

Why One Platform Concept?



A discussion with Dr. Hans-Peter Sollinger, Voith Paper, on the backgrounds, strategic targets and customer benefits regarding the modular One Platform Concept.

Could you please give a short outline of the One Platform Concept?

During the last 5 years, Voith Paper has developed a completely new paper machinery concept for graphic grades. No aspect of the paper machinery process was left out. We have launched a new type of production process onto the market.

In this connection, we have tried to combine all the different concepts that existed for the different paper grades into an optimal and modular basic concept applicable to all papers. We call this modular basic concept the **One Platform Concept**.

Why has it been developed?

The reasons for the development of the *One Platform Concept* were the increased demands being made on the entire paper production process from the fibre to the finished paper. Due to the increased use of recovered paper for the reduction of raw material costs with a simultaneous deterioration in the quality of recovered paper, new processes had to be developed. The trend towards online processes for the paper production made considerable investment cost savings possible.

Simultaneously, the demands on the end product have increased and this meant that we had to give intensive thought to the end product and the printing process. In particular, we had to consider the different quality requirements of the graphic grades from newsprint and SC qualities to coated woodfree and wood-containing papers. While maintaining the modular

basic concept, this is achieved by developing the systems in contact with paper (fabrics, belts, roll covers and special machine elements) and the process control with regard to the individual requirements. This means that the *One Platform Concept* is a tailor-made solution which takes the local requirements and the customer's production layout into consideration – like a tailor-made suit.

What are the goals?

The *One Platform Concept* by Voith Paper is more than a development and design concept. On the contrary, it is our company philosophy which resulted from the challenges given by the market. It is the key that allows us to reach our company targets and to fully meet the requirements and wishes of our customers.

With the *One Platform Concept*, we have developed a forward-looking, modern concept on which we would like to establish all further steps in the years to come. We feel that sticking to this basic concept is of great importance when we consider risk management. It provides our customers and us with the necessary security.

Fast, reliable and optimal start-ups, safeguarded with regard to quality and reliability, are the benefits that we see in the *One Platform Concept*.

Our customers should already be able to produce profitably during the start-up phase. Despite the image gain, we want to make projects clearly and persistently more profitable with first-class projects

and by a reduction in the project handling costs. This is an advantage which pays off directly for the purchaser and for us as well.

When did you introduce the One Platform Concept?

It is not possible to state a definite date for its introduction, it was introduced step by step. On the basis of our world references between 1994 and 1998 such as Braviken, Triple Star and Dagang, for example, we introduced this concept in different stages. Today, we speak of three stages:

Basic Concept	1998 - 1999
Advanced Concept	1999 - 2000
Consolidated Concept	from 2001.

Have you already been able to use this concept successfully? If so where?

Yes! With the "Basic" phase plants, e.g. Eltmann, we were already able to implement the best production start-up curve for newsprint.

Likewise, with the plants of the "Advanced" phase such as Schongau, for example, where it was possible to attain the highest specific production values of all comparable magazine paper units during the first 6 months.

In the case of Perlen, for example, ("Advanced" phase) we were able to produce high-quality, online coated and calendered magazine paper right from the beginning, although Perlen had not had any experience with coated paper before.

With all the experiences gained from various plants for different graphic grades, Voith Paper is able to offer a proven *One Platform Concept*.

What was the response by the market?

We were really surprised by the industry's great interest in our *One Platform Concept*. The combination – most modern concept and highest possible reliability – is of great concern to the paper industry. In this industry, risk awareness has started to change considerably.

With the *One Platform Concept*, we fully met the spirit of the times in the industry.

Concerning this concept, our sales department receives many words of encouragement from all sides of the paper industry. Races for daily records such as speed (peak results) no longer count. Nowadays, "quality tons on the reel" are important, throughout the year. Quotations of our customers underline this, for example the one by a Finnish customer: *"The production-oriented pulp and paper industry competed for the most beautiful, largest and fastest paper machine. Somewhere in the speed range towards and above 2,000 m/min, the target to produce not only more paper but also to increase profits was forgotten. This has to change fundamentally."*

What can be expected in the future?

We will further develop the basic concept for the *One Platform Concept*. At the moment, we are dealing very intensively with

some innovative and very interesting concept solutions. But some time will pass until we have developed them to market maturity and will be able to integrate them into the current *One Platform Concept*.

But above all, we see our future tasks in the further optimisation of the existing *One Platform Concept*. There is still a considerable potential in the optimisation and further development of process control and the systems in contact with paper, i.e. forming fabrics, pressing fabrics and drying fabrics, as well as belts and roll covers. The interplay between machine, systems in contact with the paper and process control has a considerable influence on productivity and product quality.

This is a continuous optimisation process which we implement in close co-operation with our customers on their operating production units and on Voith Paper's pilot units, where we are supported by the experts from Voith Paper and Voith Fabrics.

Process optimisation plays an important role with Voith as the preferred process supplier.

Voith offers the best prerequisites for this:

Voith is the only supplier who produces all systems of a paper machine that are in contact with the paper and offers the precondition to systematically implement process optimisation with the *One Platform Concept*.