

In October 2007, SAWATEC AG introduced new sales structures. While the partnership with dealers has been maintained and even deepened, dealer management and development of the Swiss market are now part of headquarters' functions. A courageous decision, and an absolutely right one at that!

Each decision has its advantages and its drawbacks. We had to weigh up advantages and disadvantages against each other and then take a decision. Now that we have gained about one year



of experience with the new sales structures, we are able to draw a very positive conclusion. We are closer to the market and can hear what makes it tick. We are also closer to our exclusive dealers and can offer them improved and more direct support.

Our decision meant the successful implementation of our philosophy of an even stronger focus on market requirements and our customers' demands. And yet, we must not and do not want to rest on our laurels. We are now called upon to use our experience with the new system internally and externally to reinforce joint strengths and cut out weaknesses. The first step has been taken, the second step will follow – in a consistent and customer-oriented manner.

Best regards,

Bruno Sawatzki, CEO

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SAWATEC NEWS

Three powerful companions at Semicon



The powerful SAWATEC machines (from the left): LSM-300; HP-401-Z and SM-180

SAWATEC AG is going to present three powerful machines from its product range at Semicon Europe in Stuttgart. At the veonis exhibition stand (no. 920) in hall 1, the Hotplate HP-401-Z, the Spin Coater LSM-300 and the Spin Module SM-180 will be exhibited.

The Hotplate HP-401-Z stands out with its superior technical features and its multi-zone heating system (16 zones). This system ensures extremely high temperature distribution that can be individually adjusted for the various zones.

The Spin Coater LSM-300 is available both as a cabinet and a bench-mounted version. It has been designed for the coating of wafers up to 12 inch and 8 x 8" substrates. The Spin Module SM-180 is available both as a bench-top and bench-mounted version. The SM-180

has been designed for drying and coating wafers up to 6 inch and 5 x 5" substrates.

Special sales campaign during the fair - Euro 800 credit for customers!

Visitors to the fair have every reason to stop at the fair stand of SAWATEC AG and veonis: All customers ordering a Spin Module SM-180-BT or BM will receive a credit of 800 euros that SAWATEC AG will reimburse on their purchase!

Fair opening hours are

Tuesday, 7 October 2008:	10:00 am – 5:00 pm
Wednesday, 8 October 2008:	10:00 am – 5:00 pm
Thursday, 9 October 2008:	10:00 am – 4:00 pm

Welcome

The SAWATEC team welcomes a new member: Martin Giacomelli, electrician by training, has joined our team. He will work both in assembly and as a service engineer. Martin can look back on many years as an application and service engineer with internationally operating companies. He will contribute his share to SAWATEC AG's wider and improved support for markets and dealers.

SAWATEC AG is happy to welcome Martin to its team.

