODIFING MODELS FOR VARIOUS OPTIONS

U SERIES (U03, U04, U06)

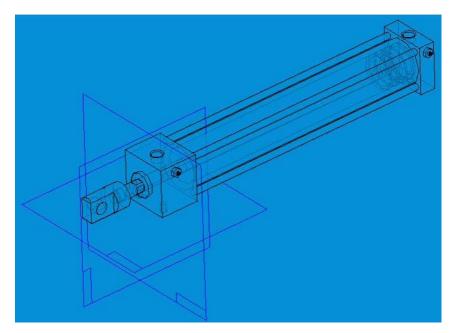
The "U" Series slide is shown at different strokes (shown below), and the user must add the desired stroke to the proper locations shown below. (Indicated by "stretch area").

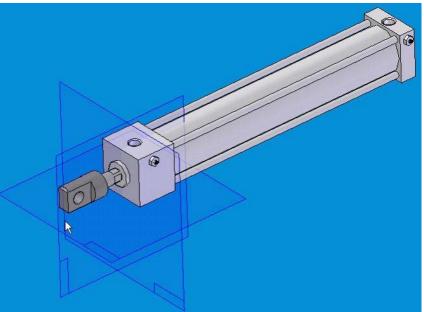




Static CAD

- 100's of models
- CAD Library
 - Drawn at zero stroke
 - User must stretch to length
 - Only one port location
 - Simple mountings
 - User must add additional geometry
- Started with 2D only
- Added 3D IGES and DWG
- Added 3D Surfaced Models







Distributing CAD Changes

- Reel to Reel
- Floppy Disk
- CD-ROM
- WEB

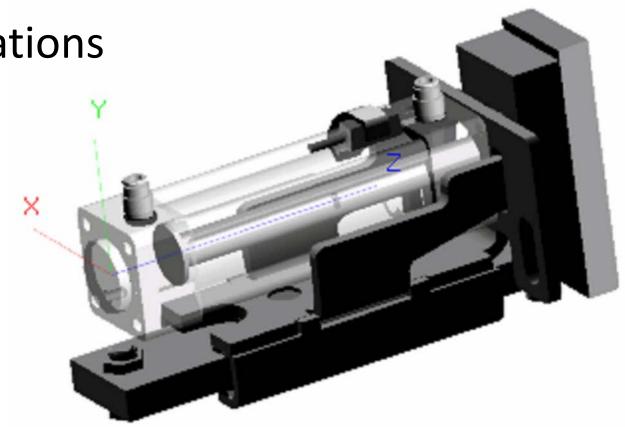






Moved to Dynamic CAD – Cadenas/Partsolutions

- Over 750 million combinations
- Configurator
 - Stroke Length
 - Mountings
 - Port Locations
 - Features





Accurate Models - Key concepts

1. Pull the weeds

- Fix issues as you find them
 - A. Errors in models, Fix them.
 - B. Changes in designs, Fix them.
 - C. Products we no longer offer, Remove them.

2. Add Fertilizer

- Add new features
 - Geometry improvements : Switches, accessories, detail
 - Interface Improvements: Graphical Configuration, preferences

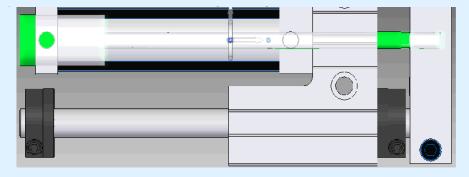




Pull the Weeds – Errors in Models (Fix Them)

2

TAR ID:	DMAS-AKXG7V	Techr	nical Assistance Request
Requested By: Dept: Location:	Douglas Mathias Customer Service Adm	Status:	Completed
Approved By: Send Request To: Carbon Copy:	Carey Webster; 03/30/2017 Cathy Walters		
Brief Description: CAD file from web inco	prrect		



Machine / Tooling / Document Numbers

TAR Routing Information:			
Status: Co	ompleted		
Douglas Mathias	Created	03/30/2017	
Carey Webster	Approved	03/30/2017	
Cathy Walters	Completed	03/31/2017	
-		(date actually completed)	

Detail Description:

PHD number GRM2TN-6-12-00-LAA-B08-PB3E9

CAD is not correct, missing switch (PB3E9).





Pull the Weeds – Errors in Models (Fix Them)

Catalog Corrections

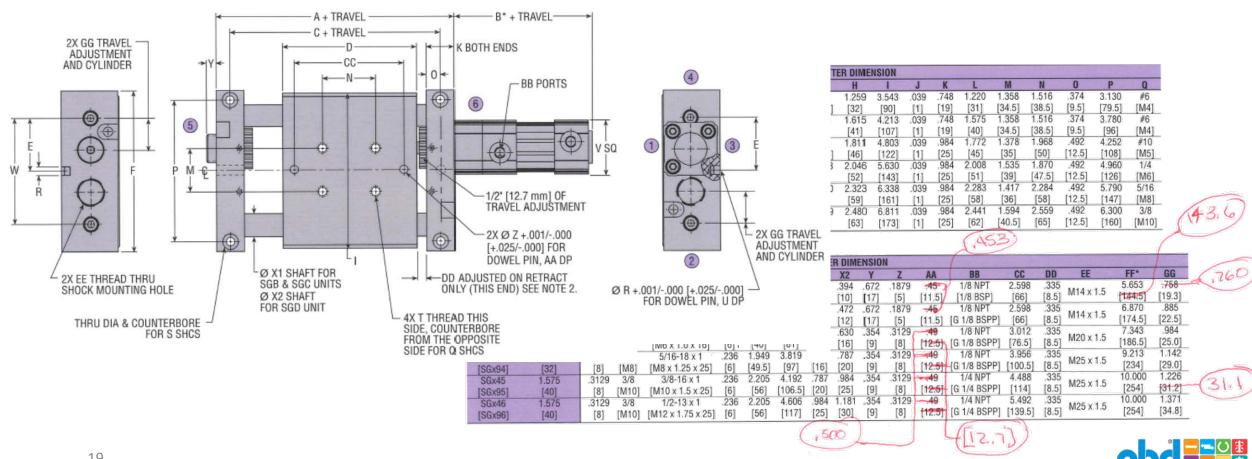
D: : :		
Division	Standard	
Catalog Code	CAT-PHDV2	
Catalog Description	CATALOG; PHD MAIN; 2016; FEB	
Page Numbers	2-78	
Product Type	Powered Slides V	
Product Model	SGx Saddle 🔽	
Description of Problem	Dimensions were corrected	
Corrections	See Mark-ups attached below	
Request Status	Approved	
Catalog Status	Active	
Entered By	Josh Buckland on 04/28/2016	
Approved By	Scott Thorn on 05/12/2016	
Notes		

Attachments:



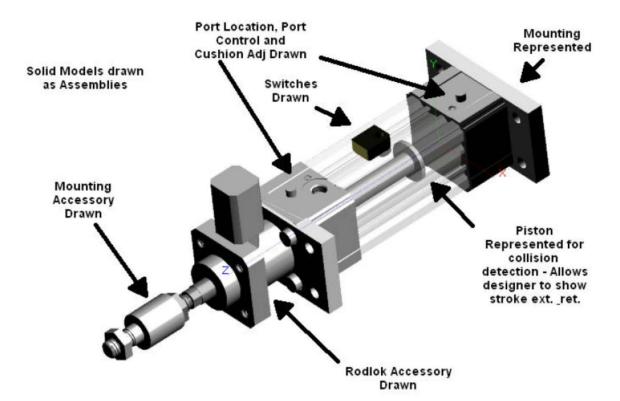
Pull the Weeds – Errors in Models (Fix Them)

DIMENSIONS: series sg slides



Add Fertilizer (help it grow)

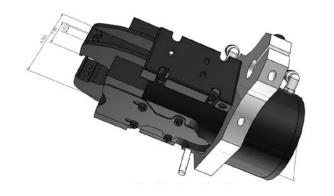
- Add Fertilizer
 - Add new features
 - Example: Add Switches, shocks, accessories and more details to geometry





Add Fertilizer (help it grow)

- Add new products
 - Part of Product Release Process



PHD Releases New Complete Product Catalog

PHD, Inc. is pleased to announce the release of their new product catalog, available in a <u>traditional</u> <u>printed version</u> and on the PHD website.

The new PHD main catalog features:

- PHD's complete comprehensive standard product line
- 21 new products
- The Optimax® line of global drop-in actuators
- The PHD Plus® line of electromechanical actuators
- Updated cutaway views, including improved graphics
- An updated shipping schedule
- An updated guide to each product section
- Detailed overviews of PHD's e-tools (myPHD), Unlimited® Unique Solutions, Blow Molding Solutions (PPC Group), Yamaha Robotics, and DUD: Debugging Gramman and Compared and Com





★ Featured

New! Series PNC66 Pneumatic Identification Stamping Clamp



Click for more details!

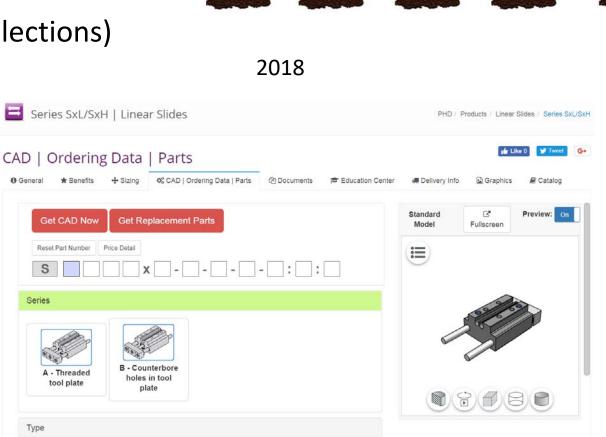


Add Fertilizer (help it grow)

- Add Fertilizer
 - Enhance Interface (Graphical selections)

2002

餐 Online CAD Configurat	or - Microsoft Internet Explorer			_ 🗆 🗙
		On <u>line</u> C/	AD Configurator	<u></u>
< <back< th=""><th></th><th>Revised</th><th>13.1.02 Series SA/SB Sli</th><th>de</th></back<>		Revised	13.1.02 Series SA/SB Sli	de
Configure Model	Design Series No.	Options		_
Briefcase				
History	Size Slide Travel	Collar & Shock Pad & Switch	Switches Quick Connect	
Edit Profile	Add Part to Briefcase	Kits Get CAD Now	Preview CAD	
Help				
Log Off	SA - Standard Mounting Holes in To	Series		
Clear Part #	SB - Mounting Holes in Toolplate for			
Valid part number when buttons change to green	-			
Logged in as - Steve Gilliom If this is incorrect - Click Here	- Explanations Regarding Compatability	Issues listed below:		
Sign Up to receive Updated CAD Information				T





Accurate CAD Models – "Get noticed"







We have CAD and Ordering Data What else can we do?

- What other systems can use this?
- What additional support can we provide our Customers?
- What additional support can we provide our Distributors?



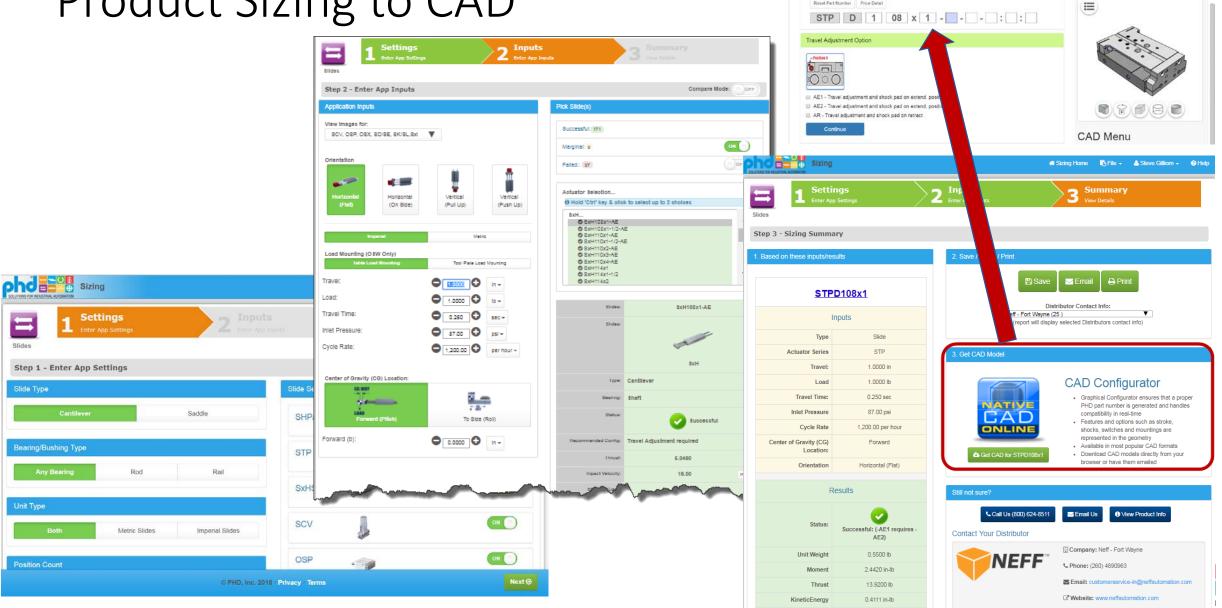
What else can we do with our Configurator?

• "Ordering Data" – No Cad – Accurate part number

😑 Series STP Linear Slides	PHD / Products / Linear Slides / Series STP
CAD Ordering Data Parts • General ★ Benefits ★ Sizing • CAD Ordering Data Parts • CAD Ordering Data Parts • CAD Ordering Data Parts • Education Center	delivery Info 🗳 Graphics 🖉 Catalog
Get CAD Now Get Replacement Parts	Standard C [*] Preview: On Model Fullscreen
Reset Part Number STP D X - - - : :	
Design No.	
1 - Imperial 5 - Metric	
Bore Size	
Slide Travel	



"Link-to" our Configurator – Product Sizing to CAD



≅ phdinfo@phdinc.com _ (800) 624-8511

Result Part Number Price Detail

Add To Briefcase

ond

@ Q. Find My Distributor @ Distributor Login

12

Fuliscreen

Preview:

Search

angh

Updated

Model

Links "from" our Configurator

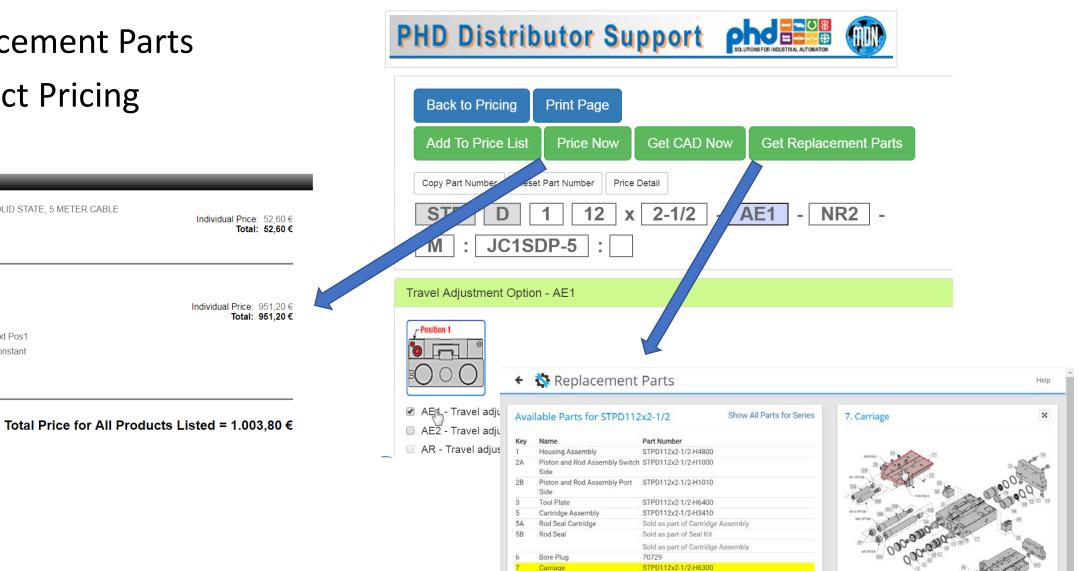
- Replacement Parts
- Product Pricing

Description: JC1SDN-5 SWITCH; NPN, DC SOLID STATE, 5 METER CABLE

Travel Adj, Shock Pad Ext Pos1

Shock Abs, Damping Constant

Reed Magnet



Slide/Rail Assembly

STPD112x2-1/2-H7000

Pricing Results

Quantity: 1

Quantity: 1

Options

Part Number: JC1SDN-5

No Options on this Part

AE1 NR2

Μ

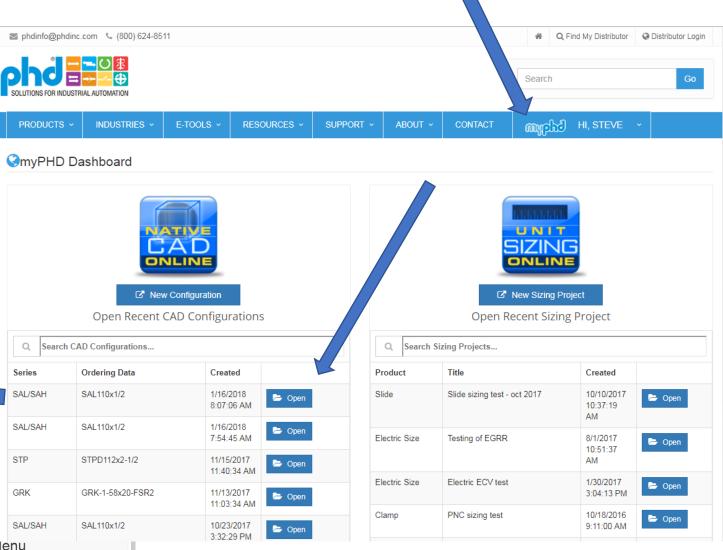
Part Number: STPD112x2-1/2-AE1-NR2-M

Description: STPD112X21/2-AE1-M-NR2

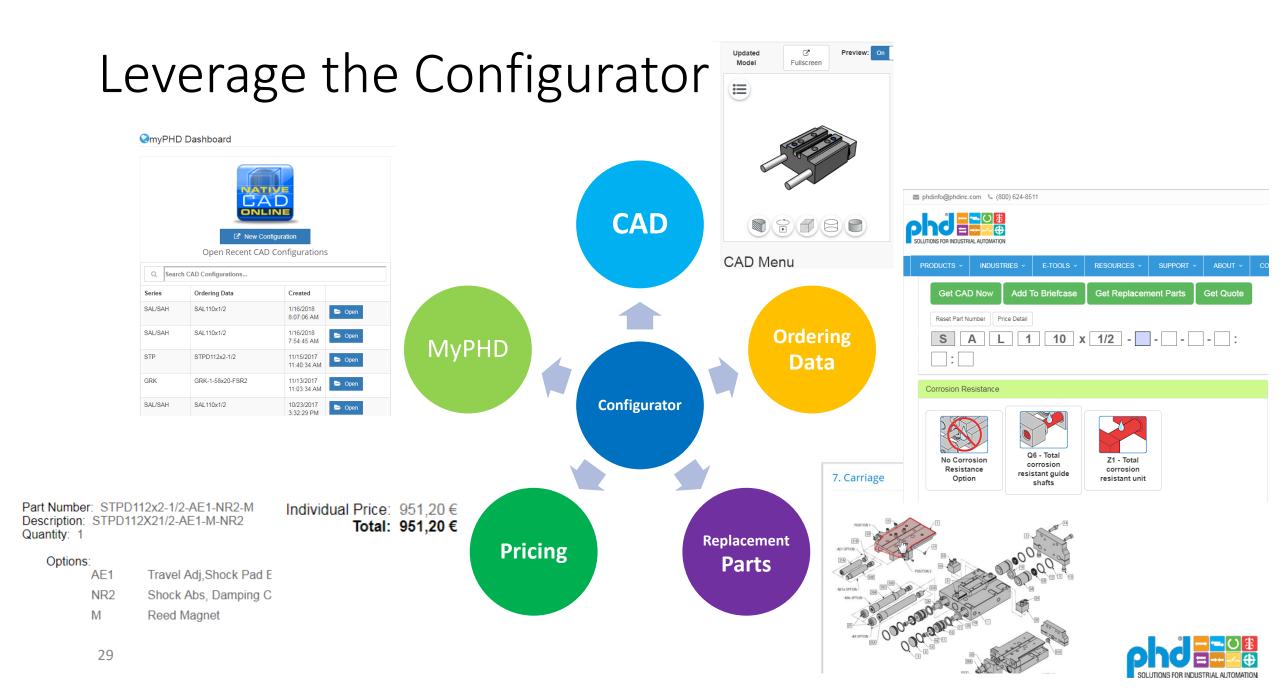
"myPHD" – Engineer Dashboard

- Save preferences
- Review History
- Edit ordering data
- Replacement Parts

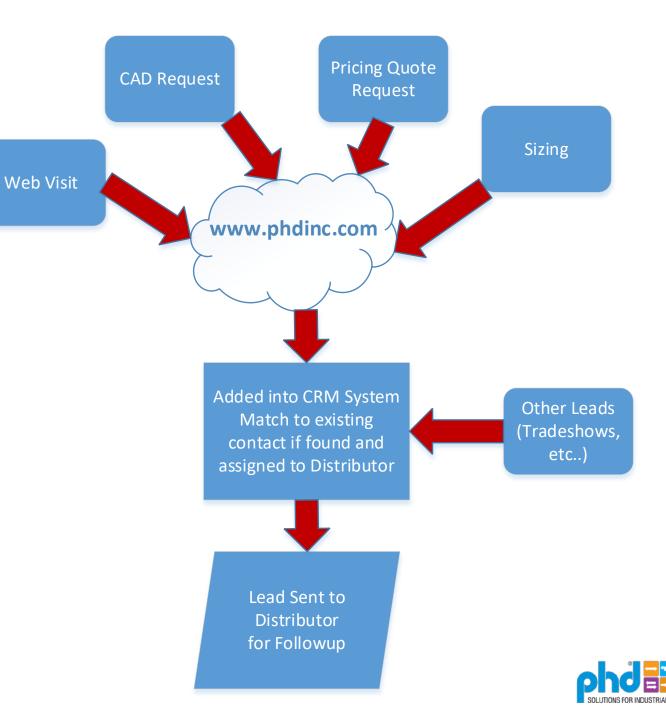
	Sear
PRODUCTS * INDUSTRIES * E-TOOLS * RESOURCES * SUPPORT * ABOUT * C	ONTACT My
Get CAD Now Add To Briefcase Get Replacement Parts Get Quote	Updated Model
Reset Part Number Price Detail	
S A L 1 10 x 1/2 -	
Corrosion Resistance	
	6
No Corrosion Q6 - Total Z1 - Total	
Resistance resistant guide	







Marketing - Leads



Utilize a Trusted Partner

- Utilize a Trusted Partner who shares the vision
 - Challenges Nothing is ever perfect. But you can find a solution.
 - Working with vendor to improve









Utilize a Trusted Partner

- Utilize a Trusted Partner who shares the vision and grows with you
 - Challenges Nothing is ever perfect. But you can find a solution.
 - Working with vendor since 2001

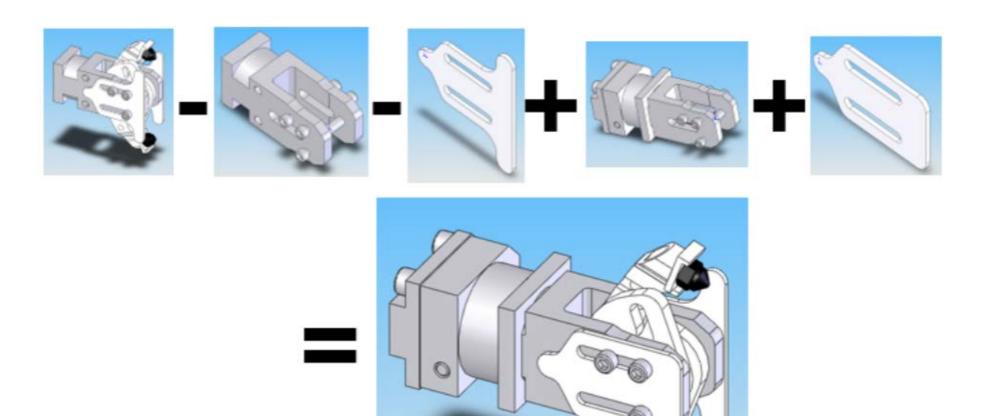








Our first Challenge - Assemblies

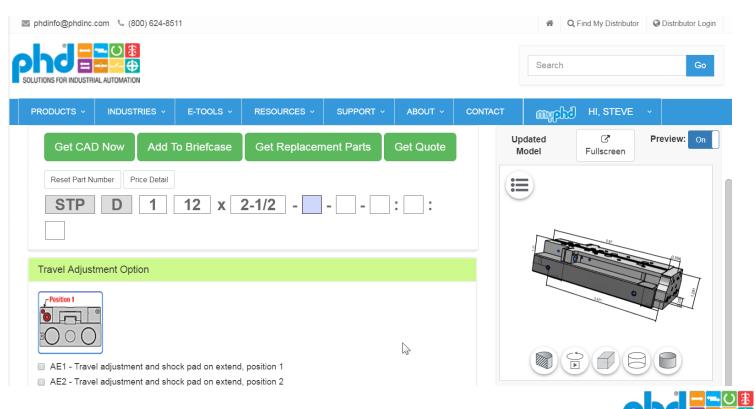




Utilize a Trusted Partner

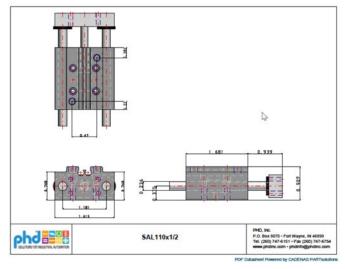
- Utilize a Trusted Partner who shares the vision
 - Product Improvements Example Preview





Utilize a Trusted Partner

- Utilize a Trusted Partner who shares the vision
 - New features Continue to add more value.
 - Adding them to solution
 - 3D PDF
 - Ability to Brand with Distributor Information
 - 2nd Page added to Information sheet



35



Personal Product Spec Sheet

Your Ordering Data: SAL110x1/2 Order From Your Local Distributor:

Mueller Maschinentechnik GmbH Felix-Wankel-Str 11 Dueren, 52351 Germany PHONE: ()49(0)2421-49548-0 FAX: ()49(0)2421-49548-11 EMAL: info@mueller-maschinentechnik.de WEB SITE: http://www.mueller-maschinentechnik.de

automation solutions from PHD

Series SxL/SxH Compact Linear Pneumatic

Slide

Series SxU/SxH Slides feature a compact cantilever design and are available in nine sizes to accomodate a wide range of applications. Two bearing types are available with travel lengths up to 8 inches. NEWI 40, 50, and 63mm sizes are now available. Units offer high capacity TC composite bearings with oversize shafts providing exceptional load and KE stopping capacity.

Advantages: Compact, high load capacity, nine sizes, robust, long life.



App Store Preview

Mobile



This app is only available on the App Store for iOS devices.

PHD 3D 4+ PHD, Inc.

Free

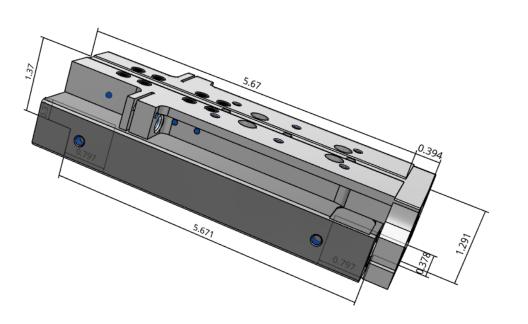






Continued updates

- Continued support of CAD Vendors
- New Features Dimentions

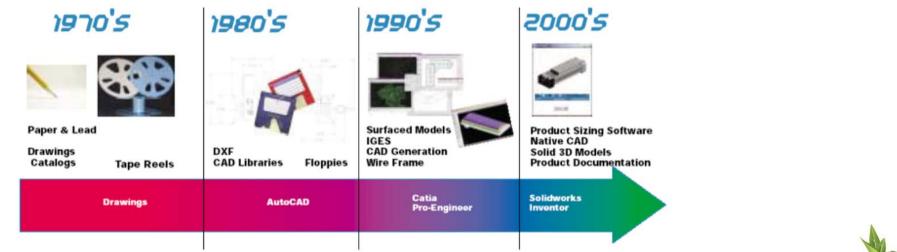


Native 3D Formats	Native 2D Formats	Neutral 3D Formats	Neutral 2D Formats
AutoCAD >=V14 (1)	Catia IUA V4 1	3D Studio MAX	Allplan 2008
BeckerCAD	HP ME 10 >=V9	ASCON C3D	BMP (2D View)
Caddy++ SAT-V4.2	Medusa >=2000i (1)	Allplan 2008	BMP (3D View)
Catia (Macro)>=V5 🜖	VX (Varimetrix) >=V5.0	Aveva PDMS / Marine	DWF ASCII 5.5
Catia >=V5		COLLADA	DWF Binary 5.5
🔲 Catia IUA V4 🕄		DWG AUTOCAD VERSION 2004 -	DWF Compressed 5.5
CoCreate Modeling >=2007 ()		20 🕄	DWF DWF V6, ASCII
Creo Elements/Direct Modeling >=17.0 (1)		DWG AUTOCAD VERSION 2007 - 20 3	DWF V6, UNCOMPRESSED BINARY
Creo Elements/Pro 5.0 Creo Parametric 1.0		DWG AUTOCAD VERSION 2010 - 20 3	DWG AUTOCAD VERSION 200 20 (1)
Creo Parametric 2.0		 DWG AUTOCAD VERSION 2013 Image: Control of the second second	DWG AUTOCAD VERSION 200 20 (1)
Creo Parametric 3 Creo Parametric 4		DXF AUTOCAD VERSION 2004 - 20 3	DWG AUTOCAD VERSION 201 20 (1)
Inventor 2011		DXF AUTOCAD VERSION 2007 - 20 3	DWG AUTOCAD VERSION 201 3
Inventor 2013		DXF AUTOCAD VERSION 2010 - 20 3	DXF AUTOCAD VERSION 2004 20 (1)
Inventor 2015		DXF AUTOCAD VERSION 2013	DXF AUTOCAD VERSION 2007
Inventor 2016		IFC2x mesh	20 🕄
Inventor 2017		IGES	DXF AUTOCAD VERSION 201
Inventor 2018		JT	20 🕄
MegaCAD SATV20			DXF AUTOCAD VERSION 2013



Summary

• It's a journey not a destination



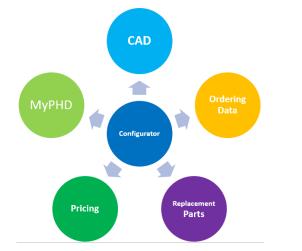
• Pull the Weeds and add Fertilizer





Summary

• Leverage the investment. What else can you do?



• Utilize a partner who has a shared vision









Enabling Productivity Throughout the World

