


MISUMI 24/7 e-Commerce

- Now launched in Europe in 5 languages -



Mikihiko Wakasugi, Deputy Head of European Operation
Industry Forum, Augsburg, 24. February 2010

- **MISUMI Business Model - QCT Innovator**
 - T - Time Innovation
 - T - Configurable Components
 - Configuring Components using the Paper Catalog
- **MISUMI 24/7 e-Commerce – Services**
 - MISUMI e-Catalog
 - Product Search
 - On-line Configuration
 - MISUMI WOS - Quote/Order
- **In 5 Languages - German/ Italian/ French/ Czech**
- **Our Challenges**

MISUMI Business Model - QCT Innovator



MISUMI Business Model - QCT Innovator -



Front-End Innovation

Drastic change in the distribution channel

[Catalog Sales]

- Q: Improve information quality
- C: Lower distribution and sales costs
- T: Easier and faster ordering and delivery

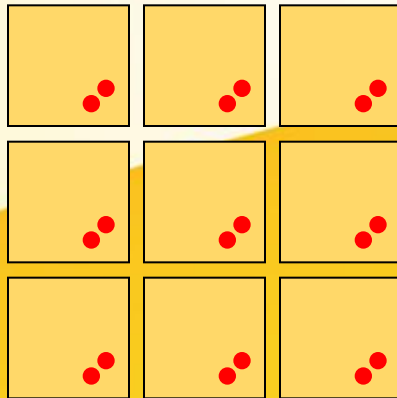
Back-End Innovation

Drastic change in manufacturing

[Products Standardization]

- Q: Improved product quality
- C: Decreased manufacturing costs
- T: Shorter turnaround time

Customers

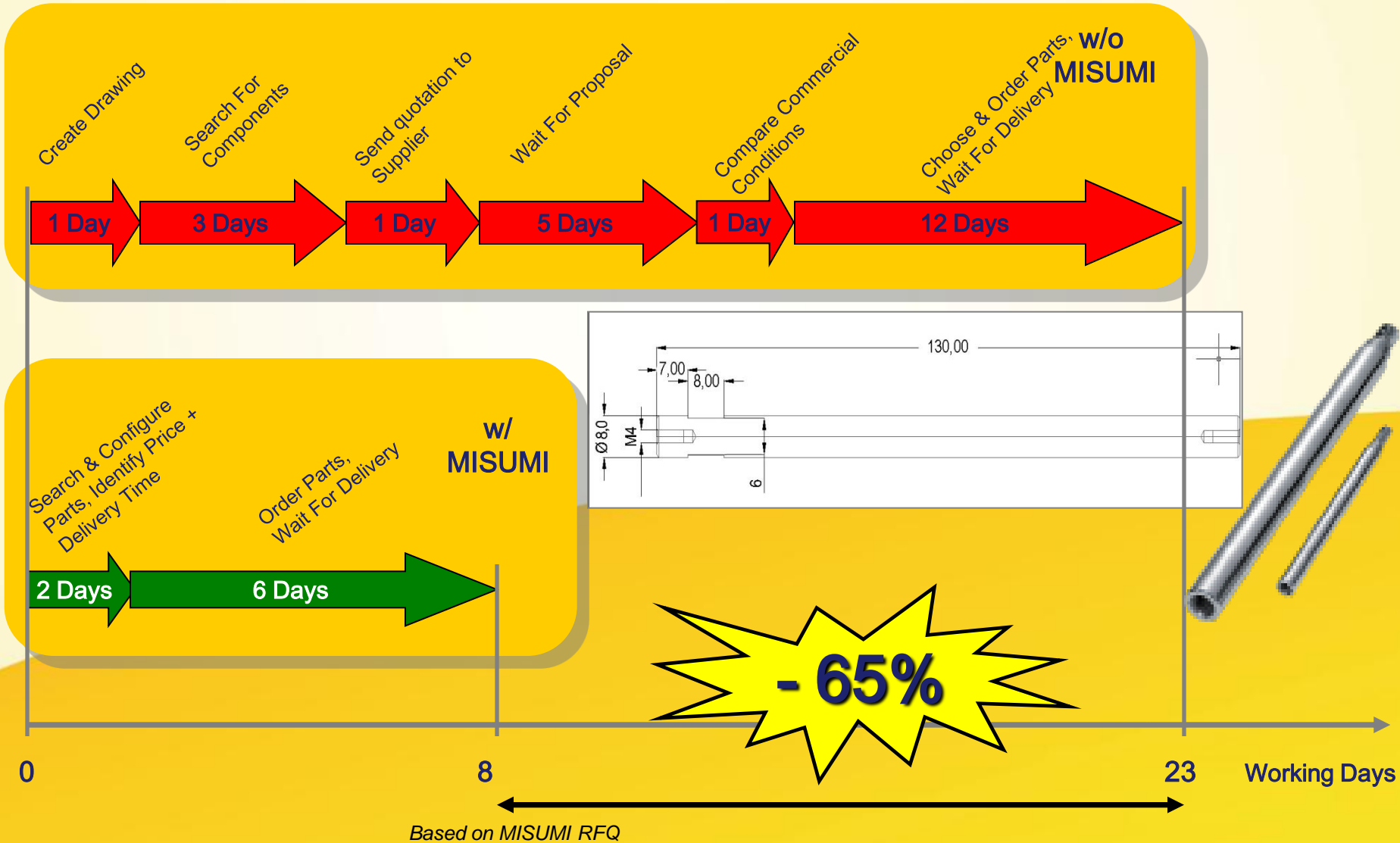


MISUMI

Cooperating Manufacturers

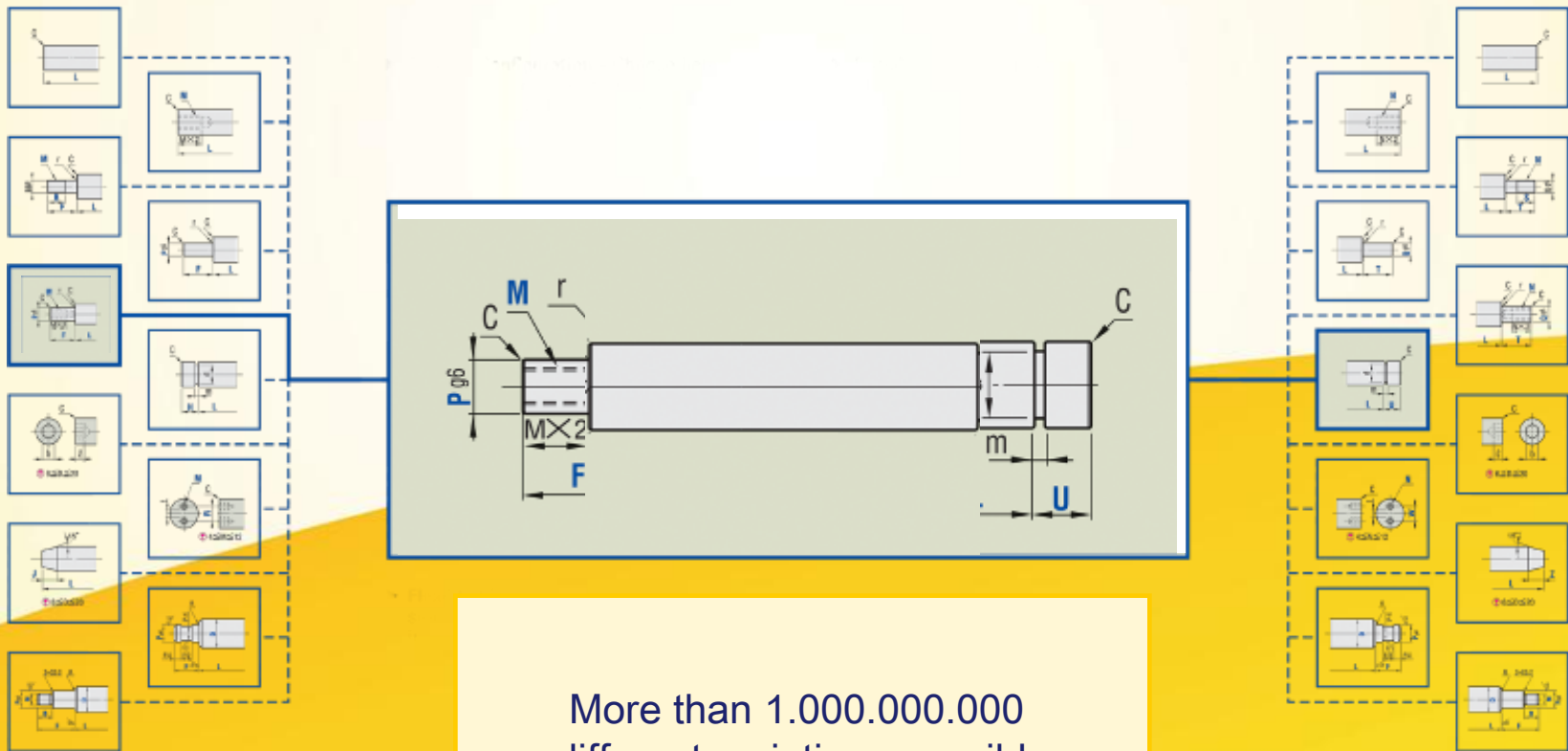


T – Time innovation



T – Configurable Components

- About 447 different shaft type/ shaft end/ material/ dimensions combinations
- Dimensions down to 0.1 mm increments
- Length from 10 to 1.500 mm
- Diameter from 3 to 100 mm



'Configuring Components'

means:

all **BLUE** marked dimensions can be adapted to your needs!

It's your choice:

Either adapting your application to competitor components

OR

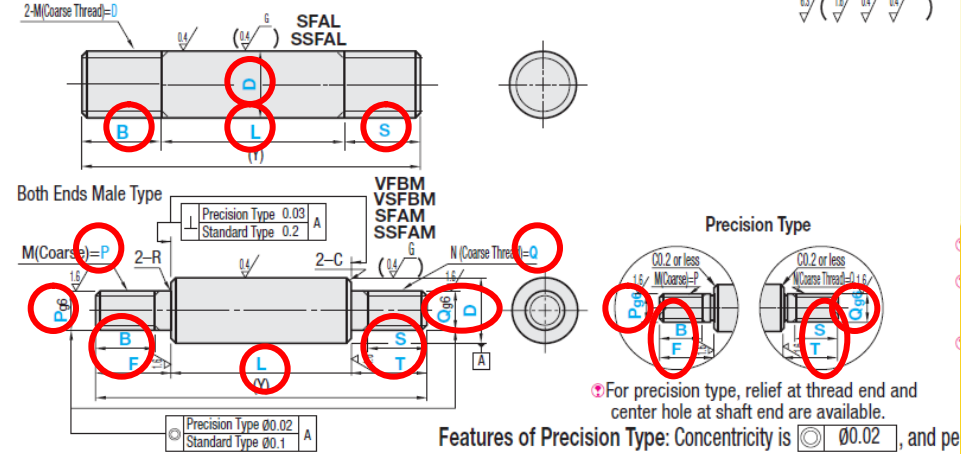
adapting **MISUMI** components to your application



⚠ Shaft end (thread effective length + 10mm) may have less hardness due to annealing.

Type			D Tolerance	H	S	
The Same Dia. as Shaft Dia.	Both Ends Male					
Standard	Precision	Standard				
SFAL	VFBM	SFAM	g6	1.3505/100Cr6	Induction Hardened Effective Hardening Depth ≧ P.102	-
SSFAL	VSFBM	SSFAM		1.4125/X105CrMo17 Equivalent		
RSFAL	VRBM	RSFAM		1.3505/100Cr6	58HRC~ 56HRC~	LTBC plated Hard Chrome Plating Plating Hardness HV750~ Plating Thickness 5μ or more
PSFAL	-	PSFAM		1.3505/100Cr6		
PSSFAL	-	PSSFAM	f8	1.4125/X105CrMo17 Equivalent	-	Hard Chrome Plating Plating Hardness HV750~ Plating Thickness 10μ or more
PSFGL	-	PSFGM		1.1191/C45E		
PSSFGL	-	PSSFGM		1.4301/X5CrNi18-10		

Both Ends Male Thread with the Same Diameter as Shaft Diameter Type



Configuring Components using the Paper Catalog (3)



Precision Linear Shafts – Standard Type / Precision Type– –Both Ends Male Thread with the Same Diameter as Shaft Diameter Type / Both Ends Male Thread Type–



CAD Data

Type	D	Q	Q	D Tolerance
Standard	1.65~1000	10	10	±0.01
Precision	1.65~1000	10	10	±0.005
Standard	1.65~1000	10	10	±0.01
Precision	1.65~1000	10	10	±0.005

Features of Precision Type: Concurrency in **□** and perpendicularity in **□**

Part Number	Type	D	Min. L	L1	L101	L1011	L10111	Unit Price
11100	Standard	1.65	10	10	10	10	10	10
11101	Precision	1.65	10	10	10	10	10	10

Type	D	Q	Q	D Tolerance
Standard	1.65~1000	10	10	±0.01
Precision	1.65~1000	10	10	±0.005

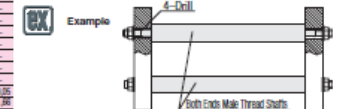
Order Example: SFAL200 - 200 - P28 - S16 - PB - T17 - S15 - Q12

Alterations: **5 Days**, **10 Days**, **13 Days**

Alterations: **Changes L (or D) Tolerance**, **Changes L Tolerance**, **Wrench Flats**, **Flare Thread (Male Thread)**

Spec: **Changes L Dimension Tolerance**, **Changes L Tolerance**, **Changes L Tolerance**, **Changes L Tolerance**

Part Number	Type	D	Min. L	L1	L101	L1011	L10111	Unit Price
11100	Standard	1.65	10	10	10	10	10	10
11101	Precision	1.65	10	10	10	10	10	10



Configuring Components using the Paper Catalog (4)



Part Number		1mm Increment				M (Coarse) Selection	(Y) Max.		R	C	
Type	D	L		F · T	P		Precision	Standard			
Both Ends Stepped Female Thread Type (Precision Type) VFAH VSFAH VRAH VSRAH (⊗ Size in () is not applicable to precision type.)	Both Ends Stepped Type (Standard Type)	8	25~296	25~796	2≤F≤Px4 2≤T≤Px4	8~16 8~17 8~22 9~27 9~32 11~37 11~47	4 5 6 8 10 12 4 5 6 8 10 12 4 5 6 8 10 12 16 5 6 8 10 12 16 20 24 5 6 8 10 12 16 20 24 6 8 10 12 16 20 24 30 6 8 10 12 16 20 24 30	350 450 450 450 1500 1500 1500	1200 1200 1200 1500 1500 1500	0.3 or Less	0.5 or Less
	Both Ends Stepped Type (Standard Type)	10	25~346	25~796							
	Both Ends Stepped Type (Standard Type)	12	25~346	25~996							
	Both Ends Stepped Type (Standard Type)	13	25~346	25~996							
	Both Ends Stepped Type (Standard Type)	15	25~346	25~996							
	Both Ends Stepped Type (Standard Type)	16	25~346	25~1196							
	Both Ends Stepped Type (Standard Type)	18	25~346	25~1196							
	Both Ends Stepped Type (Standard Type)	20	25~446	25~1196							
	Both Ends Stepped Type (Standard Type)	25	25~446	25~1196							
	Both Ends Stepped Type (Standard Type)	30	25~446	25~1496							
(Standard Type) SFAH SSFAH RSFAH (D≤30 L≤500) PSFAH PSSFAH PSFGH PSSFGH	(Standard Type)	25	25~446	25~1196						0.5 or Less	1.0 or Less
	(Standard Type)	35	-	25~1496							
	(Standard Type)	40	-	25~1496							
	(Standard Type)	45	-	25~1496							
	(Standard Type)	50	-	25~1496							

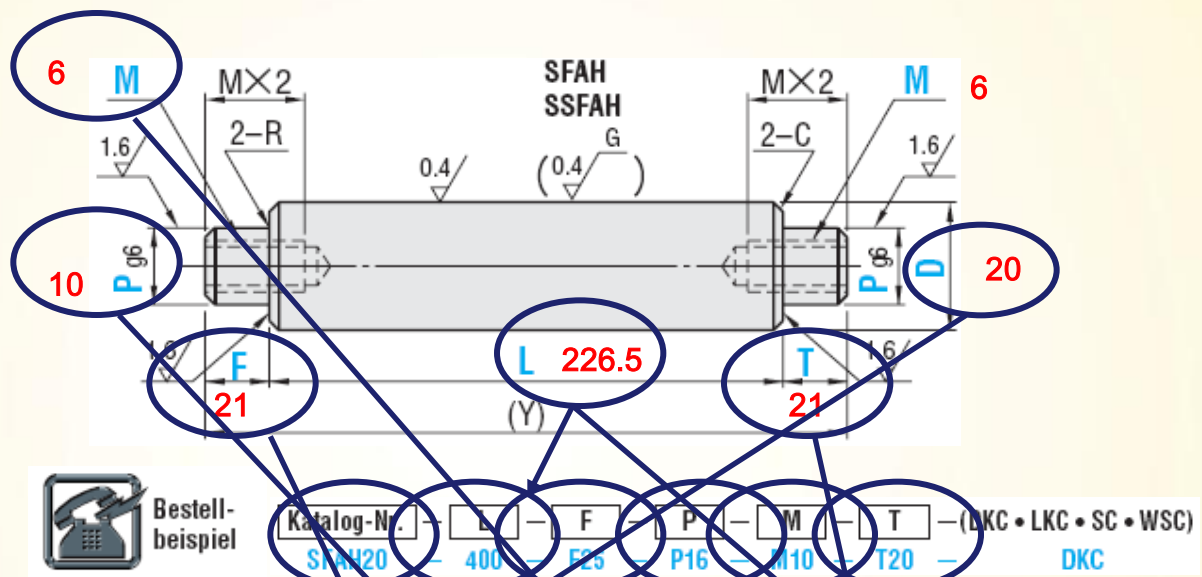
Check available dimensions:
D=20 / L=25 - 1196 / F=21 / T=21 / P=8 - 17 / M=6
=> Configuration is possible in 1 mm increments!!

⊗ Both Ends Female Thread with Step Type ⊗ M+3<P is required for P Dimension. ⊗ If (Mx2.5+4)x2<(Y), the pilot hole for tapping may go through. ⊗ Mx4<(Y) is required for (Y) dimension of precision type. The pilot hole for tapping may go through.
⊗ Both Ends Female Thread with Step Type/Both Ends Stepped Type ⊗ When D-P<4, chamfer C at the step is 0.2 or less.

	Changes Outer Dia. Tolerance	Changes L Tolerance																
Alterations																		
Code	DKC	LKC																
Spec.	Changes outer diameter tolerance to h5. [Ordering Code] DKC <table border="1"> <tr> <th>D</th> <th>h5 Tolerance</th> </tr> <tr> <td>8 · 10</td> <td>0 -0.006</td> </tr> <tr> <td>12~18</td> <td>0 -0.008</td> </tr> <tr> <td>20~30</td> <td>0 -0.009</td> </tr> <tr> <td>35~50</td> <td>0 -0.011</td> </tr> </table> <p>⊗ Not applicable to precision type, LTBC plated and D tolerance f8.</p>	D	h5 Tolerance	8 · 10	0 -0.006	12~18	0 -0.008	20~30	0 -0.009	35~50	0 -0.011	Changes L Dimension Tolerance. [Ordering Code] LKC <table border="1"> <tr> <td>L<200</td> <td>→L±0.03</td> </tr> <tr> <td>200≤L<500</td> <td>→L±0.05</td> </tr> <tr> <td>L≥500</td> <td>→L±0.1</td> </tr> </table> <p>⊗ L dimension up to 200 is applicable to precision type. ⊗ When the LKC is used, 0.1mm increment can be specified for L Dimension. ⊗ Not applicable when D-P≤2.</p>	L<200	→L±0.03	200≤L<500	→L±0.05	L≥500	→L±0.1
D	h5 Tolerance																	
8 · 10	0 -0.006																	
12~18	0 -0.008																	
20~30	0 -0.009																	
35~50	0 -0.011																	
L<200	→L±0.03																	
200≤L<500	→L±0.05																	
L≥500	→L±0.1																	
Price Adder	2,00	4,00																

Alterations available if you need

Configure Product Number



The resulting Product Number is:

SFAH20 - 226.5 - F21 - P10 - M6 - T21 - LKC

MISUMI 24/7 e-Commerce – Services



MISUMI 24/7 e-Commerce

MiSUMi **e-Catalog**



MiSUMi
Web Order System



*Product
search*

and

*Product
configu-
ration*

*2D/3D-
CAD
Models*

*Neutrale
Native*

*Price
and
Delivery
Time*

*BOMs
Save
and
Adminis-
tration*

„MyPage“

*Create
Quotes
from
Shopping
Cart
or
BOM
Upload*

*Create
Quotes
from
Shopping
Cart
or
BOM
Upload*

*Create
Orders*

*Quote
And
Order
History*

MISUMI e-Catalog - Product Search -



Option 1:

Please enter a MISUMI part number, a product name, or a product description and click >Search<.

Over 1.000.000 Mechanical Components. No Minimum Order. Language English WorldWide

MISUMI Automation Components | Europe Cart MyPage Help Inquiry

Part stub

Welcome, **Stefan Pulver**
Top of My Page
0 items in cart

Linear eXcellence
Linear Units LX

ORDER NOW!
CATALOG 2009
MECHANICAL COMPONENTS

MORE THAN 1 MIO. COMPONENTS
ON ALMOST 3.000 PAGES
MORE THAN 3.600 NEW PARTS

Top Picks
The right product is just a click away
Slide Guide Finder

MISUMI / WOS
Quick Guide
Download PDF

More Info!
2009 MISUMI 24/7 SEMINAR

MISUMI 24/7 Seminars - Discover the Web Ordering System and Online Configurator. Register now for free seminars.

Web Ordering System
 Request a Quote
 Order Now
 Order History

Information
 MISUMI Europa Start Page
 Catalogue Request
 MISUMI Concept
 Customer Testimonials
 MISUMI 24/7 Seminare

Product Spotlight
Linear Bushings
Linear Motion Units
Single Axis Actuators
Couplings
Timing Pulleys
Positioning Stages

Automation Components Recommended items Information

Linear Components
Precision Linear Shafts
Shaft Supports
Shaft Collars
Linear Bushings / Ball Splines
Oil Free Bushings
Linear Motion Units / Single Axis Actuators
Linear Guides
Slide Components
Ball Screws
Miniature Lead Screws/Trapezoidal Lead Screws/Components for Trapezoidal Lead Screws

Industrial Materials
Round Bars/Rods/Pipes/Resin Rods
Resin Plates
Machined Sheet Metals/Machined Metal Plates
Metal Plates

Hardware
Collars, Washers, Shims
Screws/Washers/Nuts
Keys/ Pins / Magnets/ Other Small Hardware




Springs/Shock Absorbers






Option 2:







Click the relevant product category headline. You will be forwarded to a overview page of the product category.

Option 3:

Search by directly choosing the required product group.



Over 1,000,000 Mechanical Components. No Minimum Order. Language  English  WorldWide  Book


MiSUMi Automation Components | EUROPE  Login  Cart  MyPage  Help  Inquiry

Part Stub  Search   Technical Information  CAD Data  Catalog  Part Number Check












Search by "SFAH"


Welcome, **guest**

 Log in  Register Now

 For New Customers

Product Category List

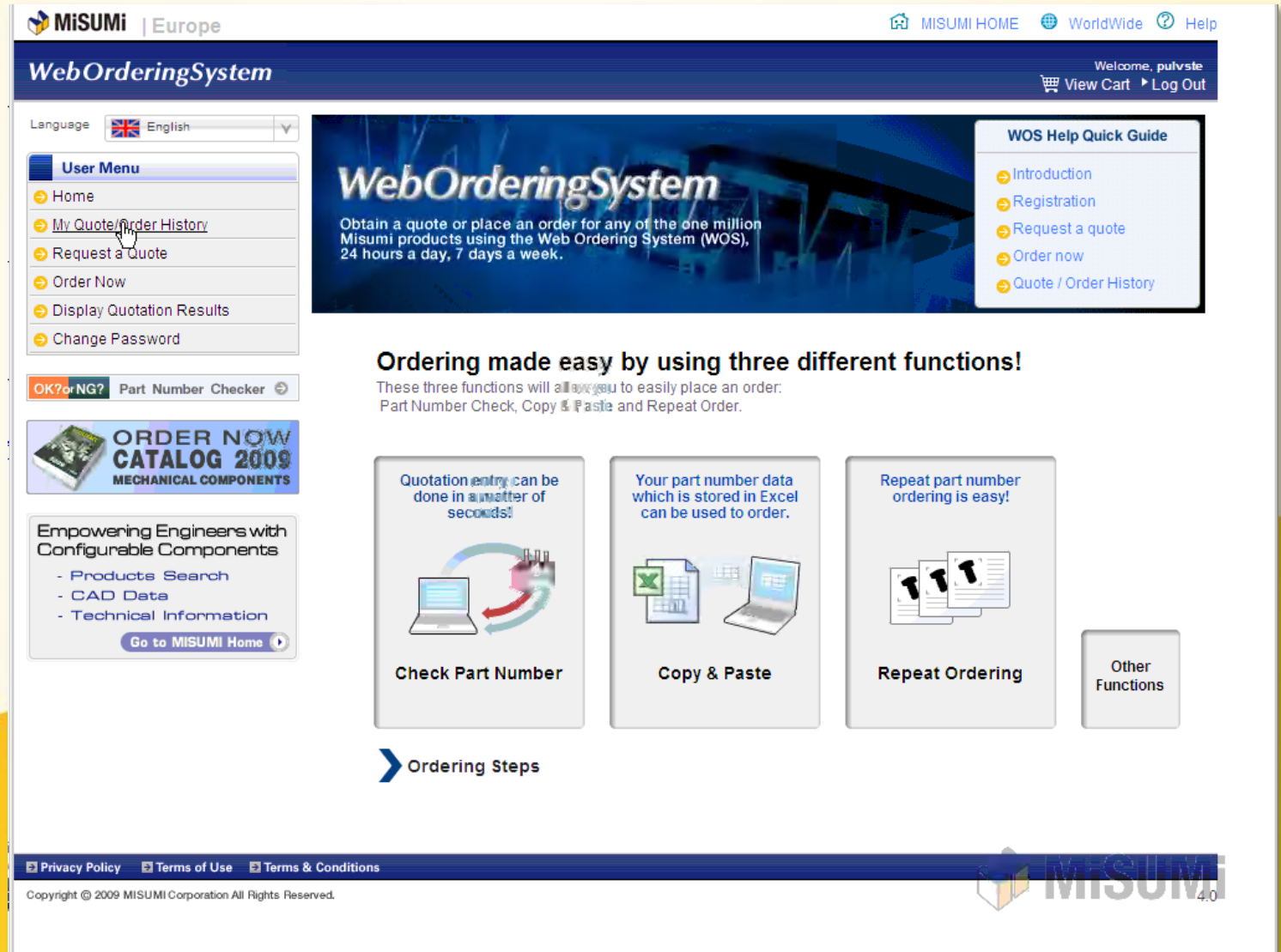
-  FA Mechanical Components
 -  Linear Components
 -  Rotary Components
 -  Locating Components
 -  Inspection Components
 -  Industrial Materials
 -  Fastener Parts / Small Parts
 -  Springs/Shock Absorbers
 -  Piping Components
 -  Temperature Controller Components
 -  Structures / Substructures

Click  to display lower level

Click on picture to start video



Click on picture to start video.



The screenshot shows the MISUMI WOS website interface. At the top, there is a navigation bar with 'MiSUMi | Europe', 'MISUMI HOME', 'WorldWide', and 'Help'. Below this is a 'WebOrderingSystem' header with a welcome message for 'pulvste' and links for 'View Cart' and 'Log Out'. A language dropdown is set to 'English'. A 'User Menu' is visible with options: Home, My Quote/Order History (highlighted), Request a Quote, Order Now, Display Quotation Results, and Change Password. There is a 'Part Number Checker' button and a banner for 'ORDER NOW CATALOG 2009 MECHANICAL COMPONENTS'. A section titled 'Empowering Engineers with Configurable Components' lists 'Products Search', 'CAD Data', and 'Technical Information'. A central banner reads 'WebOrderingSystem' and states: 'Obtain a quote or place an order for any of the one million Misumi products using the Web Ordering System (WOS), 24 hours a day, 7 days a week.' To the right is a 'WOS Help Quick Guide' with links: Introduction, Registration, Request a quote, Order now, and Quote / Order History. Below this is a section 'Ordering made easy by using three different functions!' with the text: 'These three functions will allow you to easily place an order: Part Number Check, Copy & Paste and Repeat Order.' Three boxes illustrate these functions: 'Check Part Number' (Quotation entry can be done in a matter of seconds!), 'Copy & Paste' (Your part number data which is stored in Excel can be used to order.), and 'Repeat Ordering' (Repeat part number ordering is easy!). A fourth box labeled 'Other Functions' is also present. At the bottom, there are links for 'Privacy Policy', 'Terms of Use', and 'Terms & Conditions', and a copyright notice: 'Copyright © 2009 MISUMI Corporation All Rights Reserved.' The MISUMI logo is in the bottom right corner.

Only available for registered "Corporate Users".

Available in 5 Languages



Mehr als 1.000.000 mechanische Komponenten. Keine Mindestbestellmengen.

MISUMI Mechanische Komponenten | Europe

Suche [] Deutsch [] WorldWide [] BookMark []

Teletyp [] Suche []

Technische Info > CAD-Daten > Katalog > Part Number Check

German

Over 1,000,000 Mechanical Components. No Minimum Order.

MISUMI Automation Components | EUROPE

Language [] English [] WorldWide []

Part Stub [] SFAM [] Suche []

Technical Information > CAD Data > Catalog > Part Number Check

English

Typen und Maße festlegen

Teilenummer: SFAM5-25-F2-B0-P3-0

D [] [mm]

Type: Auswahl
[] [mm]

beidseitig Aussengewinde

Type: Auswahl
[] [mm]

Material: Material
1.3505/100Cr6 Waelzlagerstahl

Beschichtung: Material

3D Vorschau [] CAD []

2D CAD Daten []

Einzelpreis und Lieferzeit

Teilenummer : SFAM5-25-F2-B0-P3-T2-S0-Q3

Teilenummer und Preis für die ausgewählten Kriterien können gespeichert werden.

Bitte wählen Sie die Parameter

Part Stub [] SFAM [] Suche []

Search by "SFAM" > Linear Components > Shaft > Precision Linear Shafts Both Ends Male Thread Type Precision/Standard

Specify type & dimensions

Part Number: SFAM5-25-F2-B0-P3-0

D [] [mm]

Type Selection
Both Ends Male Thread

Type Selection
Standard

Material []

52100 Bearing Steel

Surface Treatment []

3D preview [] CAD []

2D CAD Data (DXF)

Unit Price and Days To Ship

Part number : SFAM5-25-F2-B0-P3-T2-S0-Q3

Part number and unit price for the criteria can be saved.

French

Più di 1.000.000 di componenti meccanici. Nessun minimo d'ordine.

MISUMI Componenti Meccanici | Europa

Lingua [] Italiano [] MISUMI nel mondo []

Codice prodotto [] Carica []

Informazioni tecniche > Dati CAD > Catalogo > Controlla codice prodotto

Alberi lineari di precisione

Plus d'un million de produits mécaniques, pas de minimum de commande.

Si prega di selezionare i parametri nell'...

Specifico tipo e dimensioni

Part Number: SFAM5-25-F2-B0-P3-T2-S0-Q3

D [] [mm]

Type Selection
Both Ends Male Thread

Type Selection
Standard

Material []

52100 Bearing Steel

Surface Treatment []

Anteprima 3D [] Modelli CAD []

Modelli CAD 2D (DXF)

Prezzi e tempi di consegna

codice prodotto : SFAM5-25-F2-B0-P3-T2-S0-Q3

Salva codice prodotto e prezzo in base ai criteri di selezione.

Miei componenti []

Italian

Plus d'un million de produits mécaniques, pas de minimum de commande.

MISUMI Composants Mécaniques | Europa

Connexion [] Chariot [] Ma Page [] Aide [] Demandes []

Référence [] Recherche []

Info Techniques > CAO > Catalogues > Contrôles des références d'articles

Arbres linéaires de précision

Votre référence : SFAM5-25-F2-B0-P3-T2-S0-Q3

Si prégar de sélectionner i paramètres nell'...

Spécifier le type et les dimensions

Part Number: SFAM5-25-F2-B0-P3-T2-S0-Q3

D [] [mm]

Type Selection
Both Ends Male Thread

Type Selection
Standard

Material []

52100 Bearing Steel

Surface Treatment []

Aperçu 3D [] Données CAO []

Données CAO 2D (DXF)

Prix et délai de livraison

Référence : SFAM5-25-F2-B0-P3-T2-S0-Q3

Référence et prix peuvent être sauvegardés pour ce critère.

Liste de composants []

Czech

Více než 1.000.000 mechanických komponentů. Žádné minimální objednávky.

MISUMI Mechanické Komponenty | Europe

Jazyk [] Český [] Celošvětově []

Číslo dílu [] Hledat []

Technické informace > CAD > Katalogy > Převěřit číslo dílu

ÚVODNÍ STRÁNKA > lineární součásti > hřídele > Přesné lineární hřídele - Typ s vnějším závitem na obou koncích - Přesné /Standardní

Přesné lineární hřídele - Typ s vnějším závitem na obou koncích - Přesné /Standardní

Seznam symbolů > Informace k dodacím lhůtám

Záložka [] Download jako PDF(121)

Prosím vyberte parametry shora dole.

Některé z nových produktů z roku 2009 nemohou být vybrány.

Prosím ujistěte se, že je název produktu napsán správně a zkusíte znovu.

specifikovat typ a dimenze

Part Number: SFAM5-25-F2-B0-P3-T2-S0-Q3

D [] [mm]

Type Selection
Both Ends Male Thread

Type Selection
Standard

Material []

52100 Bearing Steel

Surface Treatment []

3D přehled [] CAD Data []

2D CAD Data (DXF)

vykres [] opce [] 3D přehled [] CAD Download [] Jak používat []

číslo dílu : SFAM5-25-F2-B0-P3-T2-S0-Q3

číslo dílu a cena mohou být uloženy.

Moje díly []

cena za kus (EUR) : 11,50

počet dní do dodání: 8 dní

Expresní dodávka(EUR) []

nabídka / objednávka tady

Nákupní koš []

Nákupní koš

- More than 1000 new products every year
 - Keep providing reliable and updated data
 - Updating shortened delivery time and price reduction
 - Need to provide CAD model of each product
- 5 languages in Europe/ 10 languages worldwide
- Keep consistent quality worldwide
- Keep competitive price worldwide
- Keep reliable and short delivery term worldwide

THANK YOU FOR YOUR ATTENTION

