



EXPORT NEWSLETTER 2013

ISSUE: NOVEMBER

Ladies and Gentlemen,

Successful team work is not a coincidence. It requires clever development and coordination. The four pillars are

- Team building: uniting the right people
- Team development: defining targets, competences and organization
- Team leader with high-level professional and social competences
- Motivation and conflict management

With these strategies, a team can develop excellence.

Enjoy reading what happened in our team last month.

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VIPA INTERNATIONAL

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- VIP A China at "Industrial Automation Show" Shanghai
- Welcoming new team member in China

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VIPA PRODUCTS

- VIP A and Wieland cooperate in the field of machinery safety engineering



VIPA gets prepared for the SPS IPC Drives 2013

VIP A presents not only technical innovation but also its new booth at the SPS fair in Nuremberg.

It appears professional and structured to the outside world, the design is modern and expresses VIP A's innovative capacity. We now have separate areas for the product presentation and for the meetings.

You find us again in hall 7, stand 7-340. Many of you have already announced their visit and we are happy to welcome you there!



[SPS Fair](#)



VIPA INTERNATIONAL



VIPA Australia on the road again

VIPA Australia - covering the territory of Western Australia – this time reports from a roadshow in Perth. With this flexible logistics concept they are able to address potential clients in all parts of the country. The next station will lead them to Sydney.

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VIPA NL on PROFIDAY

The “PROFIday” 2013 on the 14th of November in the Netherlands was a big hit. This technology day is organized by the PROFIBUS-PROFINET association. VIPA Netherlands is a member and had a booth during this technology day with 23 exhibitors. René van der Meer from VIPA held a presentation about PROFIBUS and PROFINET in the OEM industry. René had 77 visitors during his reading. On the VIPA Netherlands booth, VIPA presented the new SLIO CPU and the 15” eco Panel. Another highlight was the connection with YASKAWA motion and drives products. With more than 222 visitors, it was a very successful day.



VIPA China on „Industrial Automation Show“ Shanghai

Each year VIPA China exhibits on the biggest and most important industrial automation fair in China. This time they were present in Shanghai from November 5th – 9th. With its clear structure and professional arrangements, the booth has received overwhelming recognition. Besides, system 300S was awarded by the Chinese edition of the Maschinen-Markt magazine. This prize was also awarded to Siemens, ABB, Beckhoff and Schneider – so VIPA successfully competed among the top five in automation and could defend its leading role in the market.

Congratulations!

Welcoming new team member in China

Starting November, Ms. Bella Wang joined our VIPA China team. Due to her bachelor degree in International Economy and Trade as well as her many years' experience in business administration, she was the ideal candidate to support our team in order processing and customer care. Let us welcome her to the team and wish her every success in her new position!



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Brochures and VIPA Newspaper

VIPA's marketing department is busy working on the new edition of the VIPA Newspaper. Soon there will also be published a new image brochure and a VIPA-YASKAWA Solutions leaflet.



VIPA and Wieland cooperate in the field of machinery safety engineering

VIPA soon will offer its customers perfectly matching solutions from their own successful control technology and security technology from Wieland. With the safety system from Wieland it is comfortably possible to create safe logic operations from sensor right up to actuator. The connection to VIPA products is made possible via PROFIBUS and PROFINET interfaces. This means that integrated safety solutions within the VIPA standard control engineering can easily be realized.

Wieland



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 Expert team