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[VDP]
**Deutlicher Umsatz- und
leichter Produktions-
rückgang**

[DAS PORTRÄT]
Dr. Jan Klingele

[PRAXISBEISPIEL]
ERP-Integrierte Logistik

[INNOVATION]
**Ein neues Deinking
Konzept**

[SPECIAL]
**INTERNE
UND EXTERNE
LOGISTIK**

[BERUF UND KARRIERE]
**Voith: Ausbildung für
die Zukunft**

RICHTER Karhula Oy

Richter acquires Karhula

The roll specialist for

- Press rolls
- Sizer and coater rolls
- Calender rolls
- Reel spools and carrying rolls
- Guide, regulation and drive rolls





New Richter factory in Karhula with approx. 20,000 sqm production floorspace, specially arranged for small and large rolls of up to eleven meters paper machine width.



From left to right: Pasi Poranen, CEO of Mesera with Wolfgang Richter and Jari Hämäläinen

[PRODUCT PROGRAM EXPANSION]

RICHTER KARHULA OY: A SPECIALIST FOR GUIDE AND FUNCTION ROLLS

The mechanical engineering company Wolfgang Richter of Düren acquires the roll production and roll service from the company Mesera in Finnish Karhula on April 1, 2013. The new subsidiary factory is located near the South Finnish city of Kotka and bears the company name Richter Karhula Oy.

The expert from the city of Düren in the field of repair, modernization and finishing of consumable parts used in the paper industry thereby takes over the entire infrastructure and logistics for roll production. "We are now a full service provider for the paper industry", says company manager Wolfgang Richter. He is thrilled about his new factory: "With the Karhula site we are receiving an excellent, highly modern machine outfit that is in top condition." But Wolfgang Richter is not only excited for his new machine outfit. "I like the Finnish mentality and am sure that the cooperation with the employees in Karhula will be very good." The specialized technicians on site – from design engineering to production – will be taken over by Richter. "We will not start from scratch in Karhula and are happy to make use of the employees' many years of the experience", says Junior Manager Dirk Richter according to whom the Karhula factory is the perfect fit for the company Richter. "Capacity is there to perform where our company in Germany meets its limitations, both in terms of technology as well as in terms of size and weight of the rolls."

Production of all rolls used in the paper industry

Four large hall naves are available to the company in Finland. "So far all rolls used in the paper industry have been produced, overhauled and repaired in Karhula. And the experts on site are very experienced with the technology when it comes to design engineering and production of all function rolls", explains the Junior Manager.

The new owner does not intend to make significant changes. Dirk Richter says "the Karhula factory is already meeting our expectations to the greatest extent. Necessary organizational changes have

been implemented as early as during the negotiation process so that we now find optimal structures in place." The factory manager will be Jari Hämäläinen who has previously been the factory manager at Mesera. He has been working in Karhula since 1990 already, initially for Valmet/Ahlström and later for Metso. Hämäläinen has worked for four years as a service supervisor at Valmet paper machines in Pfungstadt. Then he took over the management of the service division at Mesto Karhula and has been the factory manager there starting from 1999. In parallel, he additionally managed the sales in Finland, Scandinavia, Russia and South Africa at Metso Paper Service.

History of the Richter factory in Karhula and the G-cover for press rolls

1889 Foundation of the "Karhula Workshop" as a repair shop for machines in the wood and paper industry.

1987 Valmet (Metso today) buys the paper machine construction business in Karhula from Ahlström and specializes the production in the fields of roll construction and headboxes.

1988 Valmet starts with the production of G-band roll covers in Karhula

2000 to 2004 Metso sells the Karhula factory to the company Mesera

2012 Richter takes over sales for Mesera Karhula rolls and the G-Groove cover in Central Europe

1st April 2013 Richter acquires the roll production and roll service from the company Mesera in Karhula. The new Finnish subsidiary has the company name of Richter Karhula Oy.



The production consists of four hall naves. Each nave is optimized in production technology for certain roll types and roll sizes



Hall nave for processing large rolls, e.g. lathing, beveling, drilling holes, honing and balancing. Here, piece weights of up to 80 tons can be processed.

The Fin who speaks very good German and Dirk Richter are connected by the close cooperation that has already been established since the last year. At that time, Richter had taken over sales in Central Europe for Mesera Karhula rolls and the roll cover G-Groove.

By the takeover of the Karhula factory, Richter also expands the partnership with Yamauchi. The company is now tenant of Richter, as the globally operating specialist for polymer high-performance roll covers has been producing its calender rolls at the Karhula factory since 2011. And since 2010 the company of Düren has been the Central and Eastern Europe sales and service partner for the calender roll covers of the Japanese company. With the high-performance calender rolls from Yamauchi, Richter rounded out its portfolio in the segment of rolls and roll covers and can now expand its sales area by Scandinavia and Russia.

On-site headbox service

In the past at the Karhula factory, under both Metso as well as Mesera, many headboxes have been built. Also the entire headbox service on site has in the past been performed by the specialists from Karhula. "The machines and the necessary specialists are still there. We can now – together with the Richter employees – offer a complete on-site service for headboxes in Central Europe", says Jari Hämäläinen. Under the aspect of technology, the takeover of Karhula was the completing step for Richter in the direction of full service provider for the paper industry. "We can thereby now service basically the entire mechanical engineering range for the

paper industry from the plate slat conveyor to the PU-coated tambour including our own coating that we manufacture at the Karhula factory", explains Dirk Richter. In order to emphasize this more in our communication, the internet appearance of the company from Düren will soon be updated. "Since we have grown in the past primarily by word-to-mouth recommendations and not by means of

marketing and advertising, we have until now strongly neglected our webpages. But we will correct this in the next two months so to secure an appropriate appearance for our company on the internet as well." |