

KumerAction

KUMERA News 2/2006

Kumera Drives supplies drives for LKAB

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Åsa Sundqvist,
Project Manager, LKAB

Integrated roll drive delivery to UPM, Nordland paper mill

New sales representation agreement in Italy

LKAB orders mechanical drives for the new pelletizing plant from Kumera Drives

New concentrating and pelletizing plants in Kiruna under construction.



LKAB in Sweden and its suppliers have placed an order with Kumera Drives for mechanical drives to be installed at the new concentrating and pelletizing plants in Kiruna. Start-up of the new plant will be in spring 2008.

Kumera has supplied mechanical drives also for the new pelletizing plant in Malmberget. Production at the new plant is expected to begin in late 2006.

“Kumera Drives was chosen to be the preferred sub-supplier by the main supplier, in cooperation with LKAB”, says Project Manager Åsa Sundqvist from LKAB, explaining the mill’s reasons for selecting Kumera’s mechanical drives.

“Important aspects in choosing a supplier and a sub-supplier are the low expected life cycle cost, price, quality, operations and maintenance experiences from existing plants as well as possibilities to share spare parts between the different plants”, continues Åsa Sundqvist.

Convinced about Kumera’s high quality

LKAB has good experiences about Kumera’s gear units beginning from the first delivery to the pelletizing plant built in 1994 in Kiruna. Since then Kumera Drives has supplied gear units for several projects at the plants in Kiruna and Malmberget. “Kumera is meeting the competition from other drive suppliers at our existing plants, and right now Kumera’s mechanical drives are working at least as well as, or even better than, other drives at our plants”, points out Åsa Sundqvist.

“We see this as a proof that both our technology and our products have maintained the high level of quality to satisfy LKAB over the years. Our products are competitive against international competitors”, says Timo Valkonen, the Sales Director of Kumera Drives. Kumera’s numerous deliveries to LKAB’s plants during the last decade have convinced LKAB about the high quality of Kumera Drives’ products.

Demanding expectations

“We expect long lifetime and low life cycle costs for the mechanical drives delivered by Kumera Drives. A short delivery time for spare parts is also a very important aspect. In order to minimize the costs caused by trouble in production, we require fast response to fix the possible problem in power transmission”, says Åsa Sundqvist about the expectations they have for Kumera’s products.

According to LKAB, the customer service provided by Kumera Drives reaches their standard. The company is satisfied with the spare part service and they acknowledge Kumera Drives is competitive in the field of big spare part suppliers.

Extensive scope of supply

LKAB’s suppliers have placed orders for more than 150 mechanical drives with Kumera Drives for the concentrating and pelletizing plants both in Kiruna

and Malmberget. Conveyor drives were ordered by Roxon Oy and Kellve Bulkteknik. Mexor AB placed an order for five pelletizing drum drives. Projects to Mexor and Kellve Bulkteknik were sold through our Swedish representative Bengtssons Maskin AB. Deliveries are executed in 2005 for Malmberget and in the end of the year 2006 and in the beginning of the year 2007 for Kiruna's plant.

Development projects of LKAB

To increase LKAB's capacity for producing iron ore products, an extensive investment program is being implemented, amounting approximately to SEK 11 billion. The program includes new pel-

letizing and concentrating plants in Malmberget and Kiruna, increased capacity in the Kiruna mine and investment in a new harbour in Narvik, as well as investment in logistics. Investments will raise LKAB's delivery capacity for iron ore products from a current 23 million tonnes to 25 Mt by 2007 and to 30 Mt by 2008.



Iron ore pellets produced by LKAB

LKAB is an international high-tech minerals group, one of the world's leading producers of upgrade iron ore products for the steel industry and a growing supplier of industrial minerals products to other sectors. LKAB's mines in Kiruna

and Malmberget are among the world's most modern, thanks to investments in advanced technology and large-scale production systems.

New sales representative Fratelli Frediani in Italy

Kumera Drives entered into a sales representative agreement with ProcartaFrediani S.a.s di Adrien Frediani & C. in June 2006. The company belongs to the corporation Fratelli Frediani S.r.l. which is acting as an agent in the Italian pulp and paper industry.

According to Sales Director Timo Valkonen, the cooperation and business has started up under favourable auspices. "We have received new orders from original equipment manufacturers (OEMs) A. Celli and Voith Italy. In addition, Cartiere Modesto Cardella S.P.A., the significant pulp and paper producer, placed an order for standard paper machine drives for the rebuild of a paper machine.

"We started recently cooperation with Kumera Drives because the company supplies high quality and reliable gear drives which fit very well in the paper industry", says Adrien Frediani, responsible for the operation of ProcartaFrediani S.a.s. "Italy is a considerable producer of tissue products. We see a lot of potential for our products in pulp and paper sector in the Italian market", continues Timo Valkonen.

F.lli Frediani represents several important companies, such as Andritz, Sulzer and Nash, by selling to the Italian pulp and paper industry and Italian OEMs which build paper machinery for all over the world. "We aim to cooperate with good and serious companies which are competitive and active in the market. For that reason we are happy to repre-

sent Kumera Drives", points out Adrien Frediani.

F.lli Frediani is an agent company located in San Lazzaro di Savena in Italy. The business started the activity in 1970 with the company Bachofen & Meier and a year later with Nash. The agent company employs 10 people.

F.lli Frediani participated in the exhibition MIAC 2006 in October in Italy. Products of Kumera Drives were presented on their stand. From the left, Mr. Leo Frediani, Mrs. Giada Guzzetti, Mr. Adrien Frediani, Mr. Luciano Calderini, Mr. Luca Frediani, Mr. Giovan Battista Frediani



The first delivery of integrated roll drives

In May 2006, Kumera Drives supplied its first integrated roll drives to UPM, Nordland paper mill in Dörpen, Germany. The roll drives were installed in the extensively upgraded fine paper machine PM3. The start-up took place in September 2006.

Due to the change in the market situation and the demand shown in the markets, Kumera Drives developed a new gear range series, called TP-series including integrated roll drives. The first order was placed by Metso Paper Oy in October 2005.

“The order is a challenge for us. It’s a great opportunity to show our expertise as a drive supplier for Metso Paper, the global market leader in paper technology”, the Sales Director Timo Valkonen points out. “The next project of integrated roll drives has been sold to paper mill in China and the delivery takes place in 2007”, continues Timo Valkonen.

The scope of supply included 10 one-step integrated roll drives containing 4 spare gear units for the press section of the PM 3. TPS drives are installed on the first couch roll, the press suction

roll and the transfer suction rolls. The deflection compensation roll is run by a TPZ drive. The designed web speed is 1500 m/min. The range of normal running load power is between 100 and 500 kW. The special cast iron housing for the roll drives was designed and produced by Kumera Corporation’s own foundry.

Self-supervision by test run

Because the delivery was the very first of its kind, the scope of supply included also two drives for the test run. The test was carried out in order to minimize the functional problems of the integrated roll drives. “We test ran the drives in our own test laboratory in April 2006. The test measured the general functionality of the construction and lubrication”, says the Project Manager responsible for the engineering of the new gear range series. “In addition, we supervised the start-up of the PM3 in Dörpen in



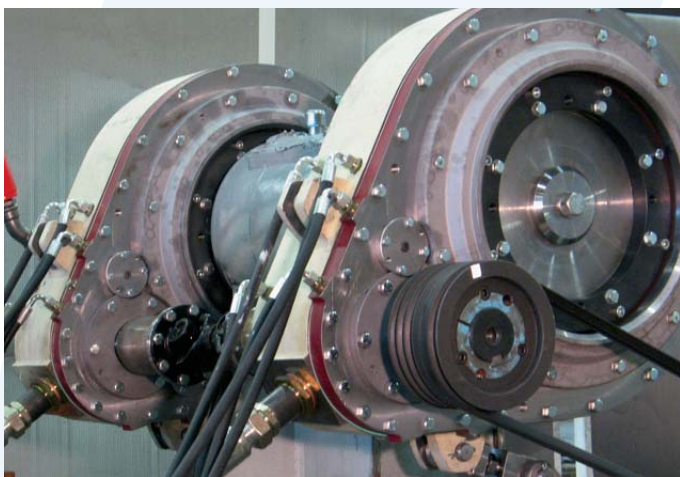
Kumera Drives provided start-up supervision of the integrated roll drives in September 2006. The Project Manager measures vibration with the spectrum analysis device.

September 2006. As self-supervision, we made an implementation analysis of the roll drives, which gave valuable information for us as well as the customer”, points out the Project Manager.

Nordland paper mill in brief

Nordland paper mill, part of the UPM-Kymmene corporation, is located in North-West Germany. The company has 1850 employees. The paper mill produces graphic papers, office papers and digi papers. The capacity is 1.3 million tonnes annually.

The test run was carried out in the own test laboratory of Kumera Drives.



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