

# SPEED

*The VIPA Journal*

*Company Newspaper of VIPA GmbH No. 9 | April 2015*

1985

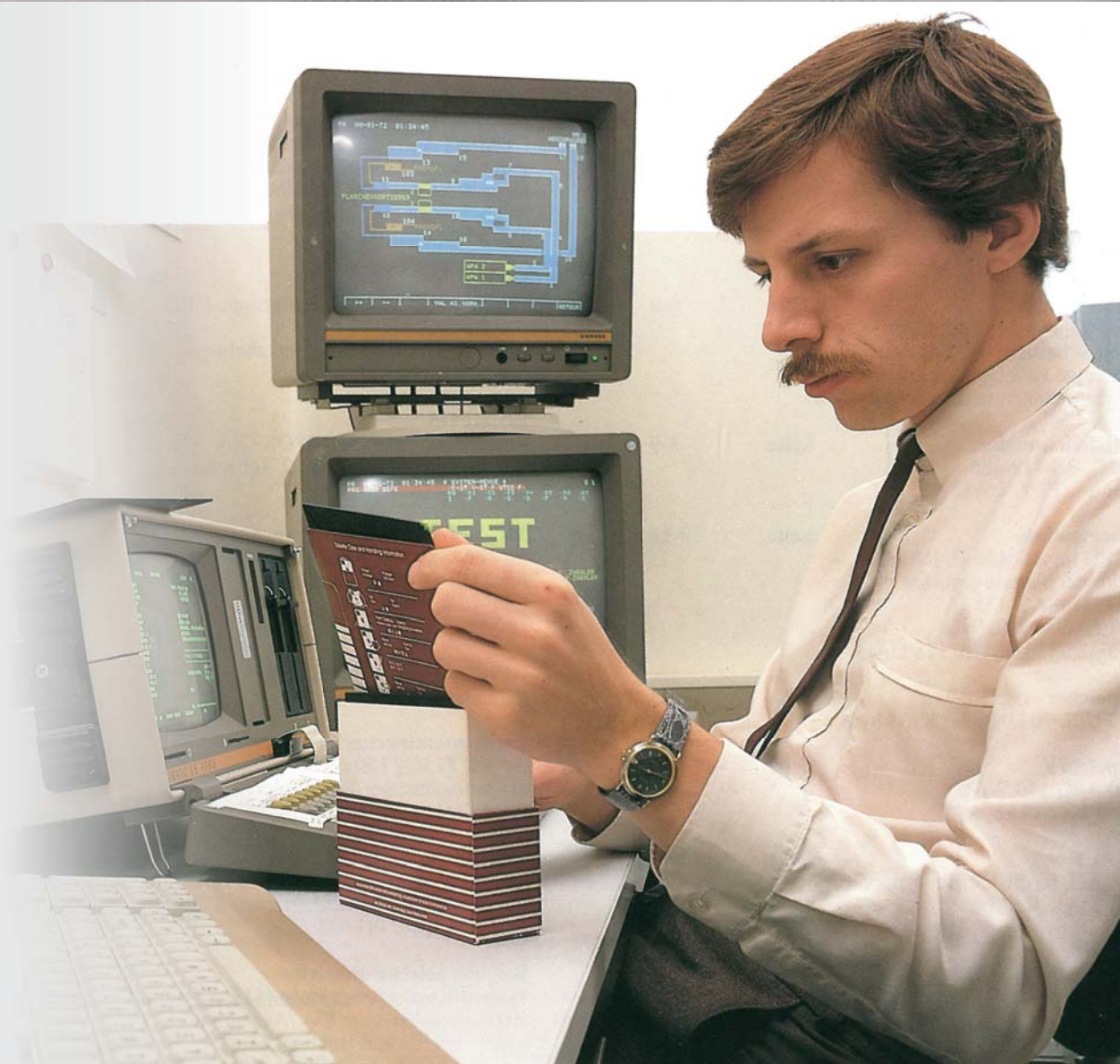
VIPA

VIPA®  
Automatisch besser

VIPA®  
art of automation

VIPA  
A YASKAWA COMPANY

2015



30 1985 – 2015  
JAHRE



Dear SPEED Journal readers.

This current issue devotes itself entirely to the 30th anniversary of VIPA GmbH.

We have tried to present the entire history of VIPA chronologically in pictures and documentation starting from the company foundation up to the YASKAWA participa-

tion. Although the picture compilation from photo albums and image archives of the first year certainly has gaps, it hopefully gives an idea of what VIPA was like at that time.

We found an almost inexhaustible supply of photographs and documentation about numerous VIPA events. The selection of pictures gives you an impression of the

first international sales meetings up to the VIPA and profichip sport and leisure events of VIPA and profichip.

What does the future look like for VIPA and profichip in the coming years? Changes have already been planned or implemented in the VIPA top management which we elaborate on in the section 2011

## How everything started

After the founding of VIPA GmbH on 1st April 1985 by Wolfgang Seel in a 3-room apartment in Erlangen, Hofmannstrasse 3, hardly a year had passed when they moved into new offices and business premises in October 1986. At that time, suitable space with four offices and a test room was found in the newly built Innovation and founder centre of the region Nuremberg/ Fürth/Erlangen (IGZ) in Erlangen-Tennenlohe, Am Weichselgarten 7.

The first development and the first product was called VIPA MC5, a development system for STEP5 programming on a IBM AT compatible or portable PC. Already in the early years the tool was supplemented by memory and interface modules. Who has ever heard of „saving memory?“ That was a memory module for the SIMATIC S5/150 U/S. It was called „saving memory“ because it expanded the memory of the S5 controller and only required one plug-in position and so saved space in the control cabinet.



~1985 Wolfgang Seel  
company's founder



IGZ Erlangen,  
the first VIPA offices



# 1985



to 2015.

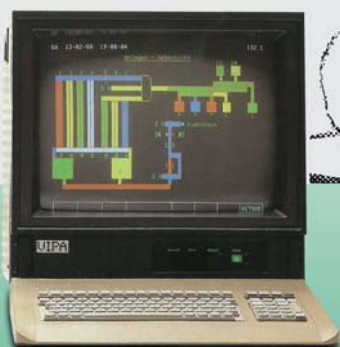
With this journal we hope to give you an informative picture of the VIPA story and hope you enjoy reading it.

Your SPEED Journal editorial office

30 1985 – 2015  
JAHRE



Everything revolved around the S5 world! Only three years after its foundation the still young VIPA launched its first own hardware product on the market: the first in-rack PC for Siemens SIMATIC worldwide. Further interface and memory modules followed. Some of the products which were sold at that time were specifically designed and manufactured for selected OEM customers. One example of this was the Kettronic operating panel.



## VIPA - Visualization system VC 150/155



~1989 saving memory  
for S5

# 1990



**CP 386 / CP 486 VIPA®****Merkmale**

- 80386 / 486
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- COM 1 - COM 4
- LPT 1 u. LPT 2
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- Silicodisk bootfähig
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- SS-Kachelinterface
- Watchdog
- Diagnoseschnittstelle
- 1,5 A Stromaufnahme

**Betriebssysteme**

MS-DOS, UNIX, QNX u.a.

**Vernetzung**H1, L1, 3964R  
TCP/IP, IEEE 488,  
PROFIBUS, Interbus S u.a.**Anwendungs-  
Beispiel  
Prozeß-  
automatisierung**

- Factory Link von USDATA
- InTouch von Wonderware
- Elpro Graph von ELPRO
- FIX DMACS von Intellution
- WIZCON von PC-Soft
- PROCON von GTI
- Quick PIC von GEFA
- Genesis von MESTEC
- PARAGON von Intec Controls u.v.a.m.

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Prozeßautomatisierung  
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Tennenlohe☎ 09131 / 691 270  
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Anzeige von 1991

**Das ist Ihr  
Industrie-AT  
für die  
SIMATIC® S5****The product range grows**

In this period the VIPA product range was extended by additional hardware components around the S5 world. So in 1995 the first TCP/IP processor for the Siemens SIMATIC was launched on the market.

At the same time VIPA started to grow beyond the borders of Germany. So in 1992 the first overseas journey was to the USA. Several journeys to Hongkong followed to get a foot in this part of the world, especially as Hong Kong was the world center of electronic development at that time.

Nevertheless, the IGZ remained the company address of VIPA GmbH for seven years, until in 1993 the next relocation into the ASIMUS building in Erlangen-Tennenlohe followed which was only a stone's throw away from the previous head office. In addition to ample office space here, there was also space for production and storage of the S5 PLC modules.

VIPA successfully acquired new well-known customers in the field of machinery and plant construction and especially in the food and beverage industry. Here are some pictures on the right of the page.



CPU 928

1993 - Move into the  
Asimus building**1991**



*Business trip to China, Hongkong*



**Speichermodule für die SIMATIC® S5**

**VIPA-Speichermodule-Spitze in Preis und Leistung**

Hochleistung stellt Anforderungen nicht nur an die Qualität, sondern auch an den Preis. Mit VIPA-Speichermodulen legen Sie gut im Rennen.

SIMATIC® S5-Speichermodule von VIPA sind absolut funktionskompatibel und verwalten Ihre Daten wie einen Schatz.

Deshalb VIPA-EPROM-, RAM- und EEPROM-Speichermodule für Ihre SIMATIC® S5.

\*EPROM-Module von VIPA werden weiterhin in der bewährten NMOS-Technologie gefertigt. Um Ihren Preis zu senken, werden sie nun in der preisgünstigeren CMOS-Technologie gefertigt.

Fordern Sie noch heute Ihre Preisliste an.

**VIPA®** Vorsprung durch innovative Prozess-Automatisierung

Wetterkreuz 27 • D-91058 ERLANGEN  
Tel. (0 91 31) 77 27 - 0 • Fax 77 27 - 17

1995



# Danke

Für Ihren Besuch auf der SPS '96 in Sindelfingen bedanken wir uns bei Ihnen mit der Präsentation von 3 neuen Automations-Komponenten\*. Sie setzen höchste Maßstäbe und machen komplexe Automatisierungs-Lösungen noch günstiger. Ein gutes Beispiel: ET 200 V, die Komponente für dezentrale Peripherie, als Test-Paket auf der Messe für DM 99,-.

\*CP 143 TCP/IP, der Kommunikationsprozessor für einfache Netzwerkintegration, Commander Compact, das kompakte Steuerungssystem, ET 200 V, die kompakte Baugruppe für dezentrale Peripherie.

VIPA-Speichermodule, In-/Out-Baugruppen, Kommunikationsmodule, Bussysteme, Positionierbaugruppen, Industrie-PC's, Programmier-Tools





Automatisch besser.

# Schön!

Auf unserem Messestand Nr. 123 in Halle 1 können Sie die 3 VIPA-Messehits mit ihren überlegenen Preisen kritisch prüfen und mit etwas Glück ein NOKIA Super-Handy gewinnen. Schön, daß Mitdenken belohnt wird.

**SPS '96.**  
**3 neue Komponenten**  
**bestaunen und**  
**1 NOKIA Super-Handy**  
**gewinnen.**

**VIPA-Infoline 091 31/77 27-12**



**Messe Sindelfingen,**  
**26. - 28. Nov. 1996**

**Wir stellen aus:**  
**Halle 1, Stand 123**



Interkama 1999

SPS IPC 1998

1996

In the early nineties VIPA already had concepts to replace the very bulky PLC control engineering through space saving compact modules. They differed from the competitors' products by the integrated configuration and programming option with the tools of the S5 world and after by the tools of the S7 world. The result of this consideration was presented with the compact system 200V for the first time in 1996. The decisive argument for the deployment of this system was the tremendous space saving for the control technology without loss of system efficiency. On the contrary the system 200V was capable of competing with the then existing systems of the competitors in terms of performance and universal deployment.

Encouraged by the successes of these new control system in 1999 the system 300V was introduced onto the market. This system allowed VIPA to conquer new markets on the basis of the hardware compatibility with the existing S7-300 systems. With the system 100V, which was presented in 2001 for the first time, VIPA completed its PLC compact systems for simple and smaller controller tasks. CPU and I/O connections in a compact case and the STEP7 compatibility helped to increase the sales of this system.

Also in Tennenlohe/Erlangen

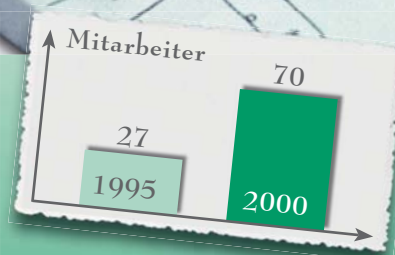






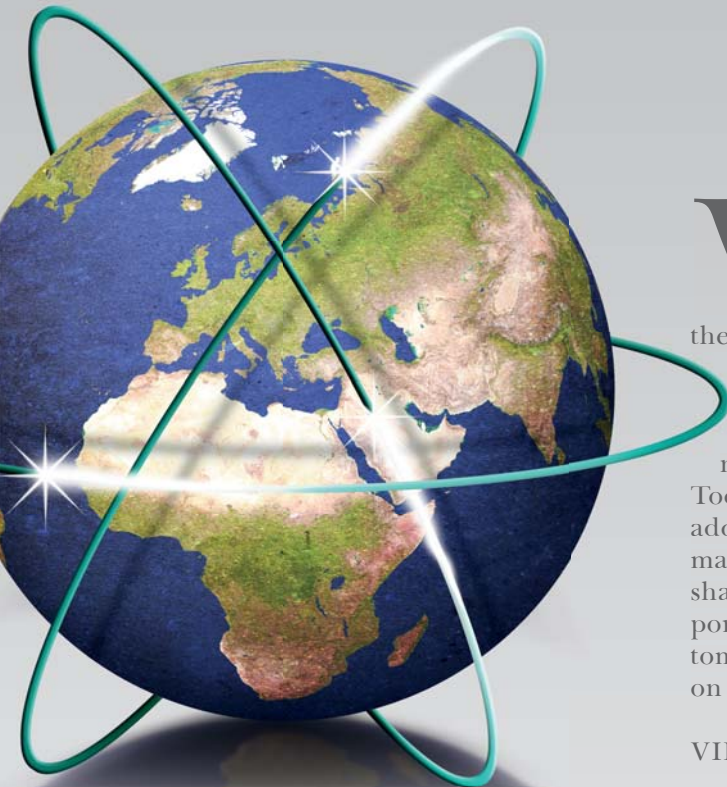
space was getting tighter during the following years due to the rapid growth of the company. After all VIPA's own ASIC design development was established during this time, and was integrated into the newly founded VIPA subsidiary profichip in 1999.

Whereas in 1995 27 people were employed in Tennenlohe/Erlangen, the workforce grew to nearly 70 by 2000. So more space was required. Wolfgang Seel and his employees at that time decided on a new building. Finally in 2000 the first VIPA office and business building in the north industrial area, Herzogenaurach was ready for moving into. The distinctive building with its striking glass architecture was built from the beginning for growth in order to meet the increasing space requirement for offices, storage rooms and technology.



**2000**





## VIPA orientates itself globally

VIPA already began with internationalization in 1998 when their first own branch office was founded in Italy. From then on it quickly continued in Europe, Asia, America and finally in Australia and Africa. Despite the relatively small size VIPA is now successfully represented in over 60 countries. This guarantees worldwide customers a high level of support, service and spare part availability in all continents and our customers can rely on a worldwide VIPA network.

Today almost 50% of the turnover is generated in the export. In addition many VIPA systems are deployed in German plant and machineries which are then exported. Hence the effective export share is considerably larger. „We were always aware of how important a strong international presence abroad is, so that our customers at home and abroad can be quickly and directly supported on site“, said Bob Linkenbach, CEO of VIPA GmbH.

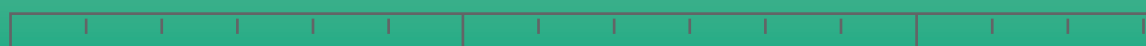
VIPA successfully took another step towards the conquest of markets worldwide after Yaskawa Europe GmbH became a majority stake holder. By the merger with YASKAWA internationalization is driven even further. VIPA now uses the additional global YASKAWA structures to position itself more strongly. Conversely, YASKAWA uses the existing VIPA network to further expand its business connections to international customers. This means that both companies use the synergies of the two-sided internationality of the merger!



## Internationale Sales Meetings in pictures



# 1997







International Sales Meeting 2012



...and becomes a major event



ISM 2012



2014



## The SPEED7 era starts ...

For quite some time profichip has been working on a processor chip for a new generation of particularly fast PLC CPUs, where parts of the STEP7 instruction set are already integrated into the processor chip as hardware - a revolutionary idea as it turned out. So the SPEED7 as a new PLC processor chip technology was born. The first processor chip with 1.2 million gates was suitably called PLC 7000. The first PLC CPUs with this technology were presented in 2004 and were enthusiastically received by PLC users as these CPUs are one of the fastest hard PLCs worldwide. Based on the same design as the existing system 300V a complete VIPA product family was generated - the system 300S.

In view of the booming development in the automation market, it was a major VIPA objective to change the product portfolio and with it their entire image as a PLC components supplier to a system supplier.

**IT'S TIME FOR SPEED**

**Tomorrow's technology today**  
**CPU 314STechnology**

**VIPA CPU 314ST**

- world's fastest PLC\*
- programmable with STEP7 from Siemens
- minimum cycle time 100 µs
- 50k instruction in 1 ms!
- flexible memory from 64K up to 1MB
- integrated Profibus DP-Master Interface

**integrated Ethernet Interface + High Speed I/Os**

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art of automation

**CPU 315SB**  
CPU 315S Basis  
• 128KB - 1MByte  
• MPI 12 Mbaud  
• Profibus DP-Master  
• Ethernet PU/OP

**CPU 314ST**  
CPU 314S Technologie  
• 64KB - 1MByte  
• MPI 12 Mbaud  
• Profibus DP-Master  
• Ethernet PU/OP  
• 16 digital I/Os  
• 7 analog I/Os

**CPU 317S NET**  
CPU 317S NET  
• 128KB - 16MByte  
• MPI 12 Mbaud  
• Profibus DP-Master  
• Ethernet PU/OP  
• CP 343 function integrated

**CPU 317Slot**  
CPU 317 Slot  
• 128KB - 1MByte  
• MPI 12 Mbaud  
• Profibus DP-Master  
• Ethernet PU/OP  
• CP 343 function 2 Slot

**Performance relative to Siemens S7-412 in %**

Product	Performance relative to Siemens S7-412 in %
Siemens S7-315-2DP	~100
Siemens S7-315-2DP	~100
Siemens S7-317-2DP	~100
Siemens S7-412-2DP	100
NEW Siemens S7-416-2	~100
VIPA 315SB	~250

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**Anzeige von 2004**



# SPEED

# 2001





One step in this direction was the launch of the first touch panel family in different sizes including variable operating systems and alternative visualizations.

### ... the first anniversary celebrations

It has always been VIPA's principle to reward employees for their loyalty. So the first 10 years with the company was celebrated. Insofar as pictures were available, we selected some of the very early anniversaries.

### ... at group events

But what colleagues most probably remember at their time with VIPA are the group events such as skiing, cycling, Christmas parties and anniversaries.



**Touch it!**

Advertisement of 2005

**TouchPanel Family**  
6" bis 15"

**Features - Short Cut:**

- Betriebssystem Windows CE.Net 4,2 inklusive Movicon® - real flexibel!
- WIN32/64 Aufwärtskompatibilität
- Vektorgrafik, keine Begrenzung der verfügbaren Variablen und Objekte
- STEP7 - OPC Daten Importfunktion
- Offene Architektur XML basierend
- FDA 21 CFR Part 11 Konform
- ActiveX, OPC Client/Server, ADO CE-DB, SMTP eMail Server, TAPI, SAPI, RAS, VBA Skript (Visual Basic for Application), Web-Server, Networking inklusive!
- 4 parallele Kommunikationstreiber, SPS Stationsadressierung und SPS Brückenfunktion

**VIPA**  
art of automation

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E-Mail: info@vipa.de

**2005**



## Varied times

The VIPA system 300S with the integrated SPEED7 technology sets new standards in the PLC world and has been developed today to a new industrial standard. In 2006, the second generation of processor chips **PLC 7001** was presented which again brought significant improvements compared with the first generation of processors and was a prerequisite for the development of the new C-class CPUs.

In the following years a new trend emerged with the miniaturization of the control components. VIPA was also involved here, and of course with a solution which once again set standards, namely SLIO. Initially designed as a decentralized I/O system, this new controller family in 2009 and soon developed into a real bestseller. Interface modules for all common fieldbus protocols make SLIO the most universal VIPA system.

### VIPA extension

As might be expected, it started to get a bit cramped in the offices and warehouse after a few years due to the continuous growth of VIPA. At first this meant that parts of the warehouse had to be outsourced to other places. The only possible long-term solution was to extend

office and warehouse space with an annex to the Ohmstreet location.

At the same time a cafe and canteen was set up at the top of the new building, and also used by the neighboring company, ProLeiT. The canteen has since become very popular. In 2008 construction of the extension was started and the official opening of the new building was celebrated at the same time as the 10th anniversary of profichip GmbH in 2009. Now the warehouse could be completely integrated into the new building, particularly as the new logistic concept - where an automatic small parts warehouse (AKL) was integrated - required additional space.

### Certification

At the beginning a process management system was introduced that showed the product development process from first considerations right up to the readiness of the final series-production. This involved a new definition of the quality policy and the adaptation of the existing quality system to the general process orientation. After intensive preparatory arrangements on 18th June 2010 the external audit could be completed by TAW Cert and DIN EN ISO 9001 certificate was issued.



### The numerous awards:

- **Innovation price 2007**  
Category win for the fastest Hard-PLC of the world,
- **Industrial price 2008**  
for the SPEED7-CPU 314 SC,
- **Job Star 2009**  
of the metropolitan area Nuremberg,
- **TOP 100 Innovator 2009**



# 2006







### First issue of the VIPA SPEED customer journal (Nov. 2010)

In time for SPS / IPC / Drives in November 2010, the first VIPA customer and employee journal was published under the name SPEED, in keeping with the VIPA philosophy.



# 2010



## YASKAWA opens new perspectives for VIPA



# YASKAWA



The most important event for VIPA in the past five years was the signing of an arrangement between YASKAWA Europe GmbH and VIPA GmbH for a majority share of VIPA by YASKAWA at the end of 2012. Even though YASKAWA is a global company and market leader with many of its products, the VIPA brand will remain - with all the advantages offered by a medium sized company: flexibility and proximity to customers and short delivery times for our standard products and fast response from our support team to customer questions. For VIPA employees it is of great importance that the location in Herzogenaurach remains and becomes even more important, as evidenced by YASKAWA's plans.



# 2011





### VIPA in the region

VIPA focuses on its involvement and commitment within the region of Mid-Franconia as some examples here show such as the VIPA HerzoCross „Duathlon“ in Herzogenaurach that has been sponsored by VIPA for five years; the DATEV Challenge Roth, which is not only well-known in Franconia but is one of the largest triathlon long distance contests worldwide (VIPA participates with seven relays in this challenge); and the town of Herzogenaurach's Earth Day, to name but a few.



### Roth Challenge



### Earth Day



### HerzoCross

# 2015



## Changes in the top management of VIPA



f.l.to r.: Wolfgang Seel, Noboru Usami, Bob Linkenbach, Manfred Stern

With effect from 1st April 2014 Bob Linkenbach (47) was appointed to the extended management of VIPA GmbH and takes over the areas of sales & marketing, business strategy and finance. With 17 years experiences, Bob Linkenbach is well equipped for the new task.

At the same time Rainer Habermann was appointed as authorized signatory for the technical area and Günter Ferstl for the areas finance, staff and administration. Willi Heintz withdrew from VIPA and profichip on 31st March 2015. Since 1995 he had been Head of the Purchasing and Materials management. In 1999 he was co-founder and partner of profichip GmbH and from 2000 authorized officer of VIPA GmbH. The decision to leave the active business and hand over the leadership to younger members of the team was made together with Wolfgang Seel five to six years earlier.



## Large structural changes at the VIPA site in Herzogenaurach

The then highlight of the building activities was the construction of a new 6-storey office building on the ever-growing VIPA grounds. The new facilities were built on the existing underground parking and warehouse levels. In February 2012 this phase of construction could be started. Already after one year the opening celebration took place and the new tenants ProLeiT AG and INA-Schäffler group, who run a training academy here, could move into the new building.



# 2011



## Products: SLIO-CPU, Panel PC, iMC7

The latest **SLIO CPUs**, which are equipped with the new **PLC 7100 processor chip**, were presented to the interested experts on the SPS 2013. With the new processor chip VIPA succeeded for the first time in integrating the well-tried SPEED7 technology into the compact SLIO design.

Of course, besides this there was something completely new, namely the CPU configuration by means of a memory card. With this card, the VIPASetCard (VSC), a total of 24 CPU variants with different fieldbus connections and memory sizes are initially configurable out of 2 hardware versions. This principle has already proven itself for memory adjustment with the 300S CPUs for years.

The SLIO CPU family will be further expanded this year.

With the **iMC7 controller** there will be a PLC for the first time with MotionControl functionalities in the SLIO family which is EtherCAT network capable via the appropriate VSC. This is the result of the first joint product development together with the VIPA holding company YASKAWA.

The new **Panel PCs** with 15" or 21" display round off the VIPA product range of visualization solutions. Here the customer can select from a large portfolio of small line displays, touch panels in all current sizes and equipment versions and Panel PCs.



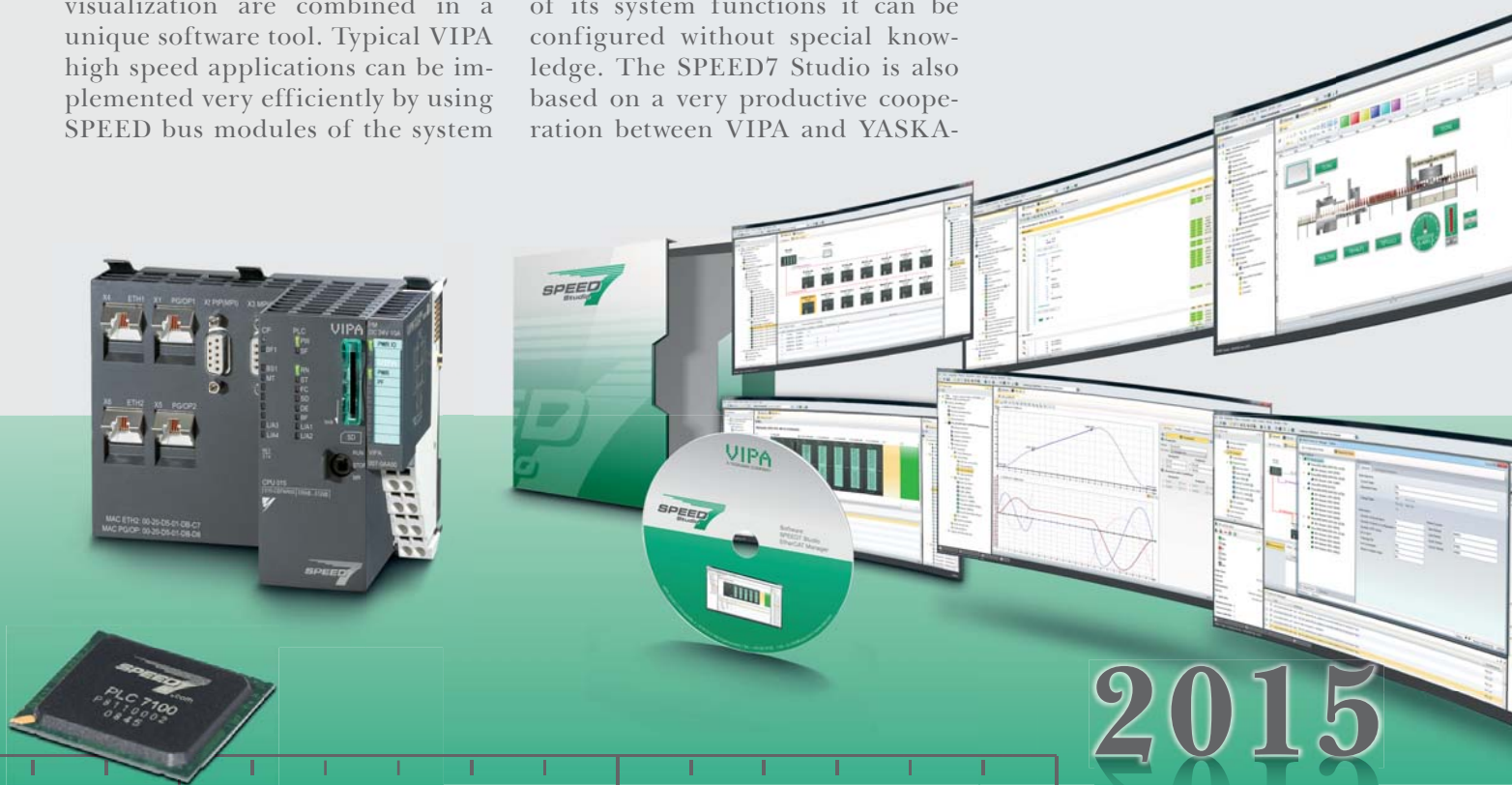
## SPEED7 Studio – use SPEED7 controllers more efficiently

The VIPA engineering tool SPEED7 Studio places great importance on user-friendliness. PLC programming, networking, parameterization of e.g. frequency converters and drivers and the entire visualization are combined in a unique software tool. Typical VIPA high speed applications can be implemented very efficiently by using SPEED bus modules of the system

300S. Also the latest bus technologies such as EtherCAT can be configured quickly and easily without additional tools. SPEED7 Studio has a Motion Control library for the drive configuration. By means of its system functions it can be configured without special knowledge. The SPEED7 Studio is also based on a very productive cooperation between VIPA and YASKA-

WA.

In other words: The SPEED7 Studio integrates the entire VIPA world and the drive world of YASKAWA in a single tool.





## Best wishes from our business partners

VIPA customers on company's 30th anniversary

We would like to warmly congratulate you on your 30th anniversary, we are very pleased to have you as our partner. Keep it up!



(Jörg Tratzl and Robert Eisenhut,  
BMW Regensburg )

Yours sincerely  
Jörg Tratzl  
BMW Group  
Construction projects  
Production  
Dingolfing, Landshut,  
Regensburg



WITRON Logistik + Informatik GmbH  
Neustädter Straße 21  
92711 Parkstein

WITRON Logistik + Informatik GmbH has been planning and implementing worldwide innovative logistics and material flow facilities for trade and industry for more than 40 years. Here WITRON has the key elements of the projects in his hands: The logistics planning, the information and control engineering, the mechanical construction and production as well as the functional responsibility as a logistics general contractor. A further important factor for a long-term and faithful customer loyalty is individual service and operator types, that exactly agree with customer demands. More than 2,200 employees were working for WITRON at the end of 2014. The turnover was 265 million Euros (end of 2013). WITRON and VIPA have been working together for approximately 20 years (since the mid-nineties). The beginning of the cooperation started with the deployment of S5 modules such as BG89, BG43, BG35. VIPA works in a customer-oriented way. So innovative, high-performance and powerful products are created.

The cooperation advantages of VIPA and WITRON are in the local proximity that allows short reaction times. Over the years a cooperative partnership at eye level has developed. VIPA was convincing because of its direct, development-oriented support.

Stephan Schmid  
Team leader Development Control Engineering



**AUTOMATISCH BESSER**  
Ihr Partner der Elektrotechnik

**Automatisierungstechnik aus einer Hand**



Wir gratulieren der Firma **VIPA** zum 30-jährigen Jubiläum und bedanken uns für die sehr gute Zusammenarbeit. Wir freuen uns auf weitere gemeinsame Projekte.



RESA Systems GmbH liefert Steuerungstechnik für:

- ❖ Robotersysteme (Schweißen, Kleben)
- ❖ Fördertechnikanlagen
- ❖ Lackieranlagen
- ❖ Prüf- und Montageanlagen
- ❖ Materialflusssysteme
- ❖ Produktionssteuerung
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Telefon +49 (0) 6838-866-0  
Telefax +49 (0) 6838-866-173  
<http://www.resa.de>  
[info@resa.de](mailto:info@resa.de)





## Partner auf dem richtigen Weg



**Wir gratulieren dem Spezialisten für Automatisierungstechnik der Firma VIPA zum 30-jährigen Jubiläum und bedanken uns für die fachliche und zuverlässige Zusammenarbeit.**



Mr. X sagt:  
„Hier sind  
Sie an der  
richtigen  
Stelle“



30  
Jahre

**XAPI** – 25 Jahre das bedeutet Kompetenz, Qualität und Kontinuität.  
Wir prüfen Projekte realistisch auf Machbarkeit und schaffen fundierte Lösungen

**Das Bestmögliche für Sie erreichen** –  
dafür setzt sich die Entwicklungsabteilung der XAPI Software GmbH ein.

**DIE SECHS WICHTIGSTEN GRÜNDE**

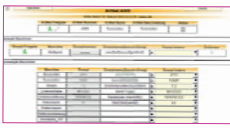
1. SENKUNG DER INFRASTRUKTURKOSTEN UND NUTZUNG DER VORTEILE
2. STEIGERUNG DER PERFORMANCE UND EFFIZIENZ
3. SCHNELLERE BEREITSTELLUNG
4. RISIKOMINDERUNG
5. BESSERE AUSFÜHRUNG UND VERBESSERUNG DER FUNKTIONSWEISE
6. BESSERE FEHLERANALYSE

**Mit VIPA** (gewachsen)  
Kontinuierliche Entwicklung – hohe Qualität  
gez. GF Claus Siegler

### X-plant



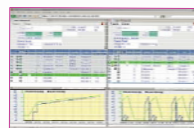
### X-data



### X-quality



### X-batch



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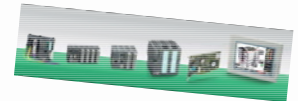
• Antriebstechnik  
• Anlagenbau  
• Steuerungsbau



## Herzlichen Glückwunsch zum 30-jährigen Firmenjubiläum

Die Firma A.S.T. bedankt sich für die langjährige sehr gute Zusammenarbeit und wünscht allen Mitarbeitern und der Geschäftsführung weiterhin eine erfolgreiche Zukunft.

„Erfolg ist eine Reise, kein Ziel“



### A.S.T. – der ideale Partner für Steuerungs- und Antriebstechnik

30 Jahre Erfahrung in der Planung und Fertigung von Schalt-, Steuerungs- und Regelanlagen für die

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- Landwirtschaft
- Lebensmittelindustrie



A.S.T. Otto Degen - Kleinfeldstraße 16 - 67365 Schwegenheim - Tel. +49 (0)6344-80 85 - Fax +49 (0)6344-54 59

info@ast-ottodegen.de  
<http://www.ast-ottodegen.de>



Erwin Peters Systemtechnik GmbH (EPS) has already been successfully developing products for the automation, telecontrol and process control technology market in cooperation with VIPA for 16 years.

EPS, as a specialist company in the field of standard-compliant telecontrol communication (IEC6087-5-101/-104) and VIPA, with long-term experience in S7 compatible automation engineering, successfully combined the different functions in a unique way. So the systems SIGNAMATIC EP600 (basic system VIPA V200) and SIGNAMATIC EP800 (basic system SLIO) are easily parameterizable for remote communication and programmable for the automation tasks with S7 standard tools. The main field of application of this technology is supply networks in which, besides the automation functions, it is always about the transfer of data via long distances or to make systems operable.

The collaboration between EPS and VIPA was, and still is, always characterized by reliability, innovation power and cooperation. The fusion of VIPA and YASKAWA opens new markets especially in the Asian area for EPS, too.

Your contact person at EPS is Nico Rieger.

You can reach him by phone under +49-234-9325-183 or by Email under N.Rieger@epsystem.de

Wir gratulieren zum 30. Jubiläum



„Wahre Partnerschaft erkennt man daran, dass sie sich weiterentwickeln können, ohne sich dabei auseinander zu entwickeln.“

Die Firma KHIM Automation gratuliert der VIPA GmbH zum 30-jährigen Jubiläum. Wir bedanken uns für die ausgezeichnete Zusammenarbeit bei zahlreichen Projekten. Für die Zukunft wünschen wir der Firma VIPA weiterhin viel Erfolg.

Mit Hilfe der VIPA Produkte fertigt KHIM Automation unter anderem für die Branchen Industrie, Pharma, Handel und Öffentliche Hand hochwertige Gebäude-Automation. Für weitere Informationen über das Leistungsspektrum von KHIM Automation besuchen Sie unsere Website oder nehmen direkt Kontakt mit uns auf. Wir freuen uns über Ihren Anruf, über Ihre Mail. Zögern Sie nicht, Sie werden freundlich begrüßt.



KHIM Automation GmbH  
Ostendstraße 12  
D-76707 Hambrücken  
Fon: +49 (0) 7255 719 09 20  
Fax: +49 (0) 7255 719 09 26  
E-Mail: [info@khim.de](mailto:info@khim.de)  
[www.khim.de](http://www.khim.de)



## Best wishes from our suppliers

### BLUECHIPS

ELECTRONIC PRODUCT DESIGN & MANUFACTURING SERVICES



Bluechips Microhouse's relationship with VIPA begins as early as 1990, when our Managing Director Mr. Thomas Zimpfer met Mr. Seel and Mr. Heintz in what was then the hub of worldwide electronics development – Hong Kong.

Our relationship with VIPA was solidified when Bluechips opened for business in 1999. VIPA ambitiously put their faith in our company and our production base in Thailand – quickly becoming a valued and stimulating customer.

We fully believe that VIPA have been a key contributor for our success. VIPA's commitment to perfection has ensured that we always perform to their expected standards – with positive results for both companies.

In fact, our shared belief in mutual growth has consistently allowed both businesses to expand; more so than would have been possible without our long association.

As VIPA continues to go from strength to strength, we are proud to have been a part of their tremendous success and are happy to see this has continued under their new ownership.

Sankhampaeng, Chiangmai, Thailand, 50130

[www.bluechips.co.th](http://www.bluechips.co.th)

Tel: +66(0)53 371000

## Imprint

### Published by:

VIPA GmbH | Ohmstraße 4  
91074 Herzogenaurach  
Ph.: 09132 744-0 |  
Fax: 09132 744-1864  
[info@vipa.com](mailto:info@vipa.com) | [www.vipa.com](http://www.vipa.com)

**Editor:** Norbert Schlimm

**Layout:** Rüdiger Merz

### Assistance:

many colleagues of VIPA, profichip  
and YASKAWA Europe

### Printed by:

Wünsch Offset-Druck GmbH,  
Neumarkt





The company Birkholz and all of our employees congratulate VIPA and the entire team on their anniversary.

We have already known the company VIPA since its earliest years in the IGZ in Erlangen and are proud that we have been able to assemble circuit boards for VIPA since that time. The fact that we still do this even after 30 years, speaks for a long-term, trusting cooperation. Another positive aspect to be mentioned is the long-term contact to single members of the VIPA staff and we would like to thank them here too.

To produce your more and more ambitious high quality products, we will also invest, in the future as we already did in the past, in modern machinery.

We wish the company VIPA and all its employees and friends further success and look forward to many coming years together. Because - I am absolutely convinced of this - a long-term cooperation is positive for both parties and helps all participating companies to tackle the coming challenges.

Bernd Birkholz  
-CEO-



### Cooperatively grown

Innovative products for automation branches based on modern parts just-in-time: this is how the close cooperation with VIPA and the distributor Future Electronics can be described.

In nearly 20 years of partnership both partners profit from each other. VIPA allows Future-FAE to advise them with their expertise by selecting the most modern parts - from capacitor up to controller - in the development of the latest products. In return Future gets a deep insight into the entire production development cycle, which they may be accompany right up to the final product, so that our engineers can develop a better understanding in the important industrial areas of automation.

In addition to the mutual professional enrichment, VIPA relies on the advantages of the logistic systems of its distributor with exclusive security storages and on-time delivery. So their own customers get a competitive advantage from the product availability that results from flexibility and fast delivery capability.

Future Electronics appreciates the personal interaction in which mutual respect as a business partner is expressed every day anew. The partnership with VIPA is living philosophy where reliability is the basis of success. Future also thanks VIPA for the trustful business relationship and wishes them all the best for the future!

Alexander Kliche  
Future Electronics Deutschland GmbH



## VIPA in the YASKAWA group

*Total System Solutions enriches the automation market*

# Greeting Manfred Stern YASKAWA

Dear customers and business partners,

April 1st, 1985 was a Monday. Commodore was on the verge of completing its first Amiga model. A 17-year-old German tennis player was about to have his first, spectacular Wimbledon victory. And also in Erlangen the right steps towards the future were taken. Wolfgang Seel founded VIPA GmbH - not necessarily to change the world but at least with the aim of improving the world of automation.

Today, three decades later, there is no doubt that, together with his highly motivated staff, he has succeeded! For this reason we are proud that VIPA has been enriching the international YASKAWA group with their know-how and dynamic for two years. Much has connected us technically since then. Together we approached the concept „Total System Solutions“, a range of products that includes components from control panels, controllers, frequency converters and servo drive engineering right up to robots. No other company offers this to this extent. But just as much also connects us as human-beings. Because where products are developed, meticulously worked out, and produced with high standards seemingly old-fashioned values such as diligence and collegiality and modern values such as creativity and innovation are part of the corporate culture in equal measures - in Herzogenaurach as well as in Eschborn or in Kitakyushu, the Japanese headquarters of YASKAWA.

30 years VIPA - 100 years YASKAWA: Here it seems that two years of a common pathway is a short period of time. Nevertheless we have moved a long way together in these two years. For example we were able to present the SLIO CPU iMC7 at the last „SPS IPC Drives“ attracting great public interest. The interaction of components from the YASKAWA divisions VIPA, and Drives & Motion allows us to solve system tasks where Motion Control functions are taken

PLC controller. Of course there is a lot to do in our common YASKAWA Europe family. From the broad range of products we will further develop our system expertise and make it available to you - as our customer. The basis for this will be a closer interlocking between the teams in Allershausen, Eschborn and Herzogenaurach. Well positioned in distribution, technical support and in application support we will activate the system solution potential of our product portfolio more strongly in the future.

After 30 years of Mr. Seel's dedicated leadership, the operational and strategic leadership has been handed over to the next generation. I look forward to initiating the next steps towards a successful future with the new management team around Mr. Linkenbach, Mr. Habermann, and Mr. Ferstl - and with the entire staff. I would like to thank Mr. Seel for still being available now and in the future as a consultant for the VIPA management in addition to his tasks as Profichip CEO. We want to and will continue to use his experience. We promise you as our customers and business partners that we will continue the previous success story and to bring the VIPA dynamism and the market size of YASKAWA closer together. Through this cooperation and our joint success we want to offer our customers a competitive advantage and with this to protect jobs long-term - thereby making a modest contribution to the development of automation technology in Europe and the world.

**Manfred Stern**  
(CEO and President YASKAWA Europe)

