



## EXPORT NEWSLETTER

ISSUE: DECEMBER 2013

Ladies and Gentlemen,

With this last newsletter in the year 2013 we would like to thank you for the pleasant cooperation during the last months. It was a busy period with many changes and new developments which we are going to share and market in 2014. We are looking forward to continuing our cooperation during the next year and wish all our partners, clients and friends Merry Christmas and a Happy New Year.

Enjoy reading what happened last month.

### TOPICS

#### VIPA GENERAL

- VIPA at SPS IPC Drives in Nuremberg

#### VIPA INTERNATIONAL

- USA: SLIO PLC nominated for Engineers Choice Award
- Next stop in Australia's roadshow
- Elinta, Lithuania: New head in Sales Department

#### VIPA PRODUCTS

- Panel PC



### VIPA at SPS IPC Drives in Nuremberg

VIPA's brand new booth was the highlight at this year's fair. Both staff and the numerous visitors felt comfortable. One year after the merger of Yaskawa and VIPA the combination of VIPA controllers and Yaskawa drive engineering, presented on the new trade fair boards, clearly showed that both companies meaningfully complement each other and that the customers can benefit very much from this merger. Among others, the advertised presentation of the new SLIO CPUs with a complete new configuration concept and the two new EtherCAT CPUs of the 300S series that establish a connection of the SIMATIC world and the EtherCAT networking, as well

as the new panel pcs, the DMS weighing modules and the new safety modules, aroused great interests among the customers.

When the last day of the fair on Thursday ended successfully (about 600 leads speak for themselves), the VIPA sales staff was able to draw a very positive assessment of the three days at the fair. The atmosphere and the discussions at the stand this year have probably been the best ever since.

[learn more](#)



#### USA: SLIO PLC nominated for Engineers Choice Award

VIPA's SLIO PLC was nominated for the Engineers Choice Award under the category Machine & Embedded Controls. The competitors are the NI cRIO-9068 from National Instruments as well as the SIMATIC S7-1500 from Siemens. The results will be published in early January 2014. The winners receive a crystal award for display purposes and a unique awards logo that can be used on advertising and promotional materials. Winning-product descriptions and photographs appear in the *Control Engineering* February 2014 issue to North American subscribers. So please keep your fingers crossed – and vote for VIPA!

[www.controleng.com - finalists 2014](http://www.controleng.com - finalists 2014)

#### Next stop in VIPA Australia's roadshow

The next station in our Australian roadshow took us to Perth. Being one of the only PLC vendors exhibiting, we were busy in making product introductions during the whole presentation period and thereby could raise many potential clients. This section was most successful in VIPA Australia's roadshow trip so far.



#### ELINTA, Lithuania: New head in Sales Department

Mr. Arnoldas Minelga, who has been working with this company since 2011, replaced Mr. Eugenijus Mačikėnas in the position of Marketing Director starting from December, 2013. Mr. Eugenijus Mačikėnas continues his work in ELINTA Sales department and takes the position of Project Manager. We believe that Arnoldas' ideas and efforts will strengthen our great partnership and inspire to grow our business. Welcome to the team!

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#### Panel PC

The prospects for next year are promising. The touch panel family will get an addition to the family. There will be two sizes: 15,6" and



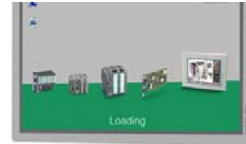
21,5", touch technology: capacitive, multi touch.

The panel PCs are equipped among others with:

- Intel Atom D2250 @ 1,86 GHz, dual core
- RAM: 2 GB (optional 4 GB)
- C-Flash: 8 GB with WES7, 2 GB with WEC7
- Memory card-Slot for CFast (successor of CF)
- 2 x LAN, 4 x USB, 2 x serial

Prototypes are expected to be available in February 2014.

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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](mailto:katja.muenster@vipa.de)

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