



**SAVCOR**

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## Editorial

For Savcor, the present year has been the time of remarkable projects, innovative development work and financial growth. We have carried out big projects for several different industries, done valuable software development and increased our turnover.

This year's projects include, among others, process optimization in an ultra-modern corrugated board paper mill in Germany as well as in Europe's second biggest zinc plant in Finland and corrosion prevention in Statoil's enormous processing plant in Norway. You can read more about these projects from the pages of this magazine.

From a software developer's point of view, we are going through an interesting era. To secure the competitiveness in the changed market situation, our customers are actively searching for new solutions to rationalize their value chains. Our mission is to make this as easy as possible and help our customers to achieve maximum benefits from their raw materials.

In terms of value chain rationalization, we are currently working on big development projects in a close co-operation with our partners and customers. We will tell more about these projects during the next spring.

During the year 2014 Savcor increased its turnover and the growth came from all the sectors of our business. We will begin the year 2015 with confidence and ready to meet the new challenges in improving our customers' competitiveness with our world-leading technology.

Warm thanks to all our partners and customers for the good year.



JUKKA RAUTIAINEN  
CEO, Savcor



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## The second biggest zinc plant in Europe acquired Savcor Wedge™ / p.4

Boliden Kokkola is the second largest zinc plant in Europe with its annual production capacity of 313 000 tonnes. In April 2014 the zinc plant enhanced its processes by purchasing Wedge™ Process Diagnostics System, Process Database and first year maintenance service from Savcor.

## Statoil trusts Savcor's world-leading quality in Cathodic Protection / p.6

Savcor, the market leader in electrochemical protection systems, delivered a major concrete rehabilitation project for Aibel AS in Statoil's Kårstø processing plant in Norway. The project was carried out together with the Norwegian contractor partner Entreprenorservice and the end client Statoil has been pleased with Savcor's expertise and the quality of the work.

## Sawmill Industry Days 2014 / p.8

Sawmill Industry Days, organized by the Association of Finnish Sawmillmen were held in a Finnish city Hämeenlinna 29.-30.10. The purpose of the event was to introduce the industry's latest technological applications in workshops and offer the sawmill professionals a forum to discuss timely topics. This year's main theme was profitability and growth through the technology.

## Savcor Wedge™ improves productivity in an ultra-modern corrugated board mill / p.10

Savcor Wedge™ helped to improve the productivity of Propapier's ultra-modern corrugated board mill PM2 in Eisenhüttenstadt, Germany. The project represents a significant technological achievement for Savcor.

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Image: Juuli Aschan

Image: Øyvind Hagen / Statoil

# THE SECOND BIGGEST ZINC PLANT IN EUROPE ACQUIRED

# SAVCOR WEDGE™



Kaisa Kuutsa



Päivi Karjalainen



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JUHA MÄENPÄÄ  
Research Engineer, Boliden Kokkola

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Boliden Kokkola has operated since 1969 and its main products are pure zinc and zinc alloys. Since 2010 the plant has also produced sulphuric acid. Committed to continuously improve its operations, Boliden Kokkola is today one of the most modern zinc plants in the world. This strategy was also supported by the acquisition of Savcor Wedge™.

Boliden Kokkola's Research Engineer **Juha Mäenpää** became acquainted with Wedge™ when the smelter started to search for an effective tool for process diagnostics:

– Savcor gave us presentations of Wedge™ Process Diagnostics System. After the second presentation we decided to start a trial period, during which we tested Wedge™'s suitability for the smelter in a close cooperation with Savcor. Everything went according to the expectations and the actual deal was closed in April 2014.

The deal included Wedge™ Process Diagnostics System, Process Database and the first year maintenance service. Mäenpää has been satisfied with Savcor's service – during and after the trial period:

– The co-operation with Savcor went very well. We have always got the answers to the open questions and Savcor's team trained us competently into the use of the system.

Savcor Forest's Vice President **Ilkka Rautiainen** is likewise satisfied with the project and co-operation with Boliden:

– For Savcor, this was a good and smooth project. We are constantly searching for the new challenges and this project showed for its part that Wedge™ is highly suitable for the demanding needs of heavy industrial chemistry.

– The client's representatives were ready to try the new system open-mindedly. Altogether, the client was well-motivated and the project proceeded in a good mutual understanding from start to finish, describes Rautiainen.

Wedge™ has proved to be an effective tool in process behavior and root cause analysis in Kokkola:

– Wedge™ is able to manage huge amounts of process data rapidly. This eases and speeds up my work as a research engineer immensely. With the help of the Wedge™, I can receive reliable results from the large data amounts and thus easily exclude the possible causes of process problems and state the acquired results correct or wrong, tells Mäenpää.

According to Mäenpää, Wedge™ is highly accessible process diagnostics system for a new user:

– The basis of the Wedge™ are easy to learn. Advanced use requires a bit more time, but the system's logical and lucid design provides great help.

# STATOIL TRUSTS SAVCOR'S WORLD-LEADING QUALITY IN CATHODIC PROTECTION



Ole Jørgen Bratland / Statoil

*Savcor, the market leader in electrochemical protection systems, delivered a major concrete rehabilitation project for Aibel AS in Statoil's Kårstø processing plant in Norway. The project was carried out together with the Norwegian contractor partner Entreprenørservice AS and the end client Statoil has been pleased with Savcor's expertise and the quality of the work.*

Kårstø processing plant is located north of Stavanger and it plays a key role in the transportation and treatment of gas and condensate from central parts of the Norwegian continental

shelf. Operated since 1985, Kårstø is the biggest export port for natural gas liquids in Europe and among the five largest in the world.

The project started in the summer 2013 when Savcor won the competitive bidding of Kårstø's concrete rehabilitation work among numerous companies. The contract included wharfs KAI2 and KAI3, from which KAI2 was completed in October 2014. KAI3 will be handed to the customer in the turn of the year 2015.

Both wharfs are classified as EX-areas and safety is a key issue within the processing area. The work was conducted under



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MIKKO NEUVONEN  
*Regional Manager, Savcor Tempo*

Statoil's demanding H&S, QA and PM policies. This framework set special requirements for the planning of the rehabilitation work:

- Our advanced in-house software development allowed us to implement the required safety features into the EPS system. These features include, among other things, Emergency Shutdown, which allows the power feed to the structure to be cut down immediately after alarm rises, explains Savcor Tempo's Regional Manager **Mikko Neuvonen**.

- Savcor's long experience and world-leading expertise in cathodic protection was essential in designing the system for the complex wharf structures of the processing plant. Our team was able to rapidly react to required changes in the design and implement the protection system according to ISO 12696:2012 standard.

The EPS systems installed in Kårstø were equipped with Savcor's proprietary technologies such as Recon modular control system, PSE2010 MCONex Intelligent EPS power units and EPS discrete anodes.

- In addition to the occupational safety, the significance of exact and extensive documentation was highly emphasized. We are happy for being able to meet the client's expectations. During the project, we have gotten remarkably positive feedback on our careful planning, exact documentation and competent training into the system's monitoring, Neuvonen describes.

- The success in the project would not have been possible without our skilled staff and Technical Advisor **Teemu Montonen**, acknowledges Neuvonen.



Øyvind Hagen / Statoil



# SAWMILL INDUSTRY DAYS 2014

PROFITABILITY AND  
GROWTH THROUGH  
TECHNOLOGY

*Sawmill Industry Days, organized by the Association of Finnish Sawmillmen were held in a Finnish city Hämeenlinna 29.-30.10. The purpose of the event was to introduce the industry's latest technological applications in workshops and offer the sawmill professionals a forum to discuss timely topics. This year's main theme was profitability and growth through the technology.*

The Sawmill Industry Days brought together the leading companies specialized in sawmill devices, automation and software development. Savcor was represented in the event by the CEO **Jukka Rautianen**, Product Manager **Jari Jokinen** and Account Manager **Matti Lehtola**.

Savcor's delegation introduced the company's latest innovations and products in a workshop, which gained great interest and positive feedback from the audience. According to Lehtola the delegation was very pleased with the event and its organizers, as well as the guests.

- Everything was organized well and professionally. The event and the workshops gave the sawmill professionals an excellent opportunity to update their knowledge concerning the suppliers and discuss timely topics and the future of the industry. Our workshop was a success and it accumulated interesting and fruitful conversations, explains Lehtola.

- This year's main theme was profitability and growth through the technology, which is also a cornerstone of our software

development: Savcor ERP offers a great solution to reach these objectives. Savcor ERP provides the information and tools for more efficient performance, analysis and optimization of the whole supply chain. These are the key elements in ensuring the competitiveness in today's fierce markets.

- Competition hardens and the market prices of the raw materials are unstable. Because of the changed market situation, an exact follow-up of the costs and profits plays a key role in the success, Lehtola describes.

-Related to this we introduced our MEKA MRP and its costings functionality in our workshop. With the help of this function the user can easily examine the costs of the processing and thus see if the raw material is worth further processing or if it should be sold as lumber. In other words, we help our customers to maximize the economic benefits of their raw materials.

Lehtola points out that the big warehouse volumes represent another challenge for the contemporary sawmill industry.

- This challenge can be met by gaining more precise control of the warehouse information. Savcor ERP and MEKA MAP feature an advanced graphic tool, which visualizes the order

and location of packages in warehouses thus increasing the efficiency of forklift drivers' work. The latest feature in the software is the dispatching function designed to optimize the warehouse cycle and ease the shipments.

The increased size of sawmill operators has also set new requirements for the software development.

- The size of the companies has increased and nowadays it is typical that the same operator has production lines on several different locations. Geographical distances set new demands on ERP systems: today's norm is that the ERP system has to be capable of centralized control of operations taking place simultaneously in various different locations, Jokinen describes.

The development of modern ERP systems calls for co-operation between software developers and companies delivering automation and logistics solutions.

- To serve our customers in the best possible way, we have developed the compatibility between our ERP system and logistics and automation programs in a close cooperation with our partner companies, Jokinen tells.



*We help our customers to maximize the economic benefits of their raw materials.*

MATTI LEHTOLA  
Account Manager, Savcor



JARI JOKINEN & MATTI LEHTOLA

# SAVCOR WEDGE™ IMPROVES PRODUCTIVITY IN AN ULTRA-MODERN CORRUGATED BOARD MILL

*Savcor Wedge™ helped to improve the productivity of Propapier's ultra-modern corrugated board base paper mill PM2 in Eisenhüttenstadt, Germany. The project represents a significant technological achievement for Savcor.*

Propapier, a subsidiary of the German Progroup AG, produces high-quality corrugated board base paper exclusively on the basis of waste paper. The company has two mills, PM1 in Burg and PM2 in Eisenhüttenstadt. With its annual production capacity of 700 000 tons, PM2 is the biggest corrugated board mill in the world.

For the first time, Propapier was introduced to Wedge™ Process Diagnostics System in 2009 when the PM2 mill in Eisenhüttenstadt was still under construction.

– Savcor co-operates closely with a consulting company Pöyry, who uses Wedge™ in their consulting. Pöyry participated in the planning process of the PM2 mill and they arranged a meeting between us and Propapier, says **Ilkka Rautiainen**, Savcor Vice President, Business Development.

– After the mill was completed and equipped with the most modern automation technology in the world, Propapier

expressed its interest in further process optimization with Wedge™. We restarted the discussions resulting in a six month Wedge™ trial period contract in the summer 2013.

During the trial period, Wedge™ applications were developed to suit Propapier's needs. According to the customer service principles of Savcor, everything was done in a very close co-operation with Propapier.

– PM2 had a certain process area the company wanted to improve. During the trial period, Savcor team worked relentlessly to create Wedge™ applications addressing this particular area, describes Rautiainen.

The trial period was successful and Savcor managed to find the solutions needed to improve PM2 manufacturing process efficiency. Propapier placed the order for a perpetual Wedge™ license at the beginning of 2014.

– For Savcor, the most remarkable element in this project was the fact that the PM2 mill represents the most modern and best automation technology in the world. Still, Wedge™ was able to add technology to improve the profitability and productivity of PM2. Both for Propapier as a leading edge board maker and for Savcor as a unique software provider, this is truly a great joint achievement, says Rautiainen.



UWE MÜLLER



GÖTZ HEROLD



*Today no process specialist or operator would perform their daily tasks without Wedge™*

UWE MÜLLER  
*Process Side Engineer, Propapier*

– Wedge™ brought two major benefits for Propapier PM2. The first and the biggest benefit is the increased process transparency and reliability: the system ensures that the unknown factors can be detected rapidly. Through this, Propapier achieved the second benefit – process improvement which resulted in two new world production records, says **Götz Herold**, Head of Paper Division, Progroup.

– In Propapier PM2, Wedge™ is used by two user groups: process specialists and operators. The process specialists are highly skilled in the use of the system and they perform the majority of the process analysis. The operators, on the other hand, use Wedge™ as a helpful tool in finding the right settings for the machines they operate.

Propapier's Process Side Engineer **Uwe Müller** says that Wedge™ is a powerful tool, which requires highly skilled users to maximize its benefits.

– It took some time to become acquainted with the system, but after a while the key users and the operators got familiar with it. Now everyone knows how to utilize it, and today no process specialist or operator would perform their daily tasks without Wedge™.

Propapier's representatives are highly satisfied with Savcor's dedicated customer service.

– The co-operation with Savcor was fluent and every task was performed on a quick schedule. This is a good example of the way how a fruitful co-operation between two companies can work.

– We are very pleased with Savcor's dedication in improving the processes of PM2 and solving the early stage problems detected at the beginning of the project. Due to this, in addition to the results of the project as a whole, we will continue the co-operation with Savor also in the future, summarize Herold and Müller.





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