



EXPORT NEWSLETTER

ISSUE: JULY 2013

Ladies and Gentlemen,

Communication about work atmosphere relates to the relationship with co-workers, room for personal development and the organizational culture. It describes the job environment and the attitude towards coming to work.

A positive approach to any task is the key to success. Our monthly reports reflect this constructive atmosphere among all partners and mirror the great spirits in our community. Thank you for your active contribution. Enjoy reading what happened last month.

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- SLIO Safety version 1

DID YOU KNOW...?



Celebration of staff anniversaries

We are proud to inform you that in July three people celebrated their 20th anniversary of VIPA staff membership and one colleague celebrated his 10th anniversary in our company. On the photo you can see from left to right: Mr. Wolfgang Seel who held a speech in honor of Mrs. Rosa Montalto (20 years), production and test department; Mr. Andreas Lang (10 years), system test department, Mr. Gerhard Foertsch



(20 years), IT department, and Mr. Konrad Scherer (20 years), procurement department. This event proves our excellent team spirit and work environment. We are happy to share their experience of many years and we are looking forward to working with our colleagues in future.

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Bulgaria: ATICS presents VIPA at BULCONTROLA

ATICS is the official distributor for Bulgaria of seven innovative and perfectly fitting to each other companies for equipment and software for industrial automation, which enable the building of complete competitive solutions. The variety of the products includes amongst others VIPA SPEED7 CPUs, decentralized periphery SLIO, panels and PROFIBUS/PROFINET communication of VIPA.

ATICS displayed the complete portfolio and showed visitors to build complete systems for industrial automation. The complete presentation was highly appreciated from visitors and the show was a great success for ATICS.



bulcontrola.com/en



Promoting VIPA in Shanghai

From June 4th – 6th, VIPA China took part in the MTM Expo 2013. The booth was again organized according to the successful concept of German pavilion which allows us to economically cover the most important cities with our fair presence and marketing. The fair was very successful, our booth attracted many potential customers and we are planning to further promote our products in Shanghai in future.

[MTM Expo 2013](#)

VIPA Training in Singapore

In cooperation with the local Singaporean distributor SciGate Automation (S) Pte. Ltd. there was another training organized by VIPA Malaysia on June 20th and 21th 2013.

VIPA customer Pteris Global Limited had the chance to benefit from a two-day-basic-training on VIPA PLCs and HMI as well as Movicon. Mr. Ingo Schliep (Marketing Manager SEA - VIPA Malaysia), Mr. D. Navinkumar K. Danabal (Technical Support Engineer SEA - VIPA Malaysia) and Mr. Yong Chen Tiew (Product Manager VIPA Malaysia) led through the training days.

All participants were very satisfied with the elaborate training concept. "We need a strong partner with good and fast support. With VIPA we found the right company. This training was the best I have ever had – very customer oriented and well matched to our needs. Many thanks, VIPA!" (comment from Mr. Alex Kyaw La Pyi Wunn – Engineer (R&D) Pteris Global Limited).





Satomec expands service and support

Satomec once again expanded their workforce in the field of technical support, sales administration and product management. Mr. Sacha Lehmann has joined the team and will focus on software-specific questions relating to our products and systems. We are happy to share his experience in this important field in the future and we wish him every success in his new position.

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VIPA Training in Bangkok

From June 4th to 6th 2013, a VIPA Training for customers took place in Bangkok – organized by our distributor in Thailand, Navachot Innovation Co., Ltd. Mr. Ingo Schliep (Marketing Manager SEA - VIPA Malaysia) and Mr. D. Navinkumar K. Danabal (Technical Support Engineer SEA - VIPA Malaysia) held this three-day-event at the premises of company TropicalTech Co., Ltd.



Besides an introduction of VIPA corporate structure and product range, the main topics were S7 programming basics, WinPLC7, MPI, PROFIBUS, Movicon basics, serial communication and Ethernet communication. All three training days were very well accepted by numerous participants and reached a throughout positive feedback.

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AAG Cards

VIPA now offers the so called AAG Cards (“At-A-Glance-Card”). These cards provide the top sales arguments clearly on one sheet only. They are valuable and helpful for your own sales teams and especially for your distributors and sales engineers. We consider the AAG-cards to be a good instrument to support your new sales people in reminding them about the top arguments for their successful sales.

The existing AAG-cards are made for the markets of Americas, and are developed by VIPA USA.

We recommend you to adapt the relevant parts to your targets and market requirements.

For using the AAG-cards, please download them from our Extranet (after your log-in):



[AAG Cards download](#)



New SLIO IP coupler – 053-1IP00

VIPA recently released its fourth Ethernet based coupler from system SLIO.

- 053-1PN00 PROFINET
- 053-1EC00 EtherCAT
- 053-1MT00 Modbus TCP
- **053-1IP00 Ethernet/IP**

We are now able to offer Ethernet based decentralized I/O with SLIO for the worldwide most

popular protocols. Ethernet/IP is very typical at Allen Bradley and Rockwell environments but many other producers also support this protocol. The VIPA Ethernet/IP coupler offers a state of the art web server, which enables a comfortable and easy parameterization.



SLIO Safety version 1

The first version of the SLIO SAFETY modules was released last week: 021-1SD00 and 022-1SD00.

These modules are useful for testing, presentations etc., since they are only convenient at an operating temperature up to 38°C. The next version, which will have an operating temperature range up to 60°C, will be released soon (September 2013).

Please take note of the country-specific relevant legal provisions.

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DID YOU KNOW...?

...that VIPA touch panels can easily be linked to YASKAWA inverters via Modbus?



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 Export team