

Customer-specific solutions

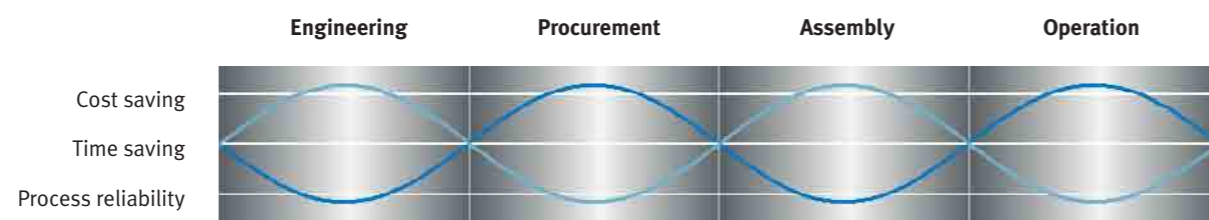
FESTO





Where technological enthusiasm and efficiency merge, products incorporating new ideas evolve.

Where the customer is the main point of focus, tailor-made services evolve.



Customer-specific solutions – tailor-made value creation

As a partner to its customers, Festo wants you to be able to make the most of your automation potential.

By continually analysing the value creation chain, closely and continuously co-operating and communicating with our customers, Festo knows your processes and the problems you face.

Festo has developed a sophisticated range of products and services based on this knowledge, optimally designed to meet the needs of our customers.

This involves the successful interchange of customers' processes and services from Festo.

Customer-specific solutions from Festo are an integral part of this, particularly when tailor-made solutions are crucial to achieve maximum process reliability and system availability.

For example, ready-to-install and customised solutions enable you to concentrate on your core competencies and reduce your vertical integration.

Alternatively, you can gain support from services throughout the entire value creation chain. The more complex the solution and the more tasks you entrust to Festo, the more time and money you can save while simultaneously improving process reliability.

All in all, excellent know-how for maximum productivity through tailor-made value creation.



Maximum partnership for maximum success

Our individual solutions are evidence of the extent and quality of our customer-oriented thinking. Optimum and individual solutions can only be implemented when the tasks and requirements of customers are understood and the necessary team structures are put into place. This is why we have our worldwide network of experts.



Customised solutions with the hallmarks of series products help to reduce the time-to-market for OEMs and end users by saving time at every stage of the process, from planning and design to assembly, performance testing and production of documentation and delivery. Defined interfaces make for problem-free installations while functional tests ensure reliability, all with state-of-the-art technology.



Your task – our challenge
At Festo the solution is based on the task at hand; it defines whether standard components, systems, application-specific designs or individually tailored services would be most suitable. This makes Festo a unique single sourcing partner worldwide.

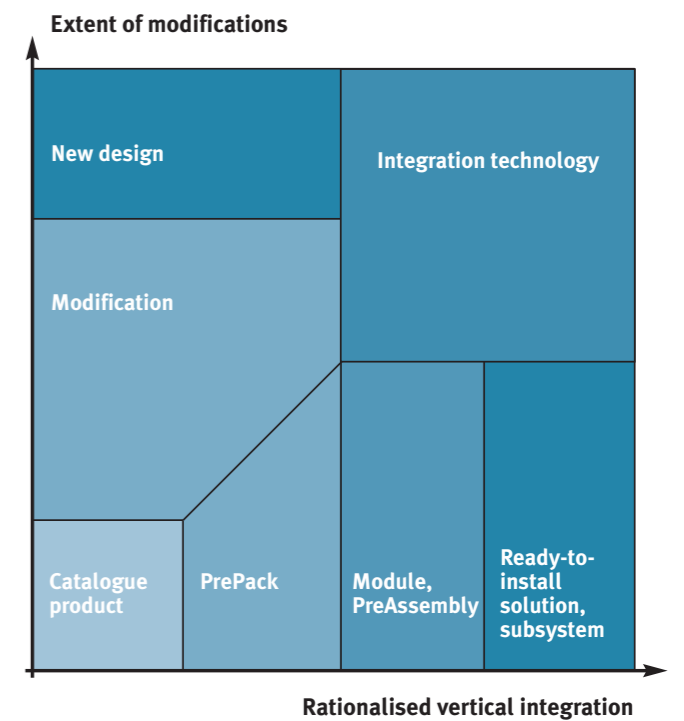


Individual services
A complete service offering: Festo has introduced a wide variety of services across your entire value creation chain, providing optimum support for finding the right solutions for your tasks.

Individual assemblies and systems
Reduce your vertical integration, concentrate on your core competencies and save time and expense with solutions ranging from simple PrePack and pre-assembled modules to ready-to-install complete solutions. All encompassing solutions bring greater benefits.

Individual design
The ultimate freedom offered by application-optimised solutions that meet specific customer requirements for function and size, ranging from simple modifications to entirely new designs.

In a word, there are no limits to the customer-specific solutions Festo can provide.





Our goal: Work and win together

Reduce TCO by using services and products from Festo

With solutions from Festo you can systematically reduce the costs of your processes, from engineering to operation. This is because Festo never loses sight of the importance of the total cost of ownership.

If you look at the overall costs of a system in terms of TCO, you will see massive potential for savings. Especially significant are the actual technological costs (cost of materials) which are minor when compared to the engineering, procurement, assembly and operating costs of a system.

Cost drivers

- Selecting components
- Sizing drives
- Drawing circuit diagrams
- Integrating individual components into an overall design
- Ordering procedures
- Assembly, installation and commissioning
- Maintenance and servicing of systems
- Energy consumption

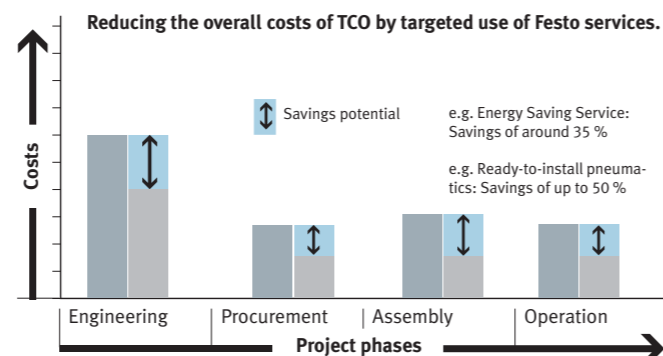
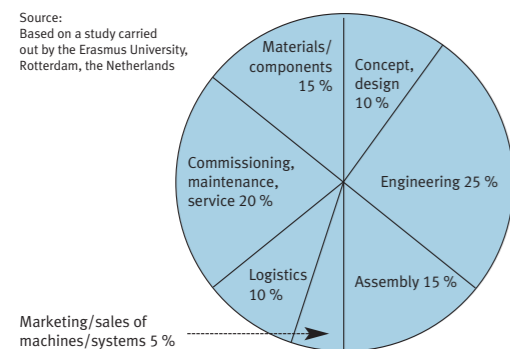
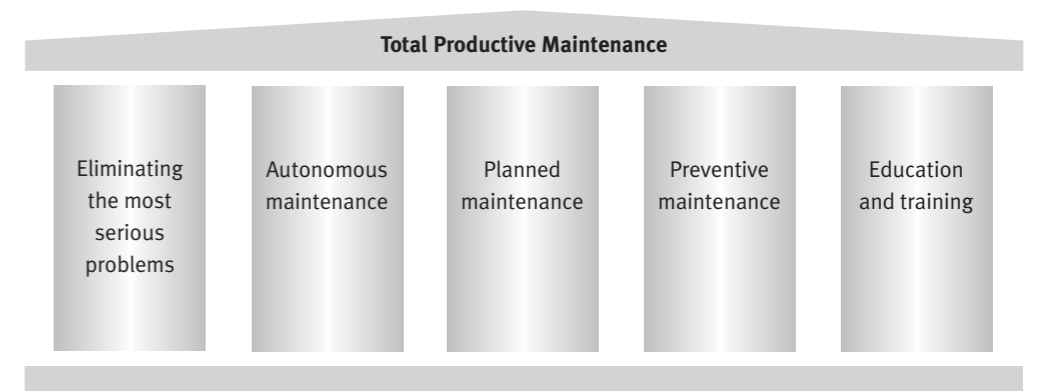
Festo has therefore developed a portfolio of services that is always being expanded and provides continuous support throughout your entire value creation chain. With Festo you have a partner who will help you to drastically reduce your overall costs.

Fit for TPM

When combined, our services lead to optimum efficiency and maximum process reliability, both of which are fundamental aspects of Total Productive Maintenance (TPM).

Innovative maintenance and servicing concepts make a significant contribution to improving the availability of machines, systems and facilities. Possible weaknesses are constantly analysed and the overall equipment effectiveness (OEE) is continuously improved through active employee participation.

Our services offer customised support for your TPM concept.





Services in focus

Engineering

Fast and reliable engineering is the key to the successful completion of a project; it also reduces the time to market.

- Worldwide, personalised advice in line with your requirements: Expert engineers will assist you right from the start with interdisciplinary know-how on automation, from the optimum selection of individual components to project planning of complex solutions
- The electronic catalogue with engineering tools, containing everything you need for fast selection and design, configuration and simulation as well

as generating circuit diagrams and parts lists

- Over 20,000 2D/3D CAD models making integration in machine planning/documentation easy

Procurement/logistics

With its integrated logistics concept and identical order processing method worldwide, Festo ensures reliability and maximum flexibility.

- Logistics optimisation service: Analysis and optimisation of parts ordered and ordering methods bring more clarity. With optional stock labels, ordering via the online shop using barcode scanners is simple and error-free
- Online shop: Always accessible and up to date. With its information on availability and price, its ordering function and full order tracking service, the Festo online shop is the fastest way of making purchases.

- Fastest delivery service worldwide: The most advanced logistics centres organise deliveries quickly and effortlessly to all locations. Deliveries in Europe are even quicker: 24-hour service for the standard product range. Using the Special Manufacturing Service, X-stroke cylinders and configurable valve terminals can be manufactured and delivered in 24 hours.





Services in focus

Assembly/commissioning

With Festo you win the race against the clock. This is because saving you time and effort during assembly and installation are part of the service at Festo, as are maximum reliability and system performance.

- Compressed air consumption analysis gives peace of mind. Exactly determine the compressed air consumption of machines in order to define the optimal compressor and compressed air line sizing and calculate the TCO.
- Festo plug and work® means faster installation and commissioning. Features such as extremely simple installation principles, defined interfaces and teach-in or parameterisation functions make the work much easier and save a huge amount of time.
- Commissioning service for axis systems: Maximum system performance is achieved through optimum installation and commissioning on-site, including training for operating staff.

Operation

The manufacturing industry's main focus is on efficiency and 100 % system availability. All the more reason to opt for maximum reliability.

- Spare parts and repair service: The fastest assistance when it is most needed.
- Compressed air quality analysis: Optimisation of compressed air quality increases reliability, enhances service life, ensures maximum reliability of pneumatic systems and boosts competitiveness.

- Modular service contracts for tailor-made support: Created to provide preventive maintenance, but also to provide ideal support in the event of an emergency.
- Energy Saving Service: Identifies leakages and helps to save valuable compressed air; reduces consumption by up to 60 %.

Condition monitoring service

Condition monitoring solutions tailored to your requirements enable you to immediately identify critical changes in your system and thus intervene in good time, plan maintenance work and avoid downtime. Festo helps you to implement your condition monitoring system:

- Planning and optimum design
- Preliminary consumption and quality measurements
- Optional: Optimisation of air consumption through the elimination of leakages
- Installation and commissioning of systems and sensors
- Maintenance and servicing system:





Ready-to-install means efficient: complete system solutions

Reduce time, cut costs, enhance reliability

Technical excellence is part of Festo's ready-to-install solutions. Tried and tested to ensure that your systems will achieve maximum process reliability and productivity. All components are perfectly matched and are technically state-of-the-art. Our flexible scheduling and punctual deliveries provide even greater reliability.

PrePack and PreAssembly

Individual components are assembled in line with a customer's request. They are either compiled as a pre-packaged set or assembled, tested and ready-for-installation. Only one part number is needed when placing an order and delivery is all in one package. PrePacks reduce purchasing and logistics costs and Pre-Assemblies also make installation easier. You can rest assured that every single component is included. And it goes without saying that the quality will have been thoroughly tested.

Ready-to-install solutions: Assemblies and subsystems

Festo relieves you of practically all the complex work processes involved when building a pneumatic or electric subsystem. We design, assemble, test and deliver systems that are ready to install. If needed, we will install your system and commission it so you can concentrate on your core tasks. We will do the rest, saving you not only time but money too – up to 50 %.

Handling systems

High end speeds and extremely short cycle times in production are achieved thanks to harmonised modular components. The extensive portfolio of tested and ready-to-install handling systems is based on years of experience. Whether pneumatic, servopneumatic or electrical, we have systematically continued to develop our multi-axis kit.

Our offer:

- Extensive support: From planning and design through to commissioning
- Fast configuration utilizing customised 2D/3D models and complete machine documentation
- Analyses of projecting edges, calculations and functional tests for maximum operational reliability

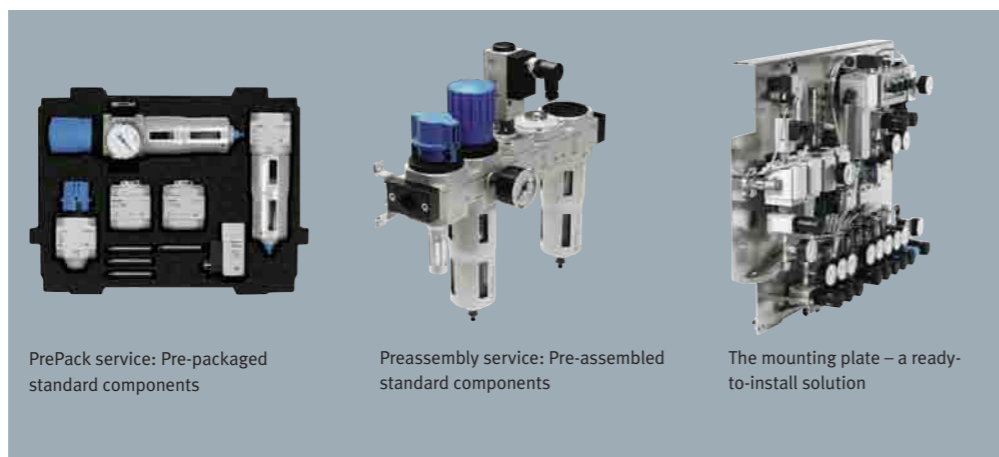
Integration technology

Integration technology from Festo is worth considering for all applications where optimised installation space, fast installation and maintenance or a neat design is required.

Based on standard components, ranging from service units to valve terminals, these application-optimised individual units fit perfectly in a system.

They replace the complex conventional design using multiple

tubing connections with robust polyurethane duct blocks, extruded profiles or aluminium adapters. Pneumatic functions such as directional control valves, flow control valves or vacuum generators can be integrated directly into customised designs. This creates solutions that are more compact, better-performing and more intelligent – in other words, they are more cost-effective.



PrePack service: Pre-packaged standard components

Preassembly service: Pre-assembled standard components

The mounting plate – a ready-to-install solution





Individually adapted for special applications

Our application-optimised products are tailored to suit your special requirements. They are developed with you as part of a creative communications process in order to avoid delays. We work with you, from initially determining your specifications and creating a prototype to the final pilot series and series production.

This ongoing coordination throughout the entire creation process and beyond ensures that we develop the best possible solution. Our motto is always: As functional as necessary, as cost-effective as possible. We know that only by adopting this attitude we can provide you with lasting solutions that provide maximum productivity and a fast return on your investment.

Modification of standard components

Sometimes small adjustments are sufficient to prepare a standard component so that it perfectly fits your purpose. For instance, even a minor change to connections, materials, surface finishes or housing dimensions can make all the difference.

Sometimes further adaptations to function and size are required, for instance in certain industry segments such as the textile industry, packaging and food industry, and the production and manufacturing sector. Our maxim is therefore: We keep everything as individual as necessary but as close to our standard as possible.

New designs

Designed to meet the specific requirements of the application: No matter whether it is about modified lay-outs, the toughest environmental conditions or the optimisation of technical data, e.g. an increase in switching times.

From the prototype to series production

Once a project has been planned, it can always be accessed again; wherever possible we use synergies for series development and production. We also include application-optimised solutions in the close-to-standard production range. This means that highly specific solutions can be made available within a very short time frame.

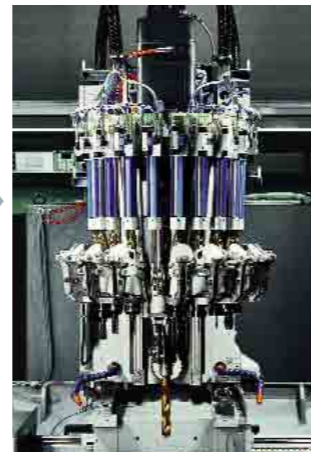
Small, highly qualified project teams ensure that efficient solutions remain cost-effective. At the same time, you have access to the resources of a large company with international operations: You can call on the expertise of over 12,000 employees at any moment.



Rodless drive for the textile industry



Integration cylinder for fast tool changing



Festo worldwide

Argentina

Festo S.A.
Edison 2392
(B1640 HRV) Martinez
Prov. Buenos Aires
Tel. ++54 (0)11/47 17 82 00, Fax 47 17 82 82
E-mail: info_ar@festo.com

Australia

Festo Pty. Ltd.
Head Office (Melbourne)
179-187 Browns Road, P.O. Box 261
Noble Park Vic. 3174
Call Toll Free 1300 88 96 96
Fax Toll Free 1300 88 95 95
Tel. ++ 61(0)3/97 95 95 55, Fax 97 95 97 87
E-mail: info_au@festo.com.au

Austria

Festo Gesellschaft m.b.H.
Linzer Straße 227
1140 Wien
Tel. ++43 (0)1/91 07 50, Fax 91 07 52 50
E-mail: info_at@festo.com

Belarus

IP Festo
Minsk, 220035
Mascherov Prospekt, 78, Belarus
Tel. ++375 (0)17/204 85 58, Fax 204 85 59
E-mail: info_by@festo.com

Belgium

Festo Belgium sa/nv
Rue Colonel Bourg 101
1030 Bruxelles/Brussel
Tel. ++32 (0)2/702 32 11, Fax 702 32 09
E-mail: info_be@festo.com

Brazil

Festo Automação Ltda.
Rua Guiseppe Crespi, 76
KM 12,5 - Via Anchieta
04183-080 Sao Paulo SP-Brazil
Tel. ++55 (0)11/50 13 16 00, Fax 50 13 18 68
E-mail: info_br@festo.com

Bulgaria

Festo Bulgaria EOOD
1592 Sofia
9, Christophor Kolumb Blvd.
Tel. ++359 (0)2/960 07 12, Fax 960 07 13
E-mail: info_bg@festo.com

Canada

Festo Inc.
5300 Explorer Drive
Mississauga, Ontario L4W 5G4
Tel. ++1 (0)905/624 90 00, Fax 624 90 01
E-mail: info_ca@festo.com

Chile

Festo S.A.
Mapocho 1901
6500151 Santiago de Chile
Tel. ++56 (0)2/690 28 00, Fax 695 75 90
E-mail: info_chile@cl.festo.com

China

Festo (China) Ltd.
1156 Yunqiao Road
Jinqiao Export Processing Zone, Pudong,
201206 Shanghai, PRC
Tel. ++86 (0)21/58 54 90 01, Fax 58 54 03 00
E-mail: info_cn@festo.com

Colombia

Festo Ltda.
Avenida El Dorado No. 98-43
Bogotá
Tel. ++57 (0)1/404 80 88, Fax 404 81 01
E-mail: festo@festo.com.co

Croatia

Festo d.o.o.
Nova Cesta 181
10000 Zagreb
Tel. ++385 (0)1/619 19 69, Fax 619 18 18
E-mail: info_hr@festo.com

Czech Republic

Festo, s.r.o.
Modranska 543/76
147 00 Praha 4
Tel. ++420 261 09 96 11,
Fax ++420 241 77 33 84
E-mail: info_cz@festo.com

Denmark

Festo A/S
Islevdalvej 180
2610 Rødovre
Tel. ++45 70 21 10 90, Fax ++45 44 88 81 20
E-mail: info_dk@festo.com

Estonia

Festo OY AB Eesti Filiaal
Laki 11B
12915 Tallinn
Tel. ++372 666 15 60, Fax ++372 666 15 61
E-mail: info_ee@festo.com

Finland

Festo OY
Mäkituvantie 9, P.O. Box 86
01511 Vantaa
Tel. ++358 (09)/87 06 51, Fax 87 06 52 00
E-mail: info_fi@festo.com

France

Festo Eurl
Numéro Indigo Tel. 0820/204640, Fax 204641
ZA des Maisons Rouges
8 rue du Clos Sainte Catherine
94367 Bry-sur-Marne cedex
Tel. ++33 (0)1/48 82 64 00, Fax 48 82 64 01
E-mail: info_fr@festo.com

Germany

Festo AG & Co. KG
Postfach
73726 Esslingen
Ruiter Straße 82
73734 Esslingen-Berkheim
Tel. ++49 (0)711/34 70, Fax 347 21 44
E-mail: info_de@festo.com

Greece

Festo Ltd.
Hamosfernas 40
11853 Athens
Tel. ++30 210/341 29 00, Fax 341 29 05
E-mail: info_gr@festo.com

Hong Kong

Festo Ltd.
Unit C&D, 7/F, Leroy Plaza
15 Cheung Shun Street
Cheung Sha Wan, Kowloon
Hong Kong
Tel. ++852/27 43 83 79, Fax 27 86 21 73
E-mail: info_hk@festo.com

Hungary

Festo Kft.
Csillaghegyi út 32-34.
1037 Budapest
Tel. ++36 (06)1/250 00 55, Fax 250 15 93
E-mail: info_hu@festo.com

India

Festo Controls Private Ltd.
237B,
Bommasandra Industrial Area,
Bangalore Hosur Highway,
Bangalore 560 099
Tel. ++91 (0)80/22 89 41 00, Fax 783 20 58
E-mail: info_in@festo.com

Indonesia

PT. Festo
J.L. Sultan Iskandar Muda No.68
Arteri Pondok Indah
Jakarta 12240
Tel. ++62 (0)21/27 50 79 00, Fax 27 50 79 98
E-mail: info_id@festo.com

Iran

Festo Pneumatic S.K.
#1,Behbahan St. Ramsar ave
Tehran 1581975411
Tel. ++98 (0)21/88 82 92 25, Fax 882 21 62
E-mail: info_ir@festo.com

Ireland

Festo Limited
Unit 5 Sandyford Park
Sandyford Industrial Estate
Dublin 18
Tel. ++ 353(0)1/295 49 55, Fax 295 56 80
E-mail: info_ie@festo.com

Israel

Festo Pneumatic Israel Ltd.
P.O. Box 1076, Ha'atzma'ut Road 48
Yehud 56100
Tel. ++972 (0)3/632 22 66, Fax 632 22 77
E-mail: info_il@festo.com

Italy

Festo S.p.A
Via Enrico Fermi 36/38
20090 Assago (MI)
Tel. ++39 02/45 78 81, Fax 488 06 20
E-mail: info_it@festo.com

Japan

Festo K.K.
1-26-10 Hayabuchi, Tsuzuki-ku
Yokohama 224-0025
Tel. ++81 (0)45/593 56 10, Fax 593 56 78
E-mail: info_jp@festo.com

Korea South

Festo Korea Co., Ltd.
470-1 Gasan-dong, Geumcheon-gu
Seoul #153-803
Tel. ++82 (0)2/850 71 14, Fax 864 70 40
E-mail: info_kr@festo.com

Latvia

Festo SIA
Deglava 60
1035 Riga
Tel. ++371 67/57 78 64, Fax 57 79 46
E-mail: info_lv@festo.com

Lithuania

Festo UAB
Karaliaus Mindago pr. 22
3000 Kaunas
Tel. ++370 (8)7/32 13 14, Fax 32 13 15
E-mail: info_lt@festo.com

Malaysia

Festo Sdn.Berhad
10 Persiaran Industri
Bandar Sri Damansara, Wilayah Persekutuan
52200 Kuala Lumpur
Tel. ++60 (0)3/62 86 80 00, Fax 62 75 64 11
E-mail: info_my@festo.com

Mexico

Festo Pneumatic, S.A.
Av. Ceylán 3, Col. Tequesquinahuac
54020 Tlalnepantla, Edo. de México
Tel. ++52 (01)55/53 21 66 00, Fax 53 21 66 55
E-mail: festo.mexico@mx.festo.com

Netherlands

Festo B.V.
Schieweg 62
2627 AN Delft
Tel. ++31 (0)15/251 88 99, Fax 261 10 20
E-mail: info_nl@festo.com

New Zealand

Festo Limited
MT. Wellington
Auckland NZ
Tel. ++64 (0)9/574 10 94, Fax 574 10 99
E-mail: info_nz@festo.com

Norway

Festo AS
Ole Deviksvæi 2
0666 Oslo, Norway
Tel. ++47 22 72 89 50, Fax ++47 22 72 89 51
E-mail: info_no@festo.com

Peru

Festo S.R.L.
Calle Amador Merino Reyna #480, San Isidro
Lima, Perú
Tel. ++51 (0)1/222 15 84, Fax 222 15 95

Philippines

Festo Inc.
KM 18, West Service Road, South Superhighway
1700 Paranaque City, Metro Manila
Tel. ++63 (0)2/776 68 88, Fax 823 42 19
E-mail: info_ph@festo.com

Poland

Festo Sp. z o.o.
Janki k/Warszawy, ul. Mszczonowska 7
05090 Raszyn
Tel. ++48 (0)22/711 41 00, Fax 711 41 02
E-mail: info_pl@festo.com

Romania

Festo S.R.L.
St. Constantin 17
010217 Bucuresti
Tel. ++40 (0)21/310 29 83, Fax 310 24 09
E-mail: info_ro@festo.com

Russia

Festo-RF OOO
Michurinskiy prosop., 49
119607 Moscow
Tel. ++7 495/737 34 00, Fax 737 34 01
E-mail: info_ru@festo.com

Singapore

Festo Pte. Ltd.
6 Kian Teck Way
Singapore 628754
Tel. ++65 62 64 01 52, Fax ++65 62 61 10 26
E-mail: info_sg@festo.com

Slovakia

Festo spol. s r.o.
Gavlovicová ul. 1
83103 Bratislava 3
Tel. ++421 (0)2/49 10 49 10, Fax 49 10 49 11
E-mail: info_sk@festo.com

Slovenia

Festo d.o.o. Ljubljana
IC Trzin, Blatnica 8
1236 Trzin
Tel. ++386 (0)1/530 21 00, Fax 530 21 25
E-mail: info_si@festo.com

South Africa

Festo (Pty) Ltd.
22-26 Electron Avenue, P.O. Box 255
Isando 1600
Tel. ++27 (0)11/971 55 00, Fax 974 21 57
E-mail: info_za@festo.com

Spain

Festo Pneumatic, S.A.
Tel.: 901243660 Fax: 902243660
Avenida Granvia, 159
Distrito económico Granvia L'H
ES-08908 Hospitalet de Llobregat, Barcelona
Tel. ++ 3493/261 64 00, Fax 261 64 20
E-mail: info_es@festo.com

Sweden

Festo AB
Stillmansgatan 1, P.O. Box 21038
20021 Malmö
Tel. ++46 (0)40/38 38 40, Fax 38 38 10
E-mail: info_se@festo.com

Switzerland

Festo AG
Moosmattstrasse 24
8953 Dietikon ZH
Tel. ++41 (0)44/744 55 44, Fax 744 55 00
E-mail: info_ch@festo.com

Taiwan

Festo Co., Ltd.
9 Kung 8th Road
Linkou 2nd Industrial Zone, Linkou #244
Taipei Hsien Taiwan
Tel. ++886 (0)2/26 01 92 81, Fax 26 01 92 87
E-mail: info_tw@festo.com

Thailand

Festo Ltd.
67/1 Moo 6 Phaholyothin Road
Klong 1, Klong Luang,
Pathumthani 12120
Tel. ++66 29 01 88 00, Fax ++66 29 01 88 33
E-mail: info_th@festo.com

Turkey

Festo San. ve Tic. A.S.
Tuzla Mermerciler Organize
Sanayi Bölgesi, 6/18 TR
34956 Tuzla - Istanbul/TR
Tel. ++90 (0)216/585 00 85, Fax 585 00 50
E-mail: info_tr@festo.com

Ukraine

Festo Ukraina
Borisoglebskaja 11
Kiev 04070
Tel. ++380 (0)44/239 24 33, Fax 463 70 96
E-mail: info_ua@festo.com

United Kingdom

Festo Limited
Applied Automation Centre, Caswell Road
Brackmills Trading Estate
Northampton NN4 7PY
Tel. ++44 (0)1604/66 70 00, Fax 66 70 01
E-mail: info_gb@festo.com

United States

Festo Corporation (New York)
Call Toll-free 800/993 3786
Fax Toll-free 800/963 3786
395 Moreland Road, P.O.Box 18023
Hauppauge, N.Y. 11788
Tel. ++1(0)314/770 01 12, Fax 770 16 84
E-mail: info_us@festo.com

Venezuela

Festo C.A.
Av. 23, Esquina calle 71, No. 22-62
Maracibo, Edo. Zulia
Tel. ++58 (0)261/759 09 44, Fax 759 04 55
E-mail: festo@festo.com.ve