

DIMETIX

LASER DISTANCE SENSORS



**Where to Play?
How to Focus?
Where to Find?**

 SWISS PRECISION

9100 Herisau/Switzerland • www.dimetix.com

Goal; How to Find New Customers

- Define your target markets, where you are strong and where you have knowledge)
- Look in your customer database (CRM)
- Your existing customers; who are their competitors
- Exhibition-list of our target markets
- Social media. (Xing, Linked-in Wechat, Ipros, Facebook,.....?)
- Magazines and their websites (of our target markets)
- Market groups
- Associations (e.g. Geodesy association.)
- Be old fashioned take the phone do not only write emails:-)



Define Your Target Markets

Where are you strong

Where do you have knowledge

Where do you have Connections

	Target Markets Dimetix	Application Example	Markets available in your country?	Markets covered by your company	Your Connection
Metal Industry (Steel etc.)	Slab dimension				
	Thickness measurement				
	Coil Diameter measurement				
	Level measurement of molten metal	AE1102			
Geodesy and Construction	Monitoring	AE0209			
	Railway Track control	AE0205			
	Tunnel-drilling machines	AE0202			
	Dam flood gate measurement	AE0104			
	Tunnel profile measurement	AE0203			
Wood & metal machines	Position measurement	AE0701			
	Length measurement	AE0112			
logistics	Anti collision				
	Crane positioning				
	Waste/Industry Level measurement	AE0507			
	Track control	AE0506			
Various	Paper industry Paper roll diameter and position measurement	AE0505			
	Glass Industry level and Position detection	AE0502			
	Silo-Level measurement	AE0503			
	Off-Shore	AE0601			
	Transportation Truckposition measurement	AE0401			
Others	Please specify.....				
	Please specify.....				
	Please specify.....				



Target Markets List

Target markets	Industry														Application Type							
	Metal Industry (Steel etc.)	Geodesy and Construction	Wood & metal machines	Logistics	Hydro tech	Mining	Paper	Railway	Process	Glass	Transport / Automotive	Elevator	Others	Level measurement	Position measurement	Feed measurement	Dimension measurement	Height measurement	Monitoring	Anti collision	Positioning	
Slab dimension	X																X					
Thickness measurement	X																X					
Coil Diameter measurement	X																X					
Level measurement of molten metall	X													X								
Monitoring		X			X	X													X			
Railway Track control								X									X					
Tunnel-drilling machines		X													X	X						
Dam flood gate measurement		X			X										X				X			
Tunnel profile measurement		X															X					
Position measurement			X												X							
Length measurement			X														X					
Anti collision	X			X																X		
Crane positioning	X			X																		X
Waste/Industry Level measurement				X										X								
Track control								X							X		X					
Paper industry Paper roll diameter and position measurement							X								X		X					
Glass Industry level and Position detection									X						X							
Silo-Level measurement				X										X								
Off-Shore		X																				
Transportation Truckposition measurement											X				X							
Water level - float targeted					X									X								
Mining/Metals - Transfer/hopper car position	X					X									X							
ASRS - Automated picker/pallet/lift position				X											X							X
Aerospace - launch pad service structure position (?)													X		X							
Construction - automated construction machinery		X													X							X
Steel/metals - tubular goods production	X														X		X					



Look in Your Customer Database (CRM)

List of Participants

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Your Customers who are their Competitors.

2 Customers in Switzerland



England
Germany
Japan
Czech Republic
Italy



Exhibition-List of Our Target Markets



22 - 25 October 2024
Hanover, Germany



Social Media



Steel Manufacturing 99,842 members	
Automation Experts- Control Engineers PLC SCADA Drives Panels Robotics Sustainable Manufacturing 75,050 members	
Material Handling Professionals 28,510 members	
ASME (American Society of Mechanical Engineers) 361,997 members	
Steel Manufacturers and Processors 115,367 members	
Cranes and Lifting Professionals 44,555 members	
Cranes and hoists professionals 33,634 members	
MarTech Advisor BD Guild 338,148 members	MODEXShow 5,085 members
Automation & Control Engineering Group from WTW Media 183,624 members	Overhead Traveling Cranes (and Hoists) 6,665 members
Bridge Design & Construction 23,361 members	NextGen Supply Chain Professionals - Artificial Intelligence - Robotics - Big Data 1,196 members
Sensors 5,341 members	Material Handling & Logistics Network 9,124 members
Automation 303,525 members	Survey4BIM 335 members
Intergeo 1,981 members	Lifts & Elevators 7,250 members
	Port Technology International 9,820 members
	Ex Honeywell Group 5,662 members
	Woodworking Association 23,023 members
	Industrial Automation and Process Controls Network 52,670 members
	RAIL & TRANSPORT [118,000+ Largest Group] 115,199 members
	Land Surveyors United Global Support Network 11,814 members
	Japan Networking Group 36,485 members

Magazines and their Websites.

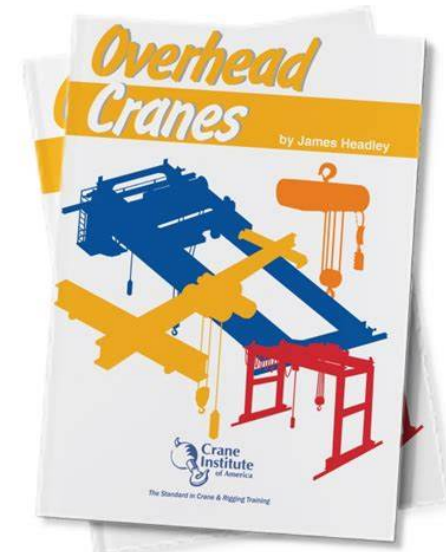
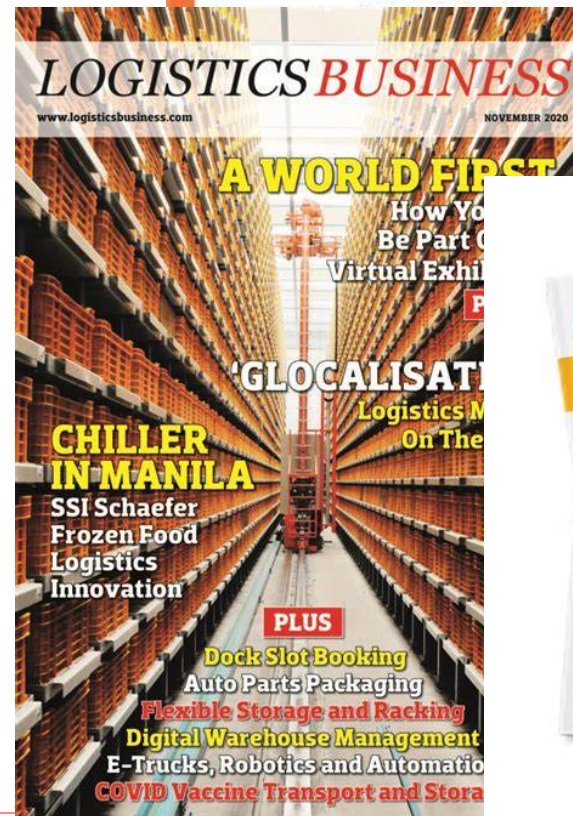
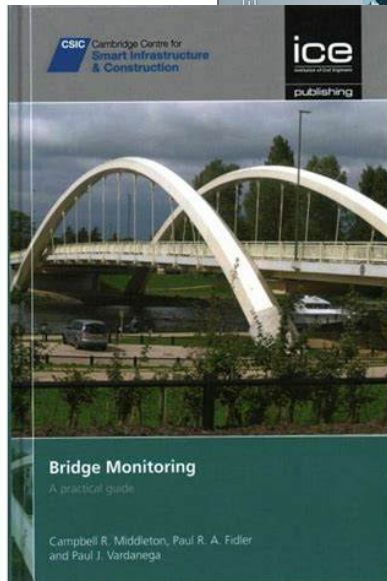
JAHRESMAGAZIN MESS- UND SENSORTECHNIK
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Lasersensoren messen Entfernungen bis zu 500 m schnell und genau
DIE GRENZEN KONVENTIONELLER MESSVERFAHREN ÜBERWINDEN

Laserdistanzsensoren messen klassischerweise auch in schwierigen Zonen die Schichtabstände bis zu 500 m schnell und auf den Millimeter genau. Beide Verfahren haben jedoch Vor- und Nachteile. Die Laserdistanzmessung ist deutlich genauer, aber durch die aufwendige Messung. Wenn Anwendungen es erfordern, schnell gemessen werden sollen, sind die Vorteile der Ultraschallmessung zu kombinieren. Das Resultat ist ein Messverfahren, das die Vorteile beider Verfahren kombiniert.



Bild 1



Associations (e.g. Geodesy Association.)

Internationale Kranfachtagung

Die Internationale Kranfachtagung findet im kontinuierlichen Wechsel der Tagungsorte Dresden, Bochum und Magdeburg statt und erlebte am 11. und 12. März 2024 an Technischen Universität Dresden ihre 32. Auflage.

Mit dieser Tagungsreihe wenden sich die Veranstalter an Interessierte aus Wissenschaft und Praxis, um sie zu einem intensiven und für alle Beteiligten nützlichen Kenntnis- und Erfahrungsaustausch zusammenzuführen, inspiriert durch Fachvorträge, Produktpräsentationen und Diskussionsrunden.

33. Internationale Kranfachtagung 5. und 6. März 2025 – Magdeburg

Aktuelle Informationen dazu werden hier veröffentlicht bzw. erhalten alle Fachkolleginnen und Fachkollegen, die bei uns gelistet sind, automatisch per Mail.

Für weitere Fragen zu unserer Veranstaltung stehen wir Ihnen gern zur Verfügung (Ansprechpartnerin: Dipl.-Ing. Dagmar Pfeiffer, E-Mail: dagmar.pfeiffer@ovgu.de; Tel.: 0391/67 58780; Fax: 0391/ 67 42646).

Die drei Veranstalter würden sich freuen, Sie im Hotel Ratswaage Magdeburg im März 2025 als Referent/Referentin oder Teilnehmer/Teilnehmerin erstmals oder erneut auf der Internationalen Kranfachtagung begrüßen zu können.

GGOS Days 2024



The American Institute of Mining,
Metallurgical, and Petroleum Engineers



THE IUGG

<https://iugg.org/>

The International Union of Geodesy and Geophysics (IUGG) is the international organization dedicated to advancing, promoting, and communicating knowledge of the Earth system, its space environment, and the dynamical processes causing change.

Be Oldfashioned Take the Phone don't Only Write Emails:-)



What do Plums has to do With Laser Distance Sensors?



Low Hanging Fruit



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