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RENHOLMEN BRANSCHEN

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FACTS

Renholmen

History: Founded in 1952 in Renholmen outside Skellefteå. Principally manufacturing of hydraulic gear-driven pumps, back loaders and timber forklifts up until 1972. 39th year as a supplier of lumber handling equipment to the sawmill industry.

Merged with Forslunds Maskin in autumn 2010 under the name Renholmen AB.

Currently holds a leading position in Europe and is part of the Lifco Group wholly owned by Carl Bennet.

Niche: Customised lumber handling equipment for all manner of production and levels of capacity.

Customer base: Large, medium-sized and small companies.

Employees: Approx. 35.

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With reflection comes forward thinking

GUNNAR MARKLUND, MD

Before the holidays we were able to report that Setra Skinnskatteberg had selected Renholmen as the supplier of an almost complete dry sorter. This will involve renovating and preparing for future challenges. Installation of the new technology will be complete by late summer next year, with the triple stacker as one of the unique product features we have been able to offer for some time to far-sighted customers in need of extra capacity.

Thinking ahead has also been symbolic for Braviken, one of the most well-organised design collaborations we have been involved in in recent times. The steep commissioning curve for the sawmill building shows that it pays to plan ahead, but also that effective project management and sound work in coordinating everyone involved yields results. For our part, we can report that the final approval tests are now complete at Braviken, and during the summer we commissioned the first stage at Vika Wood.

Increasing confidence means that we have further strengthened our team of qualified and dedicated employees. At the same time we are continuing at a rapid rate, focusing strongly on product development and being an overall partner for the sawmill and reprocessing industry.

One of the many benefits we offer, which perhaps not everyone knows about, is our aftermarket service. This is one way for both us and our customers to securely, simply and cost-effectively maintain and further develop the performance of our operation in order to meet the needs of today and tomorrow.

Elements of our participation at Ligna and the Jyväskylä fair also involved building lasting customers relations and developing optimised solutions. It was great to see so many new and familiar faces at our busy, at times almost congested, stands. One interesting new product we unfortunately didn't get to talk much about there was our new automated cutter, FlexiCut, which we developed, tested and installed at Kåge Sawmill during the year.

You can read more about Renholmen's latest product in this packed and interesting issue of Branschen. Don't miss the story of our efforts at Rolfs Sawmill in Kalix either, yet another excellent example of how reflection generates forward thinking.

Aftermarket building lasting relations

Setra Rolfs Sawmill replaces control and safety systems

Trusting and solid customer relations involve much more than just high-quality products. Consequently, Renholmen sets great store by its aftermarket department, which customers can contact in the event of problems or if they want to develop their facilities. "Our aftermarket department provides service throughout the life of a facility. This can involve anything from advice to installation of various upgrades," says Hans Eriksson, Sales Engineer and the man responsible for Renholmen's aftermarket department.

A well implemented deal where high-quality products improve the capacity of a facility is obviously proof of the supplier's quality. But the service you offer customers afterwards is just as important a factor for creating lasting and trusting relations.

"Many people service their equipment themselves, but you can often save both time and money by calling us about your problem. In this situation we can either arrange a visit to the customer's facility or give advice over the phone," explains Hans Eriksson.

Rolfs Sawmill in Kalix is a good example of how Renholmen's aftermarket department works. Some years ago the Swedish Work Environment Authority issued a decree that safety in Swedish sawmills must be improved. And since Renholmen supplied most of the equipment in the early 1990s it seemed only natural for Rolfs Sawmill to turn to us to implement safety improvements.

"We have made good contacts over the years. When the control system had to be replaced to comply with the Swedish Work Environment Authority's guidelines, Rolfs Sawmill took the opportunity to replace the hydraulic drive for the sorting conveyor with an electrical drive at the same time. We had discussions about this over a long period, did risk analyses and planned the process," says Hans Eriksson.

At the beginning of September the new installations were put into operation and things have gone pretty smoothly so far. However, Renholmen's aftermarket department is always on hand if anything should go wrong.

"Renholmen knows how this works. There is great value in having known them for a long time and the fact that they are close by," says Henrik Jakobsson, Project Manager at Setra Rolfs Sawmill in Kalix.



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Facts Rolfs Sawmill:

First established: 1921 in Kalix. Employees: 85. Raw materials: 80 % pine, 20 % spruce. Production volume in 2010: 82,000 m³ sawn lumber. Main markets: Scandinavia, Italy, Greece, Cyprus, North Africa, the UK and Spain.



KTH student Erik Lundqvist developed the variable FlexiCut cutter and in addition succeeded in solving a complicated software problem. He now works at Renholmen.

Erik – Renholmen's own Einstein

Optimised automated cutter and improved FlexiCut

Within the framework of his thesis, KTH student Erik Lundqvist was entrusted with the task of developing Renholmen's 20-year-old automated cutter. During the course of this work he not only successfully developed the cutter but also solved a problem that was discovered with one of the ongoing deliveries.

A few years ago Erik Lundqvist, who was then studying at the KTH Royal Institute of Technology in Stockholm, applied to do his thesis at Renholmen. The company said yes and assigned him the job of developing their automated cutter, which needed renewing after twenty years.

"We wanted to develop a cutter that could handle at least 140 boards per minute. The old one could cut a maximum of 120 boards per minute and because it was often running at maximum capacity there was a great deal of wear and tear and continual maintenance was required," explains Erik Lundqvist.

When Erik received his assignment he travelled down to Stockholm to begin work. Time passed and Erik kept at it. To have something to compare, he began to calculate the old cutter's movements and the load to which the various machine parts were subjected. He realised that the cutter's movement was not completely optimal and

thus caused a great deal of unnecessary wear to the cutter's mechanism.

"With a different movement, the old cutter could also be utilised better," explains Erik.

At around the same time employees at Renholmen were sitting and pondering why the automated cutter wasn't really functioning as they wanted. A meeting was called with the supplier of the software to try and improve things. It was around this time that Erik Lundqvist was due to present his progress with his thesis, and it so happened that the meeting with Erik coincided with the meeting with the software supplier.

“Erik came and began explaining how he wanted to renew the automated cutter. And suddenly he said ‘By the way, you’re not controlling the machine as you think, there’s a fault in the program’. It was decided that we should combine both meetings and Erik presented his solution,” explains Renholmen’s MD Gunnar Marklund, who was impressed by Erik’s ability.

For Erik, this discovery resulted initially in employment on a special project, which last year turned into a permanent post.

“Finding a problem in the software was good for both me and Renholmen. I think they were more impressed by that than how I developed the cutter mechanically,” he says with a laugh.

So how did it go with the actual cutter that Erik was to develop? Well, he handled that assignment too, by making the cutter lighter and redistributing its weight, among other things. The new cutter, which goes by the name FlexiCut, was also made shorter, enabling the machine to perform the movement quicker and cut more boards without too much wear to the mechanism.

“Put simply, I solved it by reducing the rotation inertia of the cutting unit.”

The team at Renholmen are naturally very satisfied with Erik’s work, and according to Renholmen’s Construction Manager Peter Jonsson it stood to reason that they wanted to keep Erik in the company after completion of his thesis. Having a mix of ages and skills enriches the company and gives it the breadth required to hold its own against the competition.

“Coming direct from education you are often more analytical, critical and spontaneously innovative than if you have been working in the same place for a long time. But at the same time long and solid experience and knowledge is also needed. We therefore strive for a mix of ages and skills. That’s the ideal situation,” he explains.



Four quick questions...

with Matti Korppoo, who has been Renholmen’s agent in Finland since 2005.

How does the market situation look in Finland with regard to Renholmen’s products? The market situation in Finland looks very exciting. We have several inquiries and quotes being considered by customers. The Jyväskylä fair was a positive surprise.

Why do Renholmen’s products suit the Finnish market? Finnish sawmills are highly efficient and need machines with a high level of quality and capacity. Two factors that Renholmen is known for in Finland. They are also known for being at the forefront when it comes to technology and development.

Are there any products that the Finnish market has shown particular interest in? We are seeing growing interest in the turbo turner, the sticker stacker and the Trimmer 200. The triple stacker also has all the attributes required to be a success.

What is a typical working day for you? I have been waiting for one for 15 years. I travel a lot and currently spend a great deal of time visiting customers. In addition to my work for Renholmen, I deal with second-hand sawmill machinery in Finland and Russia.

New products and patents

Renholmen’s range boasts several patent-protected products. These include the triple stacker, a new de-stacker, the M-clamp and our ByPass function for step feeders. You can find more profitable solutions from our development department at renholmen.se/produkter.



Renholmen's Marketing Manager Bernt-Ove Andersson, Haralds Kronbergs, Production Manager, Vika Wood, and Renholmen's MD Gunnar Marklund celebrate with Vika Wood's MD Andris Krecers.

Skinnskatteberg and Vika Wood – two acknowledgements of quality

Amidst tough international competition Renholmen was ultimately selected to supply a dry sorter to Setra Skinnskatteberg. This deal, together with last year's delivery of a complete green sorting system to Vika Wood in Latvia, is undoubtedly proof of both Renholmen's good reputation in the industry and the company's quality products.

The dry sorter comprises a brand new sorting line running through to the bins, and includes camera sorting, a complete cutting system and the innovative triple stacker, which has a capacity of over 30 layers per minute. The triple stacker for Skinnskatteberg is the second on the market after the one delivered to Martinsons Sawmill in Bygdsiljum in 2009.

But Skinnskatteberg and Renholmen are by no means new acquaintances. In the early 1980s Renholmen supplied a complete dry sorter, including building, to the sawmill

in Västmanland. Being entrusted with the task of updating the facility is naturally an indication that we have maintained a good relationship over the intervening years.

"We have had the privilege of working with the Setra Group previously and naturally we are pleased at their confidence in us. The fact that Skinnskatteberg chose to invest in our unique triple stacker as part of their investment is obviously extremely gratifying," says Bernt-Ove Andersson, Marketing Manager at Renholmen.

According to Bengt-Ove Forsberg, Mill Manager at Skinnskatteberg, previous positive collaboration experience contributed to Renholmen being chosen.

"We are extremely satisfied with what Renholmen had done for us previously and what they are doing now. Their triple stacker is another factor that led to our choosing Renholmen," he says.

The dry sorter will be delivered in two stages and assembly will begin in the new year. The aim is for the facility to be ready for production to start up towards the end of summer 2012. With regard to Vika Wood, the first stage was completed last summer and stage two commenced in the autumn. If everything goes according to plan, the complete green sorting system supplied to Vika Wood in Latvia by Renholmen will be ready for use by the end of the year. The deal totalled almost SEK 70 million and is one of Renholmen's biggest ever export orders. And yet further proof of Renholmen's quality.

"It's going really well. The order intake has been good over the past few years. At present the best approach for us is to have a big project in progress while working in parallel on slightly smaller projects. We have been very successful with that in recent years," says Bernt-Ove Andersson.

Good progress in Braviken

Last year Renholmen delivered two complete green sorting systems to Holmen's sawmill in Braviken. Availability and capacity were tested over the summer prior to final approval of the facility, which is expected to be completed in a few month' time. According to Leif Pettersson, Renholmen's Project Manager at Braviken, the toughest checks have been carried out and approved.

"The availability for the saw is 99.4 per cent, which is an excellent figure. The capacity of the sticker stackers is 109 per cent of the promised capacity. This success is due to the fact that we have done well aligning the machines, but is also down to the extremely capable and experienced staff," says Leif.

What remains now is checks on noise and dust levels, timber damage and working environment, among other things, before final approval can be issued.



Minister for Finance Anders Borg attended the opening of Holmen's sawmill in Braviken in May.

Celebration for Renholmen!

2012 will be a year of celebration for Renholmen, as it will be 40 years since the first complete green sorting system was delivered to Martinsons Trä in Bygdsiljum. Furthermore, it will be 60 years since the Renholmen company was founded, and 2013 will mark 100 years since Forslunds Maskin, with whom Renholmen merged last year, came into being.

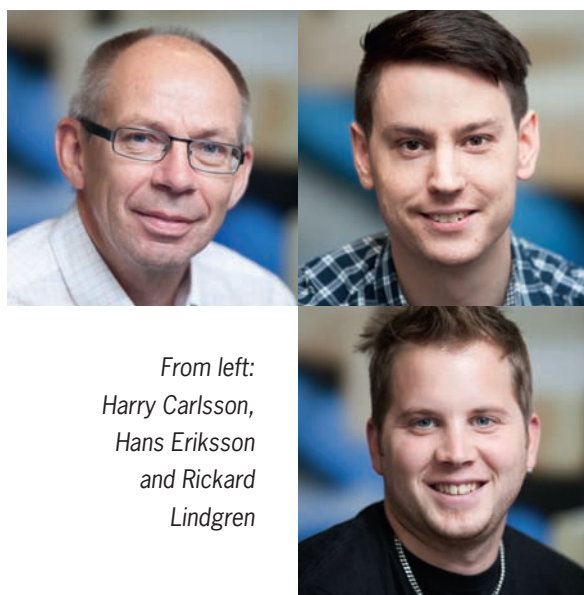
"We haven't decided how we will celebrate, but of course there will be something. However, the most essential thing is the experience we have gained from all those years in the industry. That combined with both experienced and new employees gives us great strength," says Renholmen's MD Gunnar Marklund.

New team members

Renholmen has been further strengthening its team over the summer and autumn to handle the flows resulting from immense customer confidence both in Sweden and abroad.

The most recent of the new recruits is Henrik Johansson (not pictured here), who is employed in sales. He is a graduate engineer in wood technology and comes most recently from a job as a technology teacher at Balderskolan. He has also worked at Valutec for ten years.

Our other new recruits are Harry Carlsson, Business Manager, Hans Eriksson, Designer (so we now have two employees with the same name) and Rickard Lindgren, who joins the aftermarket team as a Service/Commissioning Engineer.



From left:
Harry Carlsson,
Hans Eriksson
and Rickard
Lindgren

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The aftermarket team, from left: Tommy Markström, Rickard Lindgren, Owen Flodin, Gunnar Lundmark, Hans Eriksson, Per Wikström, Niclas Forsberg and Tommy Lindgren.

Aftermarket department – looking after both customers and equipment

Continually visiting customers, listening to their ideas and problems and being on hand with advice and solutions. That's the job of Renholmen's aftermarket department in brief.

The eight-strong aftermarket team is involved in looking after both relations with customers and their equipment. A great deal of their time is spent on site with customers throughout Sweden and other countries.

"It is often the customer who contacts us, but sometimes we contact customers. Once we have supplied products to a customer,

we have a pretty good idea of what they may need to adjust and update once a little time has passed," explains Per Wikström, Service Engineer at Renholmen.

For customers who require extra peace of mind, there is the option of taking out a service contract with Renholmen. This involves the aftermarket department visiting the customer's facility at regular intervals, carrying out an inspection and suggesting improvements.

"No one who has taken out a service contract with us has cancelled it. We view that

as a good testimonial. Many people realise that scheduled maintenance is one of the most important factors for ensuring that a facility remains profitable year after year. And compared with a breakdown, it is much cheaper to take out a service contract," says Hans Eriksson, Sales Engineer in the aftermarket department.

Renholmen is one of Europe's leading suppliers of lumber handling equipment for the sawmill and processing industries. Since 2007 the business has been part of the Lifco Group wholly owned by Carl Bennet AB.

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