

IN THE
SPOTLIGHT.



challenge accepted

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IN THE SPOTLIGHT.



It's not about where we're from, or how big we are. How well-known we are doesn't matter, what's important is that we know our strengths and apply them appropriately in confronting and seeing our daily challenges as opportunities. These strengths and attitudes are key drivers for our high level of performance.

Challenges have remained the same since FIPA was founded in 1985: Automation through End-of-Arm-Tooling (EOAT) and gripper assembly along with vacuum and lifting technology constitute our contribution to flexible manufacturing. In addition, for us, automation also means "human factors engineering" - relieving employees from difficult, strenuous and danger-

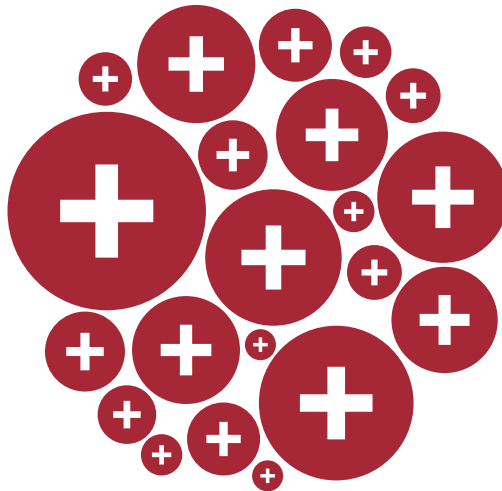
ous tasks and creating a process which is in harmony with the individual worker. As an owner-managed, globally active company, we create added value that goes far beyond precise automation solutions. We increase the efficiency and quality of companies' production processes in diverse sectors. We see our customers' needs and orders as a welcome opportunity to fully demonstrate our know-how, social commitment, and sustainable ideas.

Rainer Mehrer
CEO of FIPA GmbH

FIPA BENEFITS

Our products and services are the result of many years of collaboration with our customers and suppliers but primarily due to the dedication of our employees. They are the heart of our company. For this reason, their well-being and development are important to us. A high amount of personal responsibility gives them the

space and opportunity to achieve the very best for our customers. We support the creativity of our employees in the idea finding process by being open to necessary change. After all: new challenges are best faced with new solutions.



HOW FIPA PERFORMS AS AN EMPLOYER



Social volunteering
Social sponsoring



Company
health management



Working from home



Company pensions
Employee funded top-up pensions



Working time accounts
Flexible working times



Company events



Further training and education



International job
rotation



Employee participation

WHAT OUR EMPLOYEES SAY



A woman in a managerial position? At an international industrial company? And happy about it? At FIPA, it's possible. Because the focus is on expertise, it is possible to work from home, and flexible working time models are offered. I'm extremely thankful for this.

Jennifer Heidebrede | Manager International Marketing Communication

I'm proud that - with above average finance management and controlling - I am able to make my own contribution towards the sustainable healthy growth of the company.

Silvia Pohler | Manager Accounting



I've been working at FIPA for over 20 years. Because FIPA is like a family: not too large and with motivational group dynamics. Each person is important and has something to contribute. You really feel that each success is a shared success.

Oliver Richter | QM | CIP Manager

Ismaning, north of Munich, has more international connection points than many might think. I came to Germany from Australia via the USA, and am proud to be able to make my contribution to the intercultural expertise of FIPA.

Martin Turner | Head of Business Unit Plastics







Our team strength is greater than the sum of our individual strengths.

Andrea Mehrer | Head of HR & Legal, German Attorney at Law

TEAMWORK IS PART OF OUR CORPORATE CULTURE

In some companies, TEAM can mean something like "Great, someone else can do it!" - but not at FIPA. We interact openly and as partners.

There are countless examples of this. It becomes particularly clear when the well-being of others is at the forefront, rather than one's own interests or those of the company. In this regard, FIPA's teams regularly achieve top performances at charity events.

During everyday working life, too, we benefit from an atmosphere of mutual trust, personal dedication, and the

varied individual experiences of our employees. We believe that different religions, languages, and cultures enrich our company. Thanks to this diversity, we are used to always taking different points of view into account.

In a trustful working environment, criticism can be expressed openly - and can bring about positive change with the aim of continual improvement. Ultimately, this shared attitude benefits not only our employees themselves, but also our customers, in the form of optimised services and innovative products.

FIPA: YOUR SERVICE POINT

FIPA places the highest value on an excellent service culture that includes personal contact and professional project management. Just call us! We'll happily provide the appropriate information, service or product you require.



At FIPA, service is always individualised and at the customer's level. This is the only way to find the best solutions to resolve all problems relating to vacuum, lifting and End-of-Arm-Tooling technologies.

Thomas Trefzer | Chief Operating Officer, Authorised Signatory



**Trainings and seminars**

So that no questions go unanswered.

**Tests and loan equipment**

Doing is better than studying.

**Personal advice**

You have the choice:

An initial consultation or an expert-level meeting.

**Installation and commissioning**

"Doesn't work" isn't an option.

**Weekend installation**

Nobody wants a machine that's doing nothing.

**E-academy**

Your flexible FIPA further training scheme.

**Service package with extended guarantee**

For long-term satisfaction.

**Goods management**

Order Monday - Thursday by 2 p.m. for same-day dispatch.

**Hotline**

Manned continuously from 7 a.m. to 6 p.m., Monday to Friday.

PLASTICS



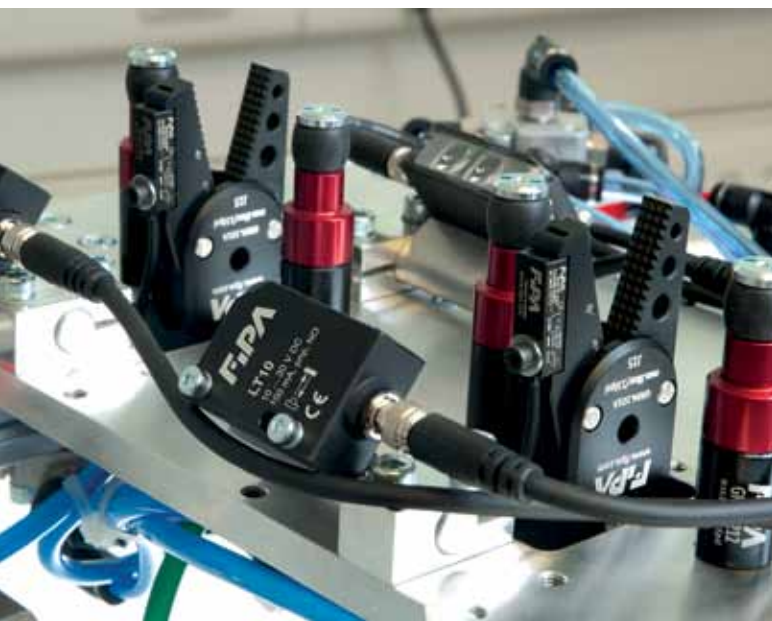
TOBIAS HERRMANN
Project Engineer
Business Unit Plastics

The requirements of the plastics industry are already stringent, and they will become even more demanding in the future. Increasing cost pressure, a trend towards miniaturisation, additional material functions, and an increasingly short time-to-market are just some of the reasons for this. In addition, requirements relating to strength, the observance of tolerances, and moulding speeds for different materials are changing. Increasingly small and light robots work together to operate a machine. With an emphasis on shorter cycle times our

challenges become greater in relation to part temperature, removal time and part quality. In gripper assembly, we meet these challenges with absolute flexibility. Just like the human hand, our systems are useful for a broad range of applications. Intelligent grippers detect process changes and can use camera-based and sensor-based components to make these adjustments. Heat-resistant components with soft touch surfaces can extract plastic parts that have not yet fully hardened without damaging them. Additive production processes allow FIPA to create customised grippers with ease - even in small lot sizes - and new materials contribute to our solutions to challenging projects.



INJECTION MOULDED PART REMOVAL | GATE CUTTING
LIFTING BAGS OF PELLETISED MATERIAL





Fast reaction times, expert technical advice - FIPA is outstanding even for special requirements or specifications.

Borscheid + Wenig GmbH, Germany

THE BENEFITS OF FIPA SOLUTIONS FOR PLASTIC PARTS

- Market-leading innovation of low-marking HNBR pads to handle sensitive parts with sprue grippers.
 - Silicone-free HNBR pads and vacuum cups that are suitable for high temperatures (max. 160 °C) and ideal for the handling of automotive plastic components which require painting.
 - Process reliability with the SAFE-LOCK mechanism for quick change systems.
 - Market leader for miniature sprue grippers in the 80 series for extremely small gates or products.
 - Custom solutions to meet today's requirements in the plastics industry.
 - Wear-resistant Varioflex® vacuum cups to enable the safe handling of irregular or structured surfaces.
-

SHEET METAL



MINGYU PENG
Project Engineer
Business Unit Sheet
Metal Handling

High quality, design, functionality, and a long cycle life - expectations placed upon metal and sheet metal products are growing considerably. Products must be produced in a cost-effective manner with minimal weight while maintaining structural integrity. Here, the issue of hot working has a central role, and likewise groups together individual work steps such as hot working, trimming, and the punching of holes to create a single production step.

In addition, the individual machines should also be able

to communicate with other plants. Data exchange along the entire production chain enables optimised production processes with increased planning safety, more flexibility, productivity, and better product quality. As a result requirements increasingly relate to automatic control, monitoring, and the evaluation of processes. Interface management becomes more important, even in the case of the smallest components such as ejectors for vacuum generation.

Broad product diversity along with reduced lot sizes results in increased complexity in the processing of sheet metal and the demand for effective, highly flexible solutions.



SHEET METAL TRANSFER | AUTO BODY PANEL HANDLING | MACHINERY LOADING





The FIPA EOAT allows our robot to handle a much wider range of parts than before, including full-size car doors. And its rigid design ensures that any part it handles experiences very little to no deflection or stress.

Timothy Holcomb, Senior Segment Engineer | FANUC, USA

THE BENEFITS OF FIPA SOLUTIONS FOR HANDLING SHEET METAL

- Highly wear-resistant materials for the dynamic handling of dry and oiled sheet metal parts in pressing plants and for shell construction and body construction.
 - Vacuum cups that are free from silicone and PWIS for low-marking handling and trouble-free subsequent painting.
 - Gripping spiders “FIPA Spider” for robot-aided or manual handling of large sheet metal parts.
 - Efficient vacuum generation with integrated parts control for maximum process safety in sheet metal processing.
 - Innovative gripper systems that intelligently combine suction technology with pneumatic End-of-Arm-Tooling (for example, rubberised grippers for gently handling optically high-quality surfaces).
-

PACKAGING



STEPHAN EIFLER

Head of Business Unit
Packaging

Awareness regarding a product's packaging will change greatly. Sustainability is one of the major trends in the packaging industry. Due to their high recyclability, glass and metal packaging products will increase in use. Additional new requirements will join the role of packaging in protecting products: extending product shelf life, oxygen resistance, resistance to UV light and moisture along with the desire for custom packaging to act as a corporate "calling card".

Packaging plant manufacturers increasingly rely on construction kits. This increases flexibility and shortens the time-to-market. In addition to collaboration between humans and robots, an intelligent machine that monitors and optimises these processes also plays an important part here. FIPA's automation solutions follow these trends. For example, with optical systems for robots and grippers that ensure that packages can be reliably picked from an unstructured environment. In the future, more sterilisation procedures will be introduced in the field of medical packaging. The gripper systems must be able to withstand these new substances and the cleaning and sterilisation processes.



PICK & PLACE | CARDBOARD BOX HANDLING | PALLET HANDLING
BAG HANDLING | FOOD & BEVERAGE





We're very grateful for your help. Thanks to clever construction solutions from FIPA, we've been able to achieve major cost savings.

Kaye Huber | CSP Technologies, USA

THE BENEFITS OF FIPA SOLUTIONS FOR HANDLING PACKAGING

- The world's largest range of vacuum cups.
 - Highly wear-resistant vacuum cups for made from vinyl or Varioflex®, for example for uneven or rough surfaces.
 - Vacuum gripping systems that are not sensitive to dirt, deal with layered or single products without a gripper change and with minimum maintenance.
 - Bag grippers for products with unstable shapes - for robot-aided or manual handling.
 - Energy-saving vacuum generators with quick-switching valves - efficient vacuum formation for very short cycle times, e.g. for delta robots such as FlexPicker™.
 - Vacuum cups and gripper systems for direct contact with foodstuffs meet the requirements of the FDA and EC 1935/2004.
 - Specialised vacuum cups for products such as pralines and eggs.
 - Customised gripper solutions, e.g. for sensitive products, such as croissants, from a lot size of 1.
-

WOOD



**MICHAEL
KALTENECKER**
Business Development
Manager Wood

The economic significance of the timber industry will continue to grow in the future. For wood products, the issues of climate protection and energy efficiency are important drivers of innovation. Lightweight panels in the furniture industry bring about better handling, material savings, and lower transport costs. Due to new developments in technology and construction, the wood industry is winning back its once traditional niche - particularly in the construction sector. The high level of prefabrication also relocates value creation

from manual craft to industry. The increased use of material combinations such as wood and textiles - from the furniture industry to the construction sector - is a further trend.

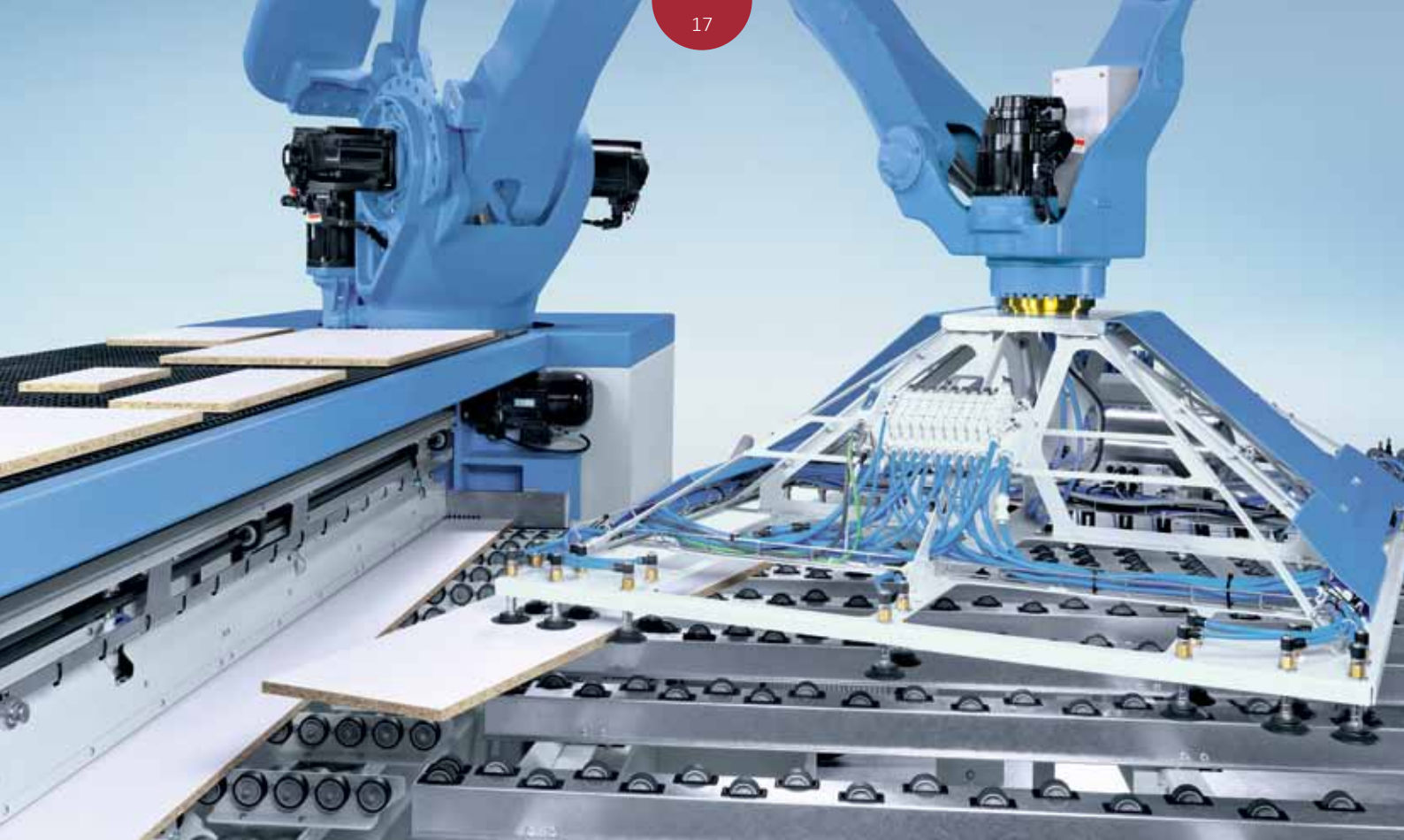
In order to meet these requirements, a rise in digital networking and plant automation can also be seen in the wood processing industry.

Higher process efficiency is required in order to succeed in a competitive environment, especially for small and medium-sized businesses. In addition, there's the issue of ergonomics in the workplace. Employees are aging while the number of skilled personnel is declining. This increases the need for automation or equipment that can be intuitively operated.



WOOD TRANSFER | PALLET HANDLING | LOADING MACHINERY





The FIPA flat vacuum cups used in our new HPS 320 flexTec cutting cell are ideally suited for the highly dynamic handling of panels, strips and parts. Mounted on the industrial robot, the FIPA flat vacuum cups allow the reliable and efficient handling of workpieces with coated, uncoated and structured surfaces.

Matthias Erbele, Development Periphery | HOLZMA Plattenaufteiltechnik GmbH, Germany

THE BENEFITS OF FIPA SOLUTIONS FOR WOOD

- Easy movement of heavy and bulky loads up to 230 kg with FIPALIFT tube lifters for ideal handling panels.
 - Largest range of low-marking and highly abrasion-resistant vacuum cups with the most diverse shapes and materials.
 - Ideal sealing for rough surfaces due to specialised vacuum cups for the wood industry.
 - No deformation of thin-walled products due to bracing.
 - Safe handling as a result of vacuum cups with a large diameter and integrated steel or aluminium plates - for light to heavy loads.
 - Multi-chamber ejectors with high suction power for process-safe handling of porous and non-porous materials.
 - Heavy-duty ejectors for an interruption-free vacuum supply, even in the most difficult conditions.
-

AN ALL-ROUND OFFERING



UDO SCHREEN
Customer Support

Do your requirements for automation lie outside the fields of plastics, sheet metal, packaging and wood? No problem. Our customer support team can advise and support all customers in using our products in an efficient and targeted manner. After all, a product portfolio that is as modular and innovative as that

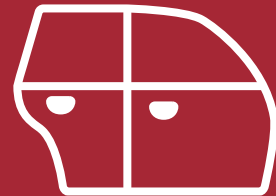
of FIPA also lends itself to applications in other areas. This flexibility opens up a wide range of additional areas of application, rounding off the FIPA range.

You decide how to get in touch with us. You can reach our expert team via phone, e-mail, live chat, and social media platforms.

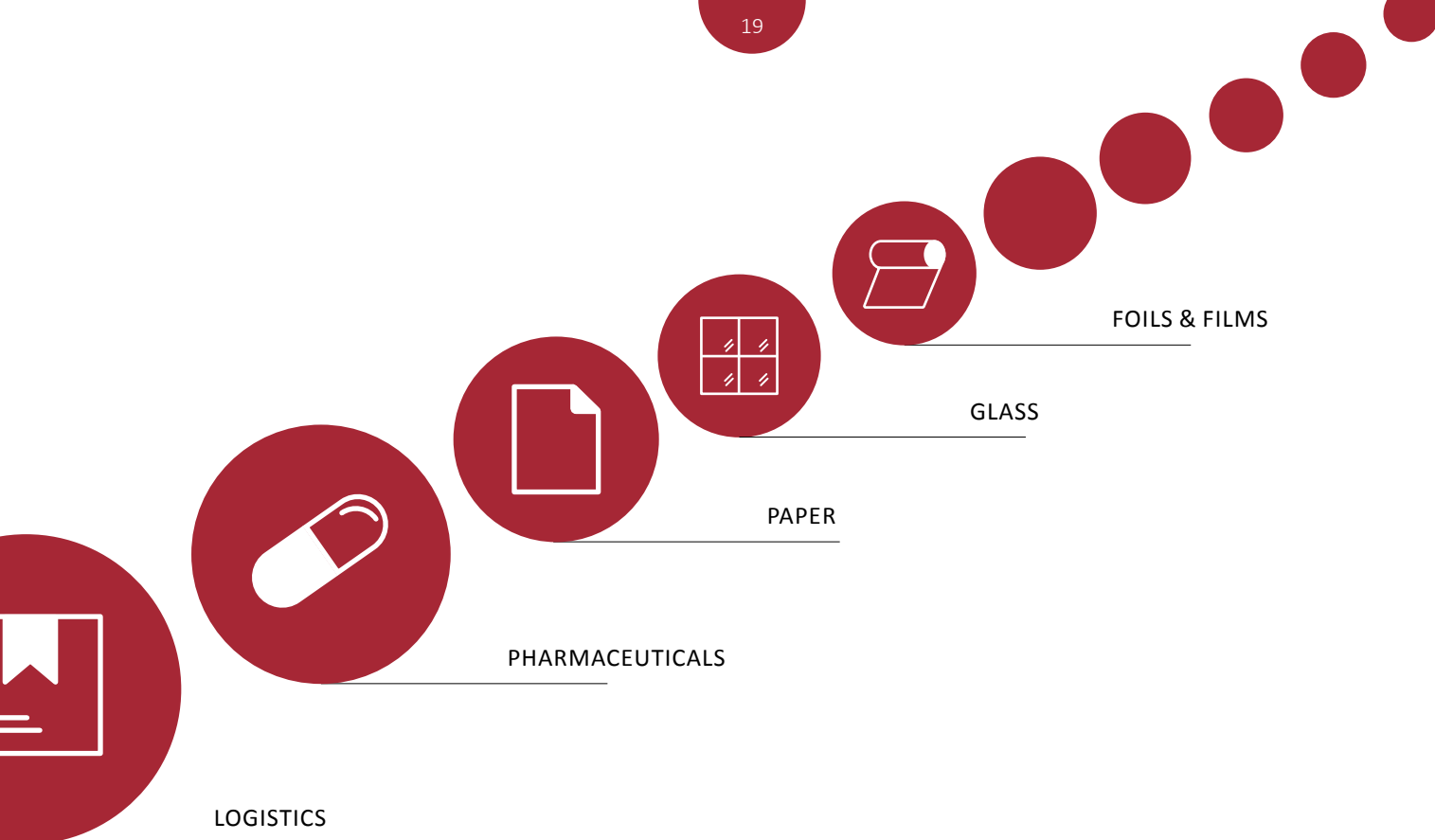
FURTHER APPLICATION AREAS



FOODSTUFFS



AUTOMOTIVE



FIPA is innovative and dynamic - I experience this myself every day when it comes to the development of projects for special applications. I receive all the support I need and the necessary space for creativity.

Serhat Özden | Head of Sales for South Western Germany and Switzerland

THE BENEFITS OF FIPA CUSTOMER SUPPORT

- Price information
- Order intake
- Punctual delivery
- Support in planning and constructing your own gripper system
- Advice for selecting components
- Help in 3D CAD design
- Assembly instructions
- Installation and commissioning support
- Complete system calculations
- Product training

KEY ELEMENTS

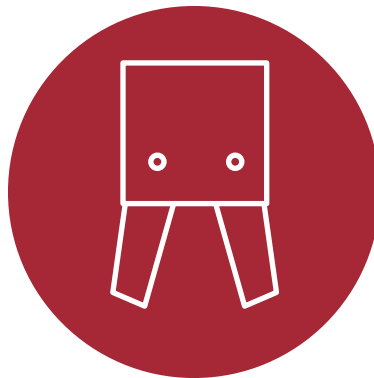
The fascination of modular systems is that a limited number of elements can give rise to endless possibilities for new developments. These being achieved in the shortest possible time frame with reliable results.

VACUUM TECHNOLOGY



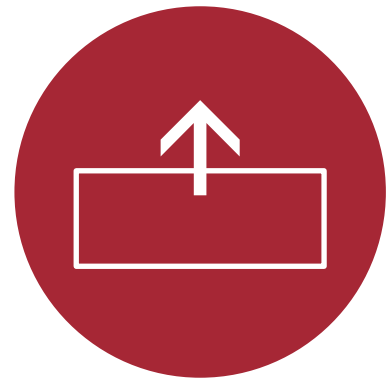
Suction | Control and regulation
Vacuum generation

GRIPPER TECHNOLOGY



Gripping | Cutting

LIFTING TECHNOLOGY



Lifting | Moving
Transporting



Whether in robotics, crane and lifting technology, or general handling tasks, our modular construction kit covers practically every situation with its standard components. This makes everything so wonderfully simple and efficient.

Stefan Kronawitter | Manager Product Competence Center



You can find all the information you need about FIPA components at www.fipa.com or in the corresponding product catalogues.

VACUUM TECHNOLOGY

Our services in the vacuum technology field range from the delivery of individual components to project planning and the supply of entire systems. FIPA covers the entire process chain - from vacuum generation to system peripheries, vacuum cups and active gripping elements at the interface of industrial handling.



GRIPPER TECHNOLOGY

With FIPA, you benefit from an innovative series of End-of-Arm-Tooling components that combine to form an extensive modular construction kit that comprises varied sizes of sprue grippers, fastening elements and diverse accessories - all of which can be tailored to your specific application. Add to these the wide range of vacuum cups and components, this opens a world possibilities.



LIFTING TECHNOLOGY

With FIPALIFT tube lifters, work is accomplished with ease. The lifting devices can be adjusted to your individual needs - depending on your sector. This enables a more efficient, faster work process and relieves the stress on employees' bodies. A further advantage: all components are compatible with the entire FIPA vacuum technology and End-of-Arm-Tooling ranges. In addition, FIPA also offers crane systems - from jib cranes to easy running aluminium profiles, trolleys, suspensions and numerous accessories.



FIPA LIFT



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FIPA sales partners

With sales partners in over
30 countries around the world,
FIPA makes know-how accessible
to anyone who needs it.



- Headquarters
- Subsidiaries abroad

www.fipa.com

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