MAY 2023

**SUCCESS** STORY

Advantage by knowledge

Instron GmbH relies on safety know-how from Wieland Electric for training on machine safety

Rubber, metal or plastic are just three of many materials whose resilience plays an important role in the safety of everyday objects and sophisticated products in the medical technology, automotive and aerospace industries. Whether car tires, tennis balls, dental implants or screws - in order to be able to ensure the reliability of the materials used in each case, companies from all over the world rely on Instron GmbH, a leading supplier of machines and services for material and operational strength testing.

Since guidelines and standards are continuously being adapted, Instron GmbH attaches great importance to always keeping the knowledge of its employees up to date. "One of Instron's core competencies is to provide our customers with expert and factual advice, especially on one of the most important topics, plant safety," explains Bernhard Schmidt, Senior Sales Engineer at Instron. "This also includes regular and competent training of employees at the highest level, which is why we have sought professional support from Wieland Electric in this area."

As part of an in-house workshop, Marcus Scholle, trainer for functional safety at Wieland Electric, conveyed the basics of placing machines on the market, the main changes to the EU Machinery Directive and the requirements for directive-compliant documentation. Subsequently, the theoretical approaches were considered and jointly discussed on the basis of real examples from Instron GmbH. "It was very interesting to see how, under the moderation of Marcus Scholle, the different perspectives - among other things on the subject of retrofitting and its importance for the company - came to light," reports Bernhard Schmidt. Approaches to solutions were also developed together in the workshop.

Wieland Electric was chosen because Instron GmbH already uses the samos PRO controller from the German technology company for basic safety applications. To sum it up Bernhard Schmidt said: "Wieland Electric has already advised us very well on safety in the past. In the workshop, the speaker's experience as a CE representative in mechanical and plant engineering as well as the current examples of our customers collected in advance were particularly valuable. Such a successful event was made possible through the interaction between necessary theory and practice. A uniform level of knowledge in the sales team should now help to pick up customers with the appropriate know-how during the initial discussions. In addition to that, potential liability risks for the company can be minimized when drafting contracts - without time-consuming internal agreements.

**IMAGE** MATERIAL

Are there any pictures from the seminar, if applicable?

Caption

In addition, a machine image from Instron would be suitable

Caption

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ABOUT WIELAND ELECTRIC

Wieland Electric, founded in Bamberg in 1910, is the inventor of safe electrical connection technology. Today, the family-owned company is one of the leading suppliers of safety and automation technology and has been the global market leader in the field of pluggable electrical installations for building technology for over 30 years.

Wieland Electric assists customers with on-site support all over the world as a capable service partner and solution provider. This is possible thanks to around 1,600 employees and subsidiaries as well as sales organizations in over 70 countries. In addition to Wieland Electric GmbH, STOCKO Contact GmbH & Co. KG has belonged to Wieland Holding since 1998.

The company's core industries include mechanical engineering, wind power, intralogistics and HVAC, as well as building and lighting technology. The broad portfolio includes components, products, and solutions for electrical installation, connection technology, power distribution, safety technology, and the control cabinet. In addition, Wieland Electric offers an extensive service and training program. With cross-industry experience, a great product diversity and numerous service offerings, the company has consistently developed from a component supplier to a solution provider in recent years.