

## TURCK Sensor Sales Success

**Product:** PS500

**Market:** Assembly Equipment

**Customer:** Assembly/Test Machine OEM

**Application:** The PS is used to test for leaks in the end-user's product, a hose connector. Once parts move into the test fixture, pressure is applied, and the entire inspection takes place within 400ms.

**Keys to Success:** The convenient form factor, with the ability to rotate the display, was a great selling point.

The response time of the sensor, even with an on-delay, allowed it to handle the quick cycle time for inspection. When pressure was initially applied to the part, a pressure spike occurred. They programmed a 200ms delay to ignore the spike, then looked to see if full pressure was reached as indicated by a PS500 discrete output. The ability to easily program set points allowed the sensor to handle pass/fail without having to use an analog output and PLC. This gave TURCK a price and time savings advantage.

There is enough value in this solution that the sensor was able to be sold at list price to the OEM.

**Other Product Opportunities:**  
Connectivity & Prox

