



EXPORT NEWSLETTER

ISSUE: JANUARY 2014

Ladies and Gentlemen,

At the beginning of a new year various business associations publish their forecasts. As an example, the managing director of VDMA (German Association of Machine and Plant Builders), Dr. Hannes Hesse, said in his new year's speech he was confident that the machine and plant production would internationally rise by 5 % in 2014.

With new products and our constant commitment and initiative, we are confident to gain a big share in this positive economic trend. We wish you every success with the forthcoming business opportunities.

Enjoy reading what happened last month.

TOPICS

VIPA INTERNATIONAL

- VIPA Australia is coming home
- Bulgaria: ATICS got a new Sales Manager
- VIPA und YASKAWA training Singapore

VIPA PRODUCTS

- new eCatcher 4 is available

VIPA MARKETING

- VIPAflex



VIPA Australia coming home

With the last station in Albury – NSW, our Australian roadshow ended. We could obtain lots of new contacts and the new year will start with follow-up, quotations and customer visits. We are confident the results will further boost our business in 2014.

ATICS got a new Sales Manager

Our partner in Bulgaria, ATICS, has a new employee. Since the beginning of this year Mr. Kristiyan Kriyakow works for ATICS as



Sales Manager. He graduated in 2013 as automation engineer and holds a bachelor degree. He continues studying to gain his master degree. He already has one year of work experience in automation and control technology as an engineer. Mr. Kriyakow speaks two languages, English and Bulgarian. We wish him every success and welcome him to the team!



VIPA and Yaskawa Training in Singapore

On December 18th 2013, a VIPA product training for the team of Yaskawa Singapore took place – organized by the VIPA Malaysia team. Mr. Ingo Schliep (Marketing Manager SEA), Mr. D. Navinkumar K. Danabal (Technical Support Engineer SEA) and Mr. Yong Chen Tiew (Product Manager SEA) held this one-day-event at the premises of Yaskawa Singapore. Main topics were VIPA systems 100V, 200V, 300S, 500S, HMI, Teleservice and Accessories.

The next day, on December 19th, both teams of VIPA Malaysia and Yaskawa Singapore had the opportunity to get trained on Yaskawa AC Servo Drives. Mr. Takuhiro Suganuma came especially from Yaskawa Japan to lead through this training day.

All participants were very satisfied with the elaborate training concept and benefited from the professional competence of the trainers.

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New eCatcher 4 is available

Our partner, eWON releases the new eCatcher 4 version. eCatcher 4 delivers new security features, streamlined user interface and overall performance improvements.

Devices connected to the TM-C/-E/-H LAN ports can now be declared in eCatcher 4. Access to these devices can be controlled and restricted using easy firewall settings.

The new eCatcher 4 user interface is now also available in French and German. The language can be changed at any time via the user interface.

Faster login, VPN connection recycling for immediate switch from one TM-C/-E/-H to another, more intuitive icons and toolbars and more.

Talk2M account administrators can now define the details of their password policy (including password strength, expiration and more) for improved security.



[eWON TV: New eCatcher 4](#)



VIPAflex: YOUR perfect VIPA presentation at any fair and event

Traditionally VIPA is providing several options for presenting VIPA brand at international shows and fairs. The VIPAflex-system is easy to use, flexible and always up-to-date. From now-on we have the up-dates "SPS 2013-boards" available.

Prepare your VIPA-presentation in advance and make use of our dedicated presentation-

system.

More details in our EXTRANET (log in first), under:
www.vipa.com/de/extranet/fairs-equipment/

VIPA mobile Flex Boards - How to do cropping PDF Files for final size

VIPA
A YASKAWA COMPANY

- ① • open your PDF with Adobe Acrobat
NOT Acrobat Reader
• you can also try <http://www.a-pdf.com/page-crop/>



- ② • go to "Tools" -> "Crop"



- ③ • draw a square nearly the size
you need it.



- ④ • here you can resize the pdf exactly
the original size is 1381mm x 2500mm

Example:
If you need a wall with 1200x2300mm
than
Cut of left & right 90.5mm
Cut of down 200mm



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