



Ladies and Gentlemen,

About one year ago we launched the first edition of the VIPA Export Newsletter. Since then it has developed from a two-months' publication to monthly news.

This higher frequency is mostly contributed to the input relating to our global marketing activities. They are also a proof of your high commitment and motivation. With this important means of communication we can share a lot of information with all international partners and clients.

We would like to thank you very much for all the input received so far and are looking forward to creating the future newsletter editions.

Enjoy reading what happened last month.

TOPICS

VIPA GENERAL

- VIPA Germany launches new booth design at SPS in Nuremberg

VIPA INTERNATIONAL

- Denmark: Retirement Poul Seidelin
- France: Wine auction and half marathon race
- South America Sales Meeting

DID YOU KNOW...?

VIPA GENERAL

VIPA Germany launches new booth design at SPS exhibition from 27.11. – 29.11.2012

With more than 50.000 visitors from at home and abroad, the SPS exhibition in Nuremberg is the most important automation show in Germany.

On this occasion VIPA HQ launched their new booth design in accordance with the new CI. The clear structure of the individual boards as well as the symmetrical booth design with similar information on both sides of the exhibition space ensured a clear overview on our products and a smooth visitors' flow at the same time.

The amount of about 500 visitors received on the booth proves the attractiveness of our new appearance.



SPS IPC Drives

VIPA INTERNATIONAL

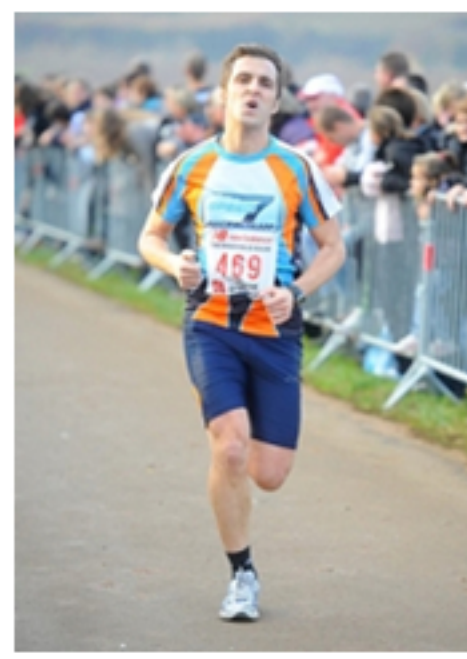
Retirement Poul Seidelin, VIPA Support Denmark

After a four-year working period for VIPA support in Denmark, Mr. Poul Seidelin retired with effect from November 30th, 2012.

VIPA would like to thank Mr. Seidelin for his reliable work and great efforts he did for both VIPA Denmark and VIPA Nordic.

Special thanks go to Poul for his help with the transition from VIPA Denmark to VIPA Nordic in 2011.

Poul, please enjoy your well-earned retirement!



Wine auction and half marathon race

Every year in November, inside the old city halls from Beaune, located in the Burgundy region, a big charity event takes place: The auction sale of the wines for the "Hospices de Beaune". But at the same time, outside, the most enthusiasts can participate to the half marathon. It goes through the prestigious Burgundy Wine villages named like Meursault, Pommard and Volnay.

Frédéric Hemard from VIPA France was one of them and finished the half marathon (in 1 :32 :38) at position 194 out of 2111 competitors.

[Beaune, Burgundy](#)

Sales Meeting in South America

From December 6th - 8th, VIPA held their annual Regional Sales Meeting in South America – at this time in San Bernardo do Campo Brazil.

The VIPA distributors from Argentina, Chile, Uruguay, Ecuador, Peru and Colombia took part as well as the great hosts from Orkan Automation Ind. Two days of intensive exchange of information, ideas, experiences and presentations made the occasion a great success.

Besides extensive discussions about the changes with Yaskawa, SPEED7 Studio and the planned SLIO CPU where stressed about products. Furthermore a lot of participants' input was given about references. All members were confident and very positive about VIPA in the region. It was a friendly, productive and energizing event!

A special highlight were the awards to Fernando Amaya from Peru and Angel Bozzuto from Argentina for their 10th anniversary as VIPA distributors. GRACIAS!



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DID YOU KNOW...?

...that Richard Morley (Modicon) and Odo J. Struger (Allen Bradley) were "the fathers" of PLC when in 1969 a Modicon 084 was introduced as solid-state sequential logic solver?

[source](#)

VIPA GmbH

Now it is time to come to rest for a little while.

Thank you for your cooperation and support during this year. We wish you a merry Christmas and a happy new year! Have a great time with your families and friends.

See you again next year!

