



Sales Information V-026/19

Sales Release

Planetary Gears Generation 3

P23 – P93 / PH33 – PH83 / PHQ43 – PHQ83

SPG, 01st October 2019

Dear Sir or Madam,

The time has come, the 3rd generation planetary gearbox is ready.

The new generation 3 of planetary gears:

- More attractive
- Stronger
- Faster
- Compact

Generation 3 planetary gears are gradually being released for sale. With this step-by-step plan the changeover should take place as smoothly as possible and with the lowest possible residual quantities of the G2 components.

P2-P4, PH3-PH4 and PHQ4: October 01, 2019

P5-P7, PH5-PH7 and PHQ5-PHQ7: March 01, 2020

P8-P9, PH8 and PHQ8: May 01, 2020

Dates apply to order entry in SAP.

To support the conversion process, the following documentation and tools have been created:

- Product Release Brief - with all relevant information about generation 3
- Catalogs (information on this in the Product Release Brief in Chapter 8.1 Catalogs)
- Operating and installation instructions (Downloadcenter)
- Customer information on the conversion of the planetary gearing from G2 to G3
- STÖBER Configurator (information on this in the Product Release Brief in Chapter 8.2 Internet / Intranet)
- The homepage (information in the Product Release Brief in chapter 8.2 Internet / Intranet)
- SAP configurator
- CAD Download (Homepage)
- Presentation Comparison G2 vs. G3
- Comparison charts of the most important criteria
- SERVOSoft (information on this in the Product Release Brief in Chapter 10.1. SERVOSoft)
- GETBER (information on this in the Product Release Brief in Chapter 10.2 GETBER)
- Presentation package with all product details will be revised in Q1 2020
- Marketing Rollout Plan (see the Product Release Brief in Chapter 3, Marketing)

All documents that are not available on the Internet and Intranet can be found at the following link

https://stoebergermany-my.sharepoint.com/:f:/g/personal/ulla_goeransson_stoeber_de/EmVQn1U1dTFMgMsYIxljOgBB_rzZ9F29Z80Y0RcgV8upg

As already announced on the intranet, we will do some Kick-off events and inform the sales team over Teams Meetings. We would like to provide you with all the important information about the new planetary gearbox generation as comprehensively as possible.

The market launch will be flanked by the appearance at the SPS in Nuremberg in November as well as many coordinated marketing campaigns.

Of course, generation 3 will also be a topic at the next sales meetings.

We would like to ask all of you to support us as much as possible in the conversion to the new generation of planetary gearheads.

We wish you all good luck!

Best regards,

Rainer Wegener
Head of Management Center Sales

Johannes Kübler
Head of Sales Product Management Gears