

We are happy to reanimate our Newsletter. Nevertheless we apologize that we stopped it for the year 2012. A lot of things happened during this year and we try to summarize and point out the most important and worth stuff for you. Also we will continue the Newsletter in more shorter but irregular periods during the year. But so far so good, the main issue of a newsletter is: "keep it short and catchy".



FachPack

From 25th to 27th September our Food & Pharma department participated on the FachPack in Nürnberg. FachPack for packaging, technology, processing and logistic presents the process chain "packaging" under one roof.

Overall 36,986 visitors were counted during these three days. 1,466 companies presented their products and services. Also ViscoTec could chalk up a successful exhibition with many visitors



Automatica

Adhesive & Chemicals BU exhibited on the Automatica 2012 in Munich. With 31,000 visitors from over 100 countries it consolidate its meaning as the most important place for automatization and as worldwide biggest trade fair for robotic.

Over three days (22nd to 25th Mai) we could present our products and solutions. As quite successful exhibition we could achieve 135 visitors with many interested parties and a lot of certain inquiries.

Motek/BondExpo

As our most important exhibition we showed off with the biggest booth we ever had. Further we organized some special exhibits to awake interest. And it was worth the effort. We had very successful 4 days (from 07th to 10th Oct.) and much more visitors than ever before. The biggest eye catcher was our coporation project with the companies DELO, Mitsubishi and Robot Technology Leaders: A robot cell with one of our RD Pumps. Up to now nothing special but with the software in the background we are able to convert a manual drawing on the iPad direct into a proper dosing result. BoneExpo numerical:

- 35,647 visitors from 93 countries
- 1,062 exhibitors from 23 countries
- 60,000m² exhibition space
- 200 accredited journalists



Launch of Navision

I think everyone of you know that ViscoTec Germany launched a new Enterprise resource planning system (ERP) at the beginning of 2012. Its name: Navision Dynamics from Microsoft. It took a lot of efforts and manpower to prepare everything before the headstart and even more afterwards to get it running properly (especially to state accounts). But meanwhile everything is working as and better than before. Nevertheless we will continuously work and improve this software to use its full potential.

New Teammates

During the last year we recruited 15 new people worldwide:

ViscoTec Germany: 2x design engineer, 1x IT system manager, 1x storeman, 1x CNC operator, 1x planning engineer, 1x sales manager for Food&Pharma, 1x clerk for Adhesives&Chemicals, 1x assemblyman for Preeflow, 1x designer, 1x purchasing manager

ViscoTec America: 1x sales manager, 1x electrical engineer

ViscoTec Asia: 1x sales manager, 1x customer relations/company assistance officer

Product Information Box

2RD12 3D

Due to the increasing demand of low viscous and higher volume potting applications we designed a new RD Pump with a special geometry, like the eco-PEN 700 we took a normal 3RD12 pump but are using the tripple threaded rotor-stator geometry. So we are able to achieve 3times as much dosing volume per revolution as the standard 3RD12 pump.

$$3 \times 1.7\text{ml/rev} = 5.2 \text{ ml/rev}$$

But due to this geometry change we are also subject to certain limitations regarding the fluid:

- max. viscosity around 75,000mPa*s
- more wear than standard 3RD12
- only available in VisTon

ViscoDos4000-2K Touch

To keep up with the worldwide trend of touchdisplays and self explaining interfaces it was the time to completely redesign our control units. The first step was to set one's hand to our 2 component systems. Due to a close cooperation between the sales department and the electronic development department we were able to design a customer-friendly, easy to understand and handle solution. The first prototype projects ran successfully and the customers are keen, especially when they saw the improvements to the ViscoDos4000.

We've almost finished a new control unit for our 2-component system ViscoDuo-V. All of you knows the ViscoDos4000-2k but the new version will have a complete redesigned inverface with color touch display.

HOT HOT HOT HOT HOT HOT

Big changes will take place in the end of 2012/in the beginning of 2013 which will have big internal effects but also some external.

These three people will be affected:



Vinzenz Gantenhammer

I think this is not a complete new story for the most of you but it will definitely have big impact on ViscoTec further development.

Mr. Gantenhammer, our Manager Development and Proxy Agent, the inventor of Preeflow and initiator of many product improvements, has retired.

Whole ViscoTec wish him all the best for his further way of life and we think he won't get lazy and has already thought about some private projects to spend his time with.

Martin Stadler

Martin Stadler, Senior Manager Business Unit Adhesives&Chemicals, will quit this assignment to the 31.12.2012. For over six years he built up successful business unit with great colleagues and team spirit and the most sales volume of ViscoTec. We as his direct subordinates will miss him and his chummy, pleasant but determined and successful leadership style.

But.... we are happy and proud to introduce Martin Stadler as the new (second) Managing Director beside to Mr. Georg Senftl.

Martin will move to the office from Mr. Gantenhammer on the first floor and will be responsible for many new tasks to lead ViscoTec further to a prosperous future.

Currently there is no decision yet made who will be the new Senior Manager of the BU Adhesive & Chemicals.

Wolfgang Merklein

Wolfgang Merklein, CEO of ViscoTec Asia, founded and built up ViscoTec Asia in Singapore very successfully. From March 2011 and further two years he lived in Singapore, travelled a lot, found new business partners and customers and managed everything from sales, order processing, service and accounting by himself. After one year he receipt support from Katrin Yue who now takes care about the order processing.

After one and a half year he also employed Melvyn Teo, a young engineer who will support him in doing sales and service.

To come to the point: Wolfgang Merklein will come back to Germany (01.01.2013) and act from the Germany HQ as the CEO of ViscoTec Asia. He will still be the responsible guy for the ASEAN countries and also ViscoTec Asia stuff but now sit in Germany. He will visit Singapore roughly all 2months for 2 weeks.