

ANDRITZ PAPERCHINE

key to expansion in North America

The acquisition of Paperchine helps ANDRITZ serve an important market with more technical offerings and better service. In turn, more papermakers have access to Paperchine's unique technologies through ANDRITZ's extensive global network.

ANDRITZ has become a leading supplier of paper machines in Europe – and tissue machines globally. Growth comes primarily from two areas: expansion of technical offerings and expansion into other geographic markets. Both of these growth strategies are in play in North America with the acquisition of Paperchine, a company devoted to paper machine engineering and services, as well as state-of-the-art components such as formers, dewatering elements, foils and blades, moisturizers, and starch spraying products.

"To be seriously regarded as a full-line supplier in the region of the world with the largest installed base of paper machines,

we needed to build up our technical and service organization, as well as provide local manufacturing," says Michael Pichler, ANDRITZ Senior Vice President and Division Manager for Pulp Drying & Paper. "With its strong position in North America (85% of its revenue comes from this region), Paperchine was on our short list of companies to approach."

The timing was opportune. AstenJohnson, Paperchine's owner, was receptive to a purchase offer from ANDRITZ, having honed its strategy to focus on core strengths – machine clothing, technical textiles, and non-

wovens. AstenJohnson was looking for a strong partner who would develop Paperchine further. ANDRITZ was a perfect fit.

The integration of Paperchine into ANDRITZ is well underway, according to the interim President of ANDRITZ Paperchine, Tim Ryan, who is leading the integration effort. "Things proceeded quickly from our initial discussions in November 2016 to moving forward as ANDRITZ Paperchine since July 1st of this year," Ryan says. "Part of the reason is that this is an ideal fit of complementary technologies executed at the right time."

MORE THAN A NEW BUSINESS CARD

What differences will Paperchine customers notice besides a new logo on the business card? "For our customers who use Johnson Foils and VIB products, there will probably be little visible difference," says Jean-Marc Boudreau, Paperchine's Vice President of



Joe Mercado of ANDRITZ Paperchine grinds the edges of ceramic blades, which are used on forming tables, to a uniform smoothness at the Springfield, MA, USA workshop.



(Left to right): ANDRITZ Paperchine's Ben Conner, Applications Engineer; Dean Miller, Business Leader for Wet End Products; Jean-Marc Boudreau, VP of Field Sales and Marketing; and Tim Ryan, President look over a manually adjustable DeltaFoil unit prior to shipment to a customer.

Vaughn Wildfong, ANDRITZ Paperchine Senior Vice President (left), with Michael Pichler, ANDRITZ Senior Vice President and Division Manager for Pulp Drying & Paper, in front of an 11-headed moulding machine.



Field Sales and Marketing. "These components and consumables are products that ANDRITZ typically subcontracts when they supply a complete machine. These products are clearly complementary to their portfolio."

According to Paperchine's Senior Vice President, Vaughn Wildfong, the big difference will be seen in total solutions for rebuilds, conversions, and larger equipment packages. "Traditionally, Paperchine focused on the wet end of the machine," Dr. Wildfong says. "In a lot of cases, we could not offer one-stop solutions, due to our size. It was a stretch for us to manage larger projects with all the interfaces, procurement activities, logistics, etc. Now that we are part of ANDRITZ, a full-line supplier with top-notch internal systems for project management, as well as impressive financial strength – we can offer comprehensive packages and be very cost competitive."

ALL WET

Paperchine has excellent technologies in its current portfolio – including SigmaPro headboxes, JohnsonFoil dewatering elements,

and VIB moisturizers – focused on the machine wet end.

The JohnsonFoil line includes drainage products (forming boards, foils, vacuum units, and ceramic or poly blades) and cleaning products (felt cleaning, showers, and mist-free systems). VIB systems include steam showers, spray dampeners, moisture profilers, and spray sizers.

Also in the forming area, Paperchine offers DeltaPlatform drainage systems that allow papermakers to optimize activity, shear, and drainage on the Fourdrinier table – saving fiber and optimizing formation. DeltaPlatform's customization capabilities, on-the-fly vacuuming, and adjustment of blade angles and height, can fine-tune formation to the exact needs of the papermaker for each grade. The latest versions of DeltaPlatform can be controlled by the operator's handheld wireless mobile touchpad.

MIND THE GAP

"Although our focus is North America," Dr. Wildfong says, "we also serve customers

globally. A good example is our horizontal PFGapFormers and PFTopFormers, which are patented technologies using our Pulse Frequency design concept. These technologies have the highest capacities available today, with wide operating windows, to provide the best sheet properties and efficiencies in the industry. We have customers around the world for these unique products."

The PFGapFormer is the latest shoe/blade gap forming technology, offering two powerful advantages: the sheet can be engineered toward low fiber orientation ratios to obtain high strength with fiber savings and a wide variety of grades can be produced since its drainage capacity can be easily adapted for various machine speed/basis weight combinations.

"To the uninitiated, gap forming can be considered to be more art than science," Dr. Wildfong says. "The fluid dynamics are more complex since it is a twin-wire process. But our installations around the world demonstrate that the capacity and quality is higher. Any existing gap former can be rebuilt to

a PFGapFormer, allowing reuse of existing frames and rolls. This makes it an ideal technology platform for grade conversions."

ENGINEERING, MECHANICAL, AND MAINTENANCE SERVICES

With its 180 employees in multiple locations in the USA, Canada, Germany, and Thailand, ANDRITZ Paperchine is well positioned to provide technical and mechanical services in support of paper machine maintenance and troubleshooting – as well as the technical auditing and design work required for machine rebuilds, conversions, or upgrades.

"There is a high demand for machine conversions to enable papermakers to produce different grades," Pichler says. "This requires intimate technical knowledge of the existing machinery to determine what is realistically possible after a conversion and to determine the return on investment. ANDRITZ Paperchine experts have this specialized knowledge, developed over a 50-year track record that began with the old Beloit company – and has evolved to

today. They will have an important role in developing and growing our business in North America and beyond."

ALREADY SELLING

"The consumable components from JohnsonFoil and systems from VIB are things that European customers have purchased for years and from which they can continue to profit," Pichler says. "We have already been selling Paperchine products in Europe just one month after the acquisition. This equipment is performing well and exceeding customer expectations."

It is the combination of ANDRITZ and Paperchine technologies that Pichler believes will be most interesting to papermakers. "By combining Paperchine technologies with our own shoe presses, drying solutions, calenders, and coaters – ANDRITZ Paperchine is now able to supply complete solutions in North America for new machines, rebuilds, and conversions. We are also exploring the synergies from each other's manufacturing facilities in Thailand and China," he says.

ANDRITZ PAPERCHINE MAIN PRODUCTS

- SigmaPro headboxes
- DeltaPlatform (adjustable Fourdrinier table)
- PFGapFormer (shoe/blade horizontal gap forming)
- PFTopFormer
- JohnsonFoil (ceramic/poly forming components and automatic valves)
- SpraySizer starch application
- VIB steamboxes and moisturizers

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