

VIPA
A YASKAWA COMPANY

YASKAWA

THE BREAKING NEWS

VIPA INTERNATIONAL SALES

ISSUE: MARCH/APRIL 2016

More than 60 VIPA partners & distributors followed the invitation to the annual International Sales Meeting in March from VIPA GmbH in Herzogenaurach. This year the focus was on the launch of the advanced 300S+, which has once again clearly increased in performance and memory, as well as the new SLIO Compact CPU, which is about to be released.

We had a very successful meeting – thanks also to our guests for the great many contributions – with which we start with momentum and inspiration the new fiscal year.

Enjoy reading what else happened recently.

Your VIPA International Sales Team



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Charity: VIPA donates to the charitable relief organization „Die Tafeln“

VIPA and the subsidiary company profichip recently supported the district office of the charitable relief organization „Die Tafeln“ with a donation of 2,000 €.

The donation was made possible by an initiative of both companies. Transport boxes that were not required any longer, were sold to company employees for a small amount of money. A sum of 1,573 € was collected, which then was rounded up to 2,000 € by VIPA. „As an established company in Herzogenaurach we are pleased to support local relief projects“, says Guenter Ferstl, VIPA finance director.

“Especially with regard to the current refugee situation it is important to us that the donation was made to a local relief organization since more and more people need to provide themselves with food here”.



VIPA USA took part in ISA

VIPA USA successfully participated in the ISA (International Society of Automation) Georgia, chapter Product Education Night, in Augusta.

Future appointments have been set with consultants, system integrators and an international chemical company.

Of most interest were the PanelPC and SLIO EIP remote IO solutions.

One customer comment was “if your HMIs look this great, all your other products must be really good”.



International Meeting Point, March 17-20, 2016 at the WIN AUTOMATION in Istanbul

Organized completely within the body of Hannover Fairs Turkey, WIN Eurasia Automation 2016 hosted 1.556 exhibitors from 25 countries in 28.931 net sqm.

Among them, Germany, South Korea, China and Taiwan participated as a group pavilion with the support of their governments. Exhibitors had the opportunity to introduce their innovations to totally 69.751 visitors.

Buyer delegations used WIN Eurasia Automation to catch up on the latest technologies and make key investment decisions.

OTES presented VIPA 300S, SLIO CPUs, I/O Systems, HMIs, IPCs and Yaskawa Drives A1000, V1000, J1000 series and Motion Sigma-5, Sigma-7, Servo Motors.



New Colleague at VIPA Malaysia

We are pleased to announce the arrival of Ms. YH Lock at VIPA Regional Office Southeast Asia.

Ms. Lock joined VIPA Malaysia team in July 2015 as an Account cum Admin Officer. She brings several years of qualified experience in administration, sales support and accounting.

We wish Ms. Lock continued success in her job and are looking forward to keep up our good cooperation.

Welcome to the team!



MEE 2016 - Middle East Electricity 2016 was a great success

Dubai is not only the city around skyscrapers, fast cars and gold. No, Dubai also stands for its unique location, making it perfect for the biggest electricity trade fair in the Middle East. For the first time in the young history of Gulf-Tech Automation, we exhibited at the MEE2016.

VIPA partner Gulf-Tech Automation has been Sales and Service Partner of Yaskawa for several years now.

During the three days in Dubai, visitors from around the world were informed about the latest news of VIPA and YASKAWA.

Besides the new SLIO CPU 017, which is the strongest and most powerful CPU in the SLIO family, Gulf-Tech Automation showed the first time the 013C SLIO CPU with integrated IOs and the latest SPEED7 technology. Yaskawa introduced the new Inverters GA700, with integrated Bluetooth interface for connection to smartphones, specially developed for the Middle East medium-voltage equipment and pump inverters (IQPumps) for simple and efficient use. "Nice to see how our partner is growing here in the Middle East. It is absolutely not an easy market here for VIPA but thanks to our colleagues from Gulf-Tech Automation we have been very successful here. The visitor response has shown that our market is large and there are still a lot of opportunities to growth. Specifically, the presentation of the new CPU series SLIO found here brisk run," says Sascha Isinger, formerly Int. Sales Manager from VIPA and responsible for the Middle East.



PROPAK in Johannesburg

Yaskawa Southern Africa, through the opening of a new Drives Motion Control (DMC) division at its Longmeadow facility in Gauteng, South Africa, is taking on local responsibility for the full YASKAWA product range, presenting this for the first time on the PROPAK show in Johannesburg. Yaskawa's robotics division has been active in South Africa through Johannesburg-based Robotic Systems SA since 1991, which is the market leader in robotic automation in South Africa with an installed base over 1 000 industrial robots.

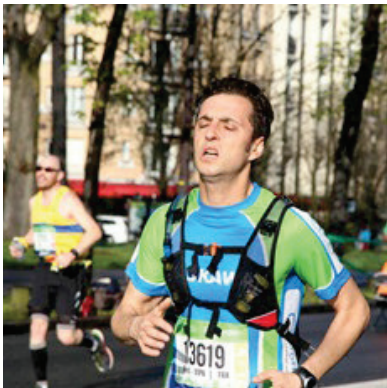
In March this year, Yaskawa Southern Africa announced the establishment of a new local business unit, DMC (drives, motion, control) bringing, at the behest of its European parent, the full global Yaskawa offering into the Southern African region. "As the local subsidiary of Yaskawa in the Europe, Middle East and Africa region, we now able to support and supply the full suite of Yaskawa automation solutions to the region. Yaskawa Southern Africa will also be equipping its local branch network in Port Elizabeth, Cape Town and Durban with the infrastructure necessary to stock and support the extended range." "And if someone wants us to build a whole machine, we are willing to do that too. We have always done this on the robot side, but now we can offer much more than robots. We can offer turnkey automation solutions that are 100% customised to a manufacturer's exact needs," CEO Terry Rosenberg concludes.



AMPER 2016 Trade Fair, Brno, Czech Republic

Our partner REM-Technik s.r.o. participated in the 24th International trade fair AMPER in Brno, Czech Republic – the exhibition of electrotechnics, automation, and communication. AMPER 2016 hosted a total of 605 exhibitors from 23 countries and 45.200 visitors were counted.

REM-Technik had two booths in two exhibition halls. VIPA was located in a completely new stand in hall V and also in hall P where the focus was on home automation, measurement and control.



Frédéric Hemard at Paris Marathon

The Schneider Electric Marathon de Paris is one of the biggest marathons in the world and offers a unique opportunity to take over the city by participating in one of the most prestigious races over the legendary 42.195 km distance. Nearly 145 nationalities and 57,000 runners come to tackle the most fabled long-distance discipline in athletics. In April, this race across Paris, taking in the Champs Elysées, the Bois de Vincennes and Boulogne, offers an incomparable backdrop, with spectacular views and landmarks all along the route.

We have the greatest respect for the performance of Frédéric who finished this huge distance in a little more than three hours! Congratulations!

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PRODUCTS

VIPA SLIO 013 CPU



The countdown has started. Next month the new 013-CCF0R00 is going to be released. We are happy to extend our SLIO CPU family with a c-class CPU.

This CPU convinces with several characteristics like retentive work memory: all DBs; PG/OP Interface: 2x Ethernet (switch); programming language LAD, FBD, STL, SCL, GRAPH; incredibly fast command processing times and many more.

This high performance compact controller is particularly suitable for the deployment in the fields of machinery and plant construction, building automation and series machines.

NEWS

MARKETING



New VIPA Marketing Manager

Lately our colleague Sascha Isinger switched from International Sales to Marketing, much to the regret of the team of International Sales but very much to the delight of our marketing department.

As head of marketing, Sascha will be responsible for product marketing and communication as well as product management.

His goal for 2016 is to bring the VIPA image of a fresh, modern and cool company, to the market, including the CI change, which is planned for the end of the year 2016.

He is really looking forward to manage his new tasks and we are convinced that he's the most suitable person for that job. Congratulations Sascha and good luck for your new job!

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YASKAWA

BLUE POINT

Since the beginning of February, all extranet users have access to our new information platform for the

combination of YASKAWA and VIPA products.

The current topics are:

- References
- Projects
- How To Do - VIPA
- How To Do - YASKAWA
- Templates
- Solutions
- Marketing Materials

We continuously update these topics and will keep you informed.

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VIPA GmbH

Please feel free to forward our newsletter to your customers.

You are invited to give us feedback, advice, suggestions or topics of interest for the newsletter.

Send your email to: katja.muenster@vipa.de

Your VIPA International Sales Team

For your own edition of the VIPA International Sales Newsletter please click here:

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HANNOVER
MESSE
Hall 9
Booth F18

Visit us at the Hannover Messe 2016. VIPA & Yaskawa are together presenting the latest trends in controlling, drive, and robotic technology.

Your ticket: <http://www.hannovermesse.de/ticketregistrierung?Fxcsaamy3bvd9d>

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