



ViscoTec – Newsletter 02 / 2010
ViscoTec compared to other dosing technologies



In order to convince customers of ViscoTec-technology it is necessary to present them the best arguments why to use ViscoTec. As ViscoTec-products are high-quality-products which offers the customers highly sophisticated solutions, also the price-level is sometimes a little bit higher. So to have the right arguments and explanations is one of the most important issues to have. Please find below a collection of sales arguments why to choose ViscoTec-systems:

Typical questions of customers:

Why are ViscoTec-systems more expensive than other systems on the market?
What are the main advantages of the ViscoTec-systems compared to other systems?
What could ViscoTec offer that other technologies do not have?

General technical advantages of ViscoTec-technology:

- ⇒ Systems are independent of temperature, viscosity and pressure.
- ⇒ Output of the pump is proportional to the speed of the motor
- ⇒ Suck-back-function, so no after-dripping => very clean process
- ⇒ Bead-dosing: very good line or bead dosing possible (even with different robot speed always the same dosing quantity)
- ⇒ Suitable for highly filled fluids or abrasive fluids.
- ⇒ Pulsation-free-process
- ⇒ Gentle conveying and dosing process in the low-pressure-range
- ⇒ Easy to control and easy integration to PLC
- ⇒ Very high accuracy and repeatability

Advantages compared to other endless-piston-technology:

- ⇒ Special geometry of rotor- and stator for better and more accurate dosing results
- ⇒ Flexible shaft (connection motor axis to rotor): no joints so no breaking risk at the shaft through agglomerated fluids
- ⇒ Inner pump housing PTFE-coated
- ⇒ Rotor hard-chrome-plated, so no contact of fluids with metal parts
- ⇒ Special rubber-material for stator available for very aggressive fluids

General sales arguments:

- ⇒ ViscoTec is a service provider: the customer gets a solution for his process and not only components
- ⇒ A big R&D-department is giving the best support to the customer and his issues
- ⇒ ViscoTec could provide also complete solutions, for example product-supply-units or degassing- and treatment-systems

Advantages compared to other pumping-technologies:

- ⇒ Systems are independent of temperature, viscosity and pressure (in comparison to e.g. pressure-time-systems)
- ⇒ No refilling necessary (like at piston-pumps)
- ⇒ Valve less system