



**SUCCESS
STORY**

HUMMEL
smart & reliable connections

Cable Glands for „Hazardous Areas“

EXIOS — our high-end cable gland

Initial situation:

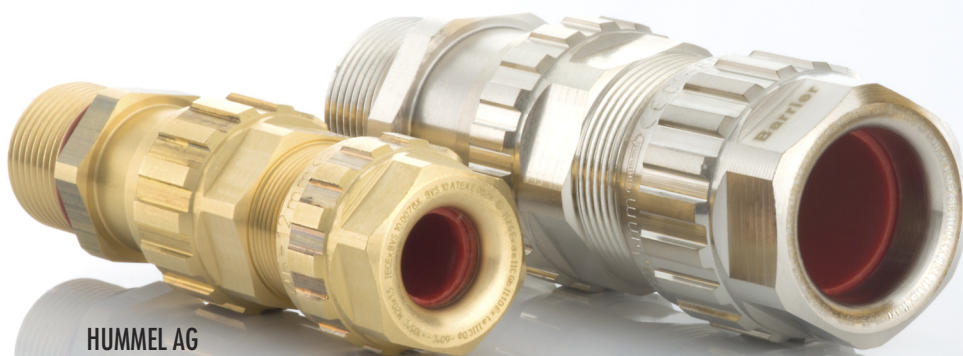
In 2016, a HUMMEL-customer started the development for a new sensor product line generation (process instrumentation for pressure transducer in Ex environment). The former sensor generation was equipped with a mix of cable gland brands (HUMMEL, Lapp, Capri).

The challenge and results:

Starting our co-operation already in 2010, our French colleagues supported the company from the beginning of the design phase for the new sensor line. By analysing in detail their real application requirements and providing solutions out of our product range, we extended the trust in HUMMEL products and strengthened the close cooperation. HUMMEL France even got a supplier note for 100% fulfilling their quality and service requirements!

And the clou: By convincing the customer to have an Ex certification on the complete product, not only on the individual components like our Ex-glands EXIOS, HUMMEL is listed now as one and only possible supplier for this product range worldwide. Once they want to change the gland, they will have to execute a new, extensive certification. This gives HUMMEL good chances to hold this business for a long period of time. This long time support and intensive co-operation was essential to secure the business and payed off now.

Material	brass, nickel-plated brass, INOX on request
Seal	VMQ (silicone)
Protection class	IP 66, IP67, IP68 (5 bar)
Variant	NPT, metric



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