

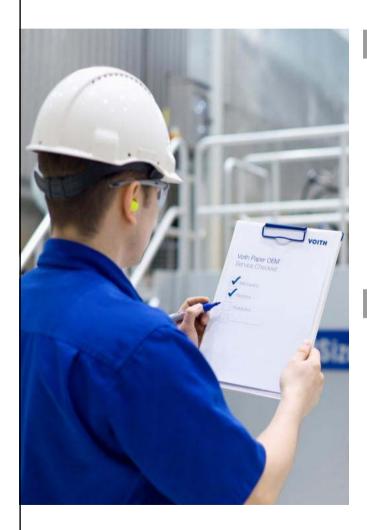
Voith Paper Coater Service

40th International Meeting of Slovenian Papermakers - Bled, November 21st, 2013





Coater Service Why? Here are some common issues



Major problems

- Wrong blade type
- Extensive dry blade time
- Misalignment
- Damaged flow strips
- Too much coating color in circulation
- Solid content & viscosity not optimized

Impact on

- Uneven CD profiles
- Reduced quality
- High blade wear
- Air bubbles in coating color
- Uncontrolled blade reaction
- Back flow, broken flow

Some of the most commonly observed problems during operation with blade coaters are listed on the left.

Voith Service technicians are able to solve these issues within the shortest downtime possible at reasonable prices.

Unsolved issues may lead to instable operating conditions and out-of-spec paper properties, resulting in down grading and scrap. Also, maintenance cost will increase over time, e.g. caused by an increased blade consumption.



Coater Cross profile quality

Any cross profile defect detected by the reel scanner could have it's origin in the coating unit.

Do not wait until it is too late – have us conduct a Coating Service regularly.

Let us take care:

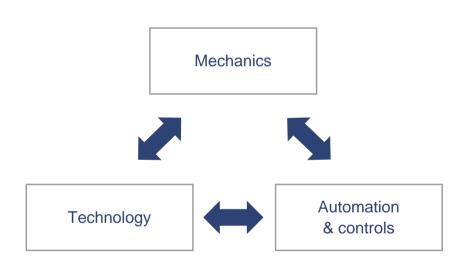
- Ensuring stable coating unit conditions by professional services
- Avoiding production and quality loss
- Service contracts allow you to cross this off your to-do list permanently!

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Coater Service A comprehensive service

Interacting influences impacting the coating unit performance



- Coating unit Service is available from the internal maintenance department to local machinery specialists.
- Most service providers however cover only a limited scope.
- Comprehensive service should consider all influences impacting the coating unit performance, since they interact with each other.



Voith Paper Coater Service Our skills & experience in coating technology



- Since 1975, Voith produced more than 1000 coating units.
- These years of experience in design, manufacturing, assembly, start-up and service have acquired a unique competence
- Standardized service procedures developed from a knowledge base of many years experience allow us to service these components quickly, safely and thoroughly

We know where to look and how to look!



Voith Paper Coater Service Your benefits



- Reliable inspections of all relevant areas avoid potential problems before they appear
- Periodic inspections and maintenance ensure a perfect technical condition continuously
- Comprehensive service packages from one supplier reduce coordination efforts
- Flexible bolt-on's allow you to customize the scope to your needs

All of this from one supplier for all relevant stock preparation and paper machine equipment increases your ability to plan and control downtimes



Voith Paper Coater Service Customer¹ case study



Major problems

- Uneven CD profiles
- Scratches
- Skip coating
- Jet streaks & back flow
- Flipping blade
- Contamination of dryer battery²

Without regular service intervals, a trouble-free operation of a blade coater is not ensured.

The major problems which occurred in this case are described left hand site.

Typical impact

Production loss²

Scrap/ broke 4%
 Complaints³ €270.000

Those problems led to lower production volume due to unplanned downtime and additional broke. Finally, the frequency of customer complaints increased.

12 hours

¹⁾ This printing & writing ("p&w") customer has three PMs with online coaters and two offline blade coaters, producing 1.100 kt per annum at speeds between 800 and 1.500 m/min.

²) Contamination of the dryer battery by coating color led to production loss of 12 hours (each incident)

³) The customer is calculating an average cost of €1.000,- per complaint



Voith Paper OEM Services Service packages

BASIC Inspection	COMFORT Inspection & maintenance	PREMIUM Inspection & maintenance incl. spare / wear part
Complete functional test	Incl. BASIC service package	 Incl. COMFORT service package
Technical condition check	 Maintenance according to OEM specification 	 Incl. spare parts discount
 Consultation by service engineer 		 Complete service incl. service personnel & planning
Service report incl. recommendations for further measures	 Required spare parts can be purchased directly from Voith 	
	 Standard spare parts included 	⇒ Complete supply by Original Equipment Manufacturer (OEM)
	 Support staff & lubricants are provided by customer 	

customer benefit

Full transparency of mechanical performance, illustrated & quantified in a service report including a list with corrective measures & recommendations.

BASIC Service plus trouble free preventive maintenance executed by Voith, restoring your equipment's functional performance to OEM specification.

Let us take on the challenge to maintain your equipment's performance, extending its useful life, and supporting you with our expertise wherever possible.



Voith Paper OEM Coater Service Scope*

BASIC Inspection	COMFORT Inspection & maintenance	PREMIUM Inspection & maintenance incl. spare / wear part
• inlet & outlet • bearings • gears and lin • adjustment u • jet nozzle • air suspensio • metering rod adjustment g	Exchange (as-needed) of: pressure strip (incl. alignment) clamping device flow strip & gap strip (incl. re-alignent) necessary spare parts Please make sure to have the spare wear parts available for the visit of of service technician. If you would like care of your inventory, please ask for service contract. Profiling check	optimization of cross profiles optimization of coating blades / metering elements start-up times of new blades blade lifetime calibration (DF Coater) complete service incl. service personnel &

^{*)} Maximum scope shown. Individual scope depends on model & type of your coating unit – some measures might not be applicable.



Voith Paper OEM Coater Service Scope Coverage

	BASIC Inspection	COMFORT Inspection & maintenance	PREMIUM Inspection & maintenance incl. spare / wear part
Voith	One service technician (labor & travel cost)	 One service technician per shift (day & night), labor & travel cost 	Two service technicians per shift (day & night), labor & travel cost
	Definition of pre-conditions	Definition of pre-conditions Description of pre-conditions	 Complete service personnel & detail planning
		 Rough planning of required customer resources 	• Tools
Customer	Preparation as defined by Voith	Preparation as defined by Voith	Preparation as defined by Voith
	Support for service technician upon request	 Support for service technician according to rough plan 	
	• Tools	 Spare & wear parts 	
		 Tools 	

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Voith Paper OEM Coater Service Summary

Summary - Your benefits with a Coater Service from Voith Paper

As-Is

Familiar issues:

- Extended dry blade time
- Deteriorating cross profiles
- Damages of flow strips
- Too much color in circulation
- Wrong blade type

The condition of your coater significantly impacts the level of success you can achieve.

Any issue appearing results directly in money you did not make!

Voith Paper Coater Service

Our Offer

Let us take care:

- inspection and maintenance according to OEM specifications
- skilled and experienced service technician and global expert network
- avoiding production loss, reducing quality issues

... allowing you to concentrate on what you do best: paper making!

VOITH

Engineered Reliability