



Wemo Product- and price- information 2013-03-01

Dear Colleges!

We are now in full planning of a new exiting year together, and want to thank you for the nice cooperation during 2012. The order income have been all-time high for both January and February 2013, and we can see strong sales for the next month´s as well.

Thanks to our new factory we can now ramp up the volume and follow the needs into the market. Higher efficiency and better logistic flow, result to keep short delivery times for supplying automation into the plastic industry.



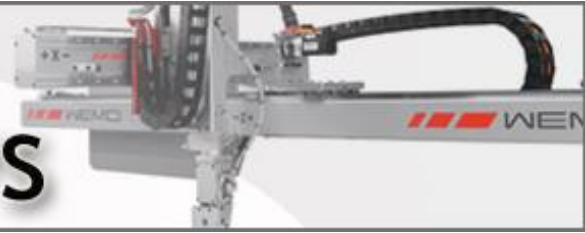
We are now in full planning for the development and news for the highlight this year, the K-exhibition in Düsseldorf in October.



We will send out press release material for distribution into plastic magazines, in middle of August, and pre information for distributors, so you can prepare mailing etc. for invitation to your customers.

March 2013

Wemo News



In this Newsletter we will inform you about following:

- Release date of the new WIPS software for Basic2 and High Speed robots
- Release date of the new 16-5 eDesign model.
- The new updated technical data manual 1301-UK for all robot types
- New pricelist with 4-5, eDesign, Basic2, and High speed robots for own language.
- New robot dimension calculator.
- Time schedule of new upcoming leaflets.
- Updating of Wemo website and extranet.

Release date of the new WIPS software for Basic2 & High Speed robots

The positive feedback from the visitors when we presented the final version of the WIPS software was a good sign for us to know that we will have a unique advantage of our robots in the automation field.



WIPS (Wemo intuitive programming system)

With the new more modern graphic design of the user interface and better flexibility for automation solutions it will makes advantages for all robot users.

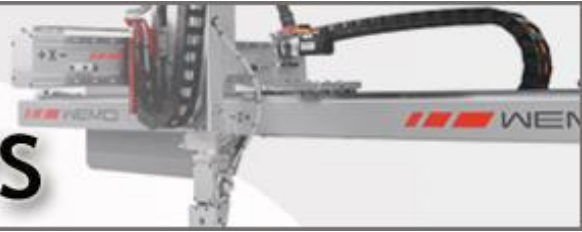
The release date to get the Basic2 and High Speed robots will be as following:

The final version for translation will be send out in week 11-2013

The robots will be equipped with WIPS software which are ordered from week 12-2013.

March 2013

Wemo News



Release date of new eDesign models.

The sales for the cost effective version of linear robots has growing in high volumes since introduction of the 6-5 & 8-5 eDesign at Fakuma last year.

Now we will present the third eDesign model to match the need for middle sized machine applications.



Wemo 16-5 eDesign

The robot will have 10 kg handling weight and uses for machine of 200-450 tonnes.

The new 16-5 eDesign will be ready for delivery in week 13-27.

The new updated technical data manual 1301-UK for all robot types

We have now a new version of technical data 1301 for all of our types of robot models. This leaflet is now included with technical data of the eDesign robots and new options for all our robot models. This is available in PDF of two versions:

1. PDF version for viewing called :Technical data_1301-UK_view
2. PDF version printable version called: Technical data_1301-UK_selfprint

This leaflet will only be possible to get in electronic version (not printed catalogs) to allow us to update the technical information much more frequent. Possible to download from our extranet.

March 2013

Wemo News



New pricelist with 4-5, eDesign, Basic2, and High Speed robots for own language

The new configurator of pricelist for all type of robots are now ready for use. This is possible for download from our extranet

New items in the pricelist are:

- Reference number for all type of additional options.
- Picture of each robot model in the specification sheet
- Multi language function for making your translation into your own language

More detailed information about the pricelist is included in the intro in the pricelist.

The prices for the 4-5 and eDesign are the same as we presented at the agent meeting in September last year.

The prices of Basic2 and High Speed is now increase with appr.+4% because of following reasons:

1. The new WIPS software is included as standard in these type of robots.
2. The need of higher performances in the controller increased the cost.
3. Increased material cost of raw material and components

A new pricelist of the WCS Conveyor's is also ready to use.

The new prices are valid for orders placed from 1of April 2013.

For WGS and WSS, we will release new pricelists during Q2 -2013 when the new catalogs will be ready.

New robot dimension calculator

To get a better presentation of the offered linear robots we have now made a update of the design of existing platen spacer calculator.

The new version is named Robot dimension calculator and is a helpful tool to check and present the dimension of offered robots for the customer.

This is also available at the extranet for download.

March 2013

Wemo News



Time schedule of new upcoming leaflets

In Q2-2013 we will present two new catalogs of automation products

1. The new catalog of **WGS Components for EOAT** (End Of Arm Tooling).
Since we presented the book of ideas the interest from customers has been growing for every year. Now we will present a separate catalog for the WGS components in 100 pages. This will be with more than 60 new components for cost-effective and flexible design of EOAT.
The catalog will be ready for release in UK version in Week 16.
A pricelist will be ready in the same time for download.
2. The new catalog of **WSS Safety enclosure components** will be presented with the new dimensions, new components in week 26.
A pricelist will be ready at the same time for download.

Updating of Wemo website and extranet

At the agent meeting last year Wemo presented the marketing plan to be better of more information and argumentation of our products.

We have since then being working hard to raise the level of this material and will during the time to K-exhibition present a lot of new leaflets, presentations, sales tools etc.

One sleeping tool has been the Wemo website and extranet.

This will now be changed in steps during the year for better presentation of our company and products,

The extranet will be erased with old information and filled in with all active material.
Start from week 10.