GAW as New Strategic Partner –
Voith and GAW join forces

By taking over Jagenberg Papiertechnik, Voith also acquired a 20 % participation in GAW-Pildner-Steinburg GmbH Nfg & Co KG of Graz, Austria. GAW and Voith see this as a strategic partnership with high synergy potential, and plan to strengthen it in future with mutually complementary systems and technologies.

Intensive cooperation

Against the background of a growing market demand for complete single-source solutions, the partner companies' interfaces and responsibilities will be clarified for more intensive cooperation in future. The resultant customer benefits not only include cost advantages, but also greater technical and technological security.

The first joint public appearance of Voith and GAW at the PulPaper Helsinki trade fair in June 2004 already provided an opportunity to make this partnership known on the market.

GAW – International plant engineering with tradition

GAW is long established in the international paper and board industry as a designer and supplier of additives machinery, coating preparation, workstations and other periphery systems.

Founded as a private company in 1951 by the father of the two managing directors today, GAW's original business was the design and production of woodworking machinery. With the special valves subsequently developed together with Graz Technical University, GAW served the

Fig. 1: *GAW headquarters in Graz, Austria.*

Fig. 2: *Coating preparation at Sappi Gratkorn, Austria.*

paper and board industry already in the fifties, and soon counted paper mills both locally and in neighbouring countries among its customers. Apart from valves, piping, tanks, pumps, etc. the first complete additive and chemicals plants (for alum, resin glue, etc.) were designed and built then and supplied worldwide as package deliveries with other machinery producers (including Voith). This successful cooperation in the past now forms the basis – strengthened by our capital participation – for intensifying teamwork toward a successful joint future.

Core competence: paper finishing

The trend toward coated papers in the following years was recognized in good time by GAW, that started developing their own machines and technologies for preparing, storing and metering coating color. This business still focuses above all on mixing and disperging, filtering and screening systems. The GAW technology offering today covers all equipment for the storage, preparation and metering of practically all the chemicals and additives, pigments and fillers used for paper and board finishing. Depending on the customer's needs, these systems, including process technology, are either supplied individually, as packages on a component basis, or as turnkey delivery.

Today GAW is active in all global markets, and its technology is featured in the majority of large reference projects. For example the coating preparation and pigment processing systems order for Dagang III at APP Gold East (Jiangsu) Paper Co. Ltd. in China was won by GAW against extremely tough international competition. Already in 1998 and 2001 the coating preparation systems for production lines I and II were delivered.

New solutions and technologies are created both in GAW's own development department and together with national and international research facilities as well as customers and other partners. For example, GAW is co-founder of the VESTRA coating test facility in Munich, which enables GAW and its customers to test new processes and improve existing ones over a wide application range.

GAW International

Apart from Graz and Kapfenberg in the Steiermark, Austria, GAW also has its own independent subsidiary in Chicago, USA that looks after the entire North, Central and South American market. GAW also has a branch office in South Africa, and is currently building up an organization in China to serve the Asian market.

The Graz headquarters serve not only the paper and board industry but also the chemical, automotive and textile industries, and is additionally concerned with environmental technologies mainly combating water pollution.