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ISSUE 1/2025

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A perfect fit required

Quantifying the benefits of added value

Tracking down savings potential

10 years of Atrojet

NewTech felt on the road to success

heimbach

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Imprint

Publisher
Heimbach GmbH
52348 Düren, Germany
Phone: +49 (0) 2421 / 802 0
email: info@heimbach.com
www.heimbach.com

Dear readers,

In a constantly changing industry, where technological innovation, efficiency and sustainability play a central role, the importance of cohesion and partnership has never been greater. In the paper industry, with its complex processes and dynamic markets, talking helps - but listening and understanding are just as critical.

Strategic cooperation gives us the opportunity to pool resources, learn from each other and break new ground together. The open exchange of knowledge, ideas and experience assists problem solving and contributes to the continuous improvement of both products and services. Partnerships are by no means an end in themselves, providing instead a powerful tool for growing together, overcoming challenges and actively shaping the future of our industry. Heimbach is your partner at eye level. We rely on close cooperation and intensive dialogue – not only with our customers and business partners worldwide, but within our company too. Regular dialogue in the global paper industry is a central building block for our success - and for yours. Together we create value and maximise the profitability of your processes. See page 18/19 for recent examples of this.

A look at the people within our industry provides a further example of the importance of dialogue. In this issue, the head of the study programme at the Baden-Wuerttemberg Cooperative State University gives an insight into his work. We also present the Women4Paper initiative - a platform for women in the pulp and paper industry that promotes dialogue and makes perspectives visible. Here again, the focus is on listening, understanding and talking to each other.

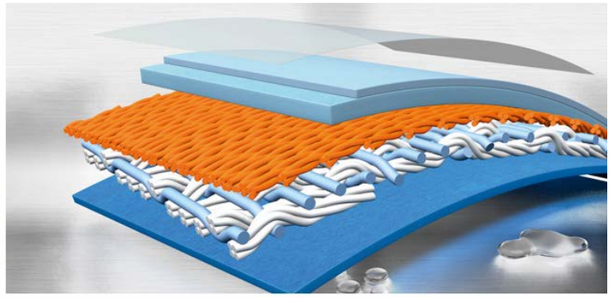
Let's continue on this path together – supported by commitment, innovation and the will to improve.

Yours, motivated and full of energy

Michael Dick
Vice President Sales PMC Global

Happy Birthday – Atrojet celebrates its 10th anniversary

Heimbach was the first manufacturer in the world to combine a multiaxial non-woven structure with conventional base modules. This combination of the proven advantages of two innovative and successful technologies - Atrocross and Atromaxx - was a true stroke of genius and the result a universal talent.



INNOVATION MULTIAXIAL – NON-WOVEN

Over the last 10 years, Atrojet has successfully established itself internationally. Since its market launch, the NewTech felt has particularly impressed with its even felt surfaces.

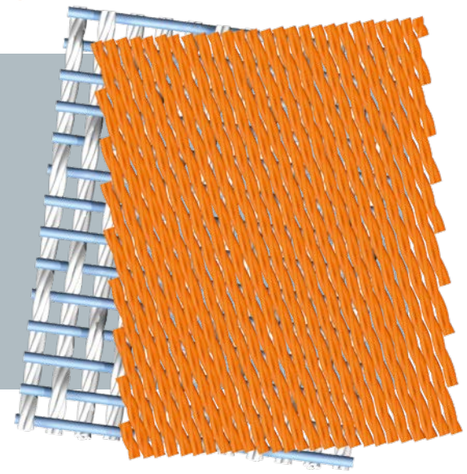
Initially, the focus was on single-sided felted positions, such as the shoe press on systems with a centre roll concept, or tissue machines and crescent former positions with suction press rolls or tissue shoe press concepts. Thanks to the modular design - a paper-side non-woven base layer with a large contact surface and one or two stable base layers on the roll side - the variety of possible applications for the product have become much more diverse. They cover the full range of grades, from those based on virgin fibres to papers made from 100% recycled waste stock.

Numerous practical examples document the many advantages of our latest generation of press felts.

„The pioneering work with Atrojet was carried out in 2015. Even at that time, we were able to talk confidently about a new era when launching the product. That applies today more than ever.“ *Franz Kiefer, Product Manager Pressing*

Atrojet – Benefits at a glance

- Excellent start-up and first-class dewatering
- Very smooth paper profiles
- Unmatched dimensional stability
- Highest stability and robustness
- All positions - all grades - all machines
- Can be combined with 'fast forward'



How DHBW Karlsruhe educates specialists for the paper industry

Now more than ever, the paper industry is characterised by change and innovation. This means that issues such as sustainability, digitalisation and the use of artificial intelligence are starting to open up enormous opportunities for young engineers who want to help shape the future of our traditional industry. The Baden-Wuerttemberg Cooperative State University (DHBW) Karlsruhe is already responding to these developments. With its Sustainable Science and Technology course, it is providing training for young professionals who become ideally prepared for the demands of the modern paper and packaging industry. Professor Jukka Valkama, head of the programme, gave us a brief insight into the course.

Course director Prof. Dr.-Ing. Jukka Valkama

Could you please explain to us what the Sustainable Science and Technology dual study programme is all about and what makes paper technology such an exciting field?

The Sustainable Science and Technology (SST) programme is a symbiosis of paper technology and safety engineering.
The subjects of paper technology, packaging technology, occupational safety, environmental protection technology and radiation protection have essentially remained the same, but the content has been updated. For example, modules on digitalisation and sustainability have been added to reflect current requirements and developments.

A further reason for my conviction that paper technology is exciting is the key role it plays in the development of sustainable materials and processes.

This can be seen in the variety of sustainability modules that we have introduced covering topics such as resource management, environmental legislation, sustainable energy use, biogenic fibre production, recyclability and innovation.

Your university has trained hundreds of engineers for the paper industry over the last 20 years. What is the gender ratio?

The course has been running since 2002 and we have trained almost exactly 300 engineers to date. In the current SST cohorts, the proportion of female graduates has risen to around 1/3. Overall, however, the proportion of women is 10-20%, depending on the year.

Sustainability is a key issue in the paper industry. How does the course provide practical and theoretical knowledge to develop environmentally friendly production processes?

In the core programme, the basics of environmental, economic and social sustainability are taught in four new modules. This basic knowledge is then expanded and deepened in specialised modules. About 2/3 of the lectures at the DHBW are given by industry experts.

Talking about digitalisation and AI: what is on the curriculum here?

In the first three semesters, we teach the basics of information technology. These subsequently form the basis for the advanced modules on control and automation technology and process control systems. The principles of machine learning are also covered in these lectures. Considerable changes are expected as a result of machine learning and AI. We prepare students for this with two additional modules. Not only will they learn how to use AI tools, but they will also have the opportunity to use them during their studies.

What tools do you use to improve the quality of learning? How do you ensure that the requirements of service providers and industry are taken into account in teaching?

Quality assurance and the quality of teaching are very important at a system-accredited university such as the DHBW. Lectures are evaluated at the end of each semester. Current topics are discussed and content

„The course has been running since 2002 and we have trained almost exactly 300 engineers to date."

Prof. Dr.-Ing. Jukka Valkama

updated annually in quality circles or advisory group meetings with students, graduates, teaching staff, dual partners and employees of the degree programme. Since around 2/3 of the lectures are given by external experts, we are able to ensure that many representatives from industry are involved in the programme.

How does the degree programme support the development of soft skills such as leadership and communication?

Why are these skills important in business?

Clear and concise communication is often essential to avoid misunderstandings and ensure efficient work processes. This applies as much to the paper industry as it does anywhere else where people work in teams. We look to strengthen these skills and teach organisational and project management, operational and personal communication and management systems.

How do the students benefit from placements in partner companies and what are their future career opportunities?

Students get to know the dual partners, the industry and their colleagues during their studies. The theoretical knowledge that they acquire is continuously put into practice during the practical phases (50% of the programme).

As a rule, graduates are taken on by the dual partner and start their working life there. Typical areas would include production, development, departmental or project management. The versatility of the Bachelor of Engineering in Paper Technology study course opens up a wide range of career opportunities, for example in the supply industry or in mechanical engineering.

What opportunities are there for students to gain international experience? Why is it relevant to the global paper and packaging industry?

Many companies and dual partners operate globally. Project work can therefore often be done abroad. Some companies even require students to complete at least one work placement abroad. This international experience is particularly relevant to the global paper and packaging industry as it helps students to thrive in an international environment and develop a global perspective.

What advice would you give to people who are interested in digitalisation, AI and sustainability but are unsure whether the paper industry is right for them?

I would recommend visiting local companies to gain first-hand experience of the innovative and modern technologies used in the paper industry. See for yourself the advances and sustainable processes that this industry has to offer. You will see that the prospects are very promising.

Thank you very much for the interview!

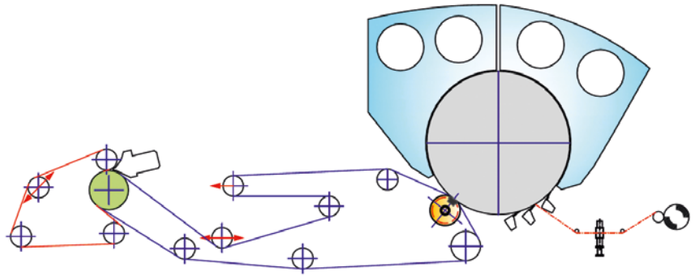
DHBW
Duale Hochschule
Baden-Württemberg
Karlsruhe

About the course director
Jukka Valkama heads the Sustainable Science and Technology programme at DHBW Karlsruhe, which covers the fields of paper technology and packaging technology.
His academic career began with a diploma in wood product technology and paper chemistry at Helsinki University of Technology, followed by a doctorate in paper production at TU Darmstadt.
Since 2010, he has been a professor at the DHBW Karlsruhe, where he specialises in the further development of sustainable technologies in the paper and packaging industry.

About the degree programme
Duration of degree programme
6 semesters = 3 years
Start date
1 October each year
Dual full-time study programme
alternating three-month phases of theory (university) and practice (partner company)
High level of supervision
study in small groups of max. 30 students at the Gernsbach Paper Centre
Stay(s) abroad
Internship in a company, compact programme or study visit to a partner university possible
Degree
Bachelor of Engineering (B. Eng.)

Smart clothing concepts for tissue: it's the benefits that make the difference

Tissue machine concepts, especially where press technology is concerned, have been constantly evolving over the last few decades. The focus here is on energy efficiency, sustainability and decarbonisation. The mechanical power used in the press section is significantly more energetic than the thermal energy that is required to dry the sheet via the Yankee cylinder. Every additional percentage of dry content achieved via the press section leads directly to savings and lower production costs. Heimbach offers a strong product portfolio for tissue and hygiene papers and can achieve optimum running results through targeted design in the forming section, press section and shoe press.

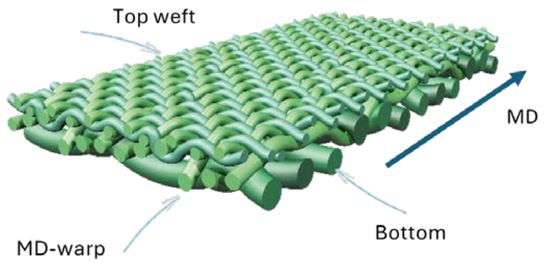


A perfect fit required
Modern paper machine clothing is developed, among other things, to improve the performance of the tissue machine. Applied successfully, this can result in reduced energy consumption, a lower CO2 footprint, better raw material utilisation, optimised machine efficiency or improved paper quality. As part of an intensive analysis process, we aim to transfer your specific requirements into customised solutions for your production.

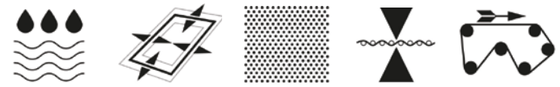
Top performance in the forming section

Our patented **Primoselect.TSF+** binding concept was specially developed for high-quality tissue papers and sets new standards in the ratio of **open paper-side surface and active fibre support (FSI)**. The warp system, which is offset in the machine direction, enables optimum sheet formation. The high FSI, low fabric thickness and low void volume guarantee excellent dewatering characteristics and clean machine operation. The fabric structure also ensures high dimensional and fabric stability, resulting in increased wear resistance and optimised running times.

Forming fabrics for tissue production depend on an optimal balance between fabric design and machine-specific properties.



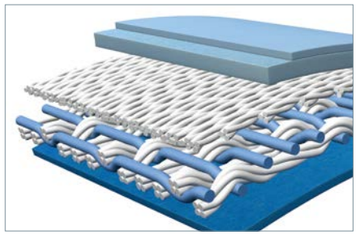
primoselect.TSF+
SINGLE-BINDER TECHNOLOGY



Top performance in the press section

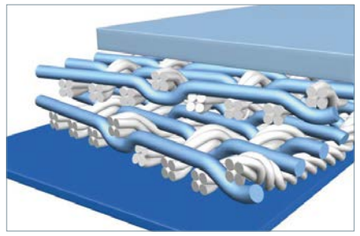
As is the case with forming fabrics, we have responded to changing market conditions by developing a forward-looking portfolio for the press section.The **Atrojet.T** and **Atromaxx.T** series combine the benefits of the most advanced **multiaxial and multiaxial non-woven base weave structure** technology with unrivaled batt concepts. This achieves greater flexibility in the construction of the yarns and the twisted structure than with conventional non-woven or woven structures. The opportunity to select appropriate base modules enables felt designs to be customised.

Press felts for tissue production depend on a perfect combination of different factors.



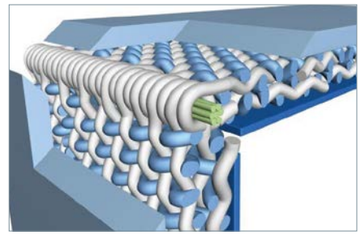
atrojet.T

The fine and homogeneous base fabric used with **Atrojet.T** ensures excellent dewatering and a fast start-up.
The modular non-woven structure provides a very fine-pored structure, preventing the accumulation of dirt on the surface and



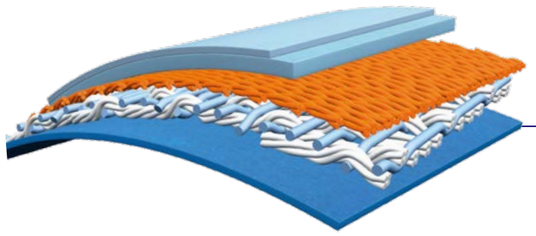
atromaxx.T

contributing to a high paper quality.
A fine uniform batt structure on the paper side, high contact area, low initial void volume and fast saturation ensure the best possible 2-sigma profiles and optimum water removal via the press roll(s) and Uhle box(es).



atromaxx.T CONNECT

In addition, the felt's uniform batt structure provides stable performance, low energy costs, smooth Yankee transfer and improved finishing.



atrojet.T

INNOVATION MULTIAXIAL – NON-WOVEN

Fast start-up | Smooth paper surface | High compaction resistance | Excellent dewatering | Muliaxial Non-woven

Outstanding achievements: Heimbach apprentices honoured

Akin Pilaydin and Ferhan Olcay recently completed their training as machine and plant operators in textile technology with an overall grade of „very good".
These outstanding achievements were duly honoured by the Aachen Chamber of Industry and Commerce in the Coronation Hall of Aachen City Hall. Both students received a certificate and gift in recognition of their achievements, and were included in the ‚Best in class' programme, which provides them with a personal budget for further training.

The IHK Aachen honoured a total of 167 top trainees who passed their final exams with the grade ‚very good'.
IHK President Gisela Kohl-Vogel paid tribute to the graduates' exceptional skills and tireless commitment and further encouraged them to continue pursuing their goals with passion and dedication. She emphasised the importance of dual education and the need for high-quality vocational training in the IHK district.

We are proud of Ferhan and Akin and look forward to having them on board as qualified colleagues in the future.

Akin Pilaydin (left) und Ferhan Okay with apprenticeship manager Astrid Ritz

Women4Paper: A platform for female expertise and success

The pulp and paper industry is synonymous with innovation, tradition and technology. There is one resource that is frequently overlooked: the diverse talents that women bring to the industry. Since 2018, Women4Paper has been a platform that gives space to these talents while helping to shape the future of the industry. We spoke to Petra Hanke, Managing Director of Zellcheming Service GmbH and founder of the network, about her vision, her aspirations and the challenges facing women in the paper industry.

Petra Hanke

Mrs Hanke, how did the idea for Women4Paper come about and what was it that motivated you to launch the initiative?

An essential building block for success is a good network! I also wanted to give something back to the paper and pulp industry, where I have enjoyed my work for more than 20 years. My colleague Susanne Haase, who supports me as Head of Media and Communication at ZELLCHEMING Service GmbH, shared the same feeling.
That's why we joined forces, activated our contacts and proceeded to get them excited about the idea!

The group now has 50 active members and over 400 followers on social media. Are there any measurable successes or particular highlights?

These figures are also quite impressive when you take into consideration the relatively low proportion of female employees in the pulp and paper industry - according to the German Pulp and Paper Association (DPI), they make up 15% of the total workforce. Our network has developed dynamically over the years and continues to grow. The fact that we have grown from two to more than 400 women in the network in just under five years speaks for itself!
What's more, we have active advisory board members who are constantly working on fundamental issues such as the organisation of lectures, the mentoring programme and the keynote for the live event at the annual ZELLCHEMING Expo in Wiesbaden in the summer. The fact that the members of the advisory board have been active in this role for years is also a good sign. And last but not least, there are a number of similar projects in other countries or in neighbouring segments of the value chain in which our industry is embedded, such as Women4Packaging or Print. We like to inspire others!

The annual meeting at the ZELLCHEMING-Expo is an important part of the Women4Paper initiative. What is your conclusion after the last event?

The Women4Paper live events have quickly become an integral part of the Expo. We welcome between 50 and 100 participants on site in Wiesbaden, some of whom organise the stage programme or enrich it with their own presentations. The programme combines current social trends with the individual needs and aspects relevant to women in our industry.
The subsequent Women4Paper Lunch provides an ideal opportunity to exchange ideas and talk to old acquaintances and new contacts. Incidentally, the lunch has been sponsored for a number of years by AFRY, a leading European engineering, design and consultancy company with a long history in our industry. I assume that this investment is seen as worthwhile.

What advice would you like to give to young women considering a career in the pulp and paper industry?

I would encourage all women to get involved in networks such as Women4Paper as soon as they start their careers.
I also think it's important to take part in a mentoring programme like the one we offer. It sets the course differently right from the outset. It always makes a difference when feedback, encouragement or criticism is coming from someone who shares and understands your point of view. This can be motivating, especially in situations that might otherwise lead to frustration. In general, I would encourage women to open up in this hugely diverse, high-tech industry that is committed to sustainability!

One focus of your work is the mentoring programme. What is going well and what is there that can still be improved?

The Women4Paper mentoring programme has been running for two years. The first tandems of mentors and mentees have already completed the pilot year and everyone has

rated the experience as very positive.
We are now in the process of looking for more mentees: I would like to encourage all women who are interested in the programme to get in touch with us. We will provide information regarding the opportunities and match the prospective mentees with the right people. What can still be improved, however, is the visibility of our initiative. Just as it took a few years for Women4Paper to be noticed, so our Women4Paper mentoring programme still remains under the radar. That's why we welcome opportunities to talk about it and ask all women to let others know about it. We would also very much like to work directly with HR managers from mid-sized companies in the sector and ask them to get in touch.

Networking is everything. How does the work of Women4Paper differ from other platforms and what is special about your platform?

One special aspect, for example, is our affiliation to the ZELLCHEMING association. Referring to the organisation's mission statement, a special focus is placed on the promotion of young talent through awards, scholarships and financial and professional support. The association also sees itself as a responsible influencer and trendsetter with the aim of making a positive contribution to securing the future of an innovative paper and fibre-based industry. This can only be achieved if we actively support the next generation in its entirety and get them excited about this special industry!
Women4Paper is an important building block. In this permanent committee, which forms a part of the ZELLCHEMING association, women working in the wood fibre industry are able to exchange ideas whether in science, production or marketing.
The aim is to focus on innovative research approaches as well as the entrepreneurial and product-related successes behind which women in the industry are working.
The group, led by an elected advisory board, also serves as a networking platform for increased collaboration and mutual support. It represents a good mix of women from different generations and segments of the paper and cellulose-based products value chain. The Women4Paper Meetings & Workshops take place quarterly, as both online meetings and as a face-to-face event at the ZELLCHEMING-Expo.
Representatives of Women4Paper also take their message to various industry events, such as the Paper Engineers Symposium at the end of last year, which included a session on diversity.

What is your vision for Women4Paper over the next five years? What would you like to see and what milestones would you like to reach?

I would like to see the network continue to grow and, where it makes sense, cooperate across national borders or several segments of the value chain. In addition, the Women4Paper mentoring programme should be established with 5 tandems per year on a regular basis. My overall goal is for our industry to take a fresh look at women and discover the value that their perspectives and skills bring to companies!

For more information about Women4Paper, please contact:

TASK team under new leadership: Janek Schiefer brings a breath of fresh air

Ever since the mid-1960s, Heimbach has offered technical services to increase the productivity of paper machines. In 1994, the service department was re-named TASK, standing for Technical Assistance, Service and Know-how. At the end of last year, Janek Schiefer took over as head of the department. He is celebrating his 10th anniversary at Heimbach this year and told us a little about himself and his work with the TASK team.

Janek Schiefer, Head of TASK

How did you feel when you were offered the management of the TASK department at the end of last year?

It's a great honour, but also a challenge. I am very pleased with the trust placed in me and see it as an opportunity to develop the department further. At the same time, it's a special feeling because I started my career at Heimbach in the TASK department. My path led me here directly after graduating from the University of Applied Sciences in Munich.

What do you think has changed the most in the last 10 years?

For me personally, the biggest change has actually been my own development. I have been able to learn a lot while here, have been able to get actively involved and realize my own ideas. The ever-increasing demands of our industry have not only strengthened my skills, but at the same time deepened my passion for my work.

What pleases you most in terms of your team and working at TASK?

I can confidently say that we are an incredibly dedicated and motivated group. Everyone brings a high level of expertise and contributes to our team spirit. We support each other and work together to find solutions. It is this togetherness and the direct customer contact that makes our work so exciting and varied.

You have travelled to many countries during your time at TASK. What stands out in your mind?

Travelling a lot automatically means getting to know different people and cultures. I remember in particular the extremely friendly and courteous mentality of the Koreans. Their cuisine is also one of the best for my taste.

What motivates you?

In our work, we often have a direct impact on the performance of the paper machine. If we can solve a problem quickly and efficiently and the customer is satisfied with the result, I know that we have been able to make a valuable contribution.

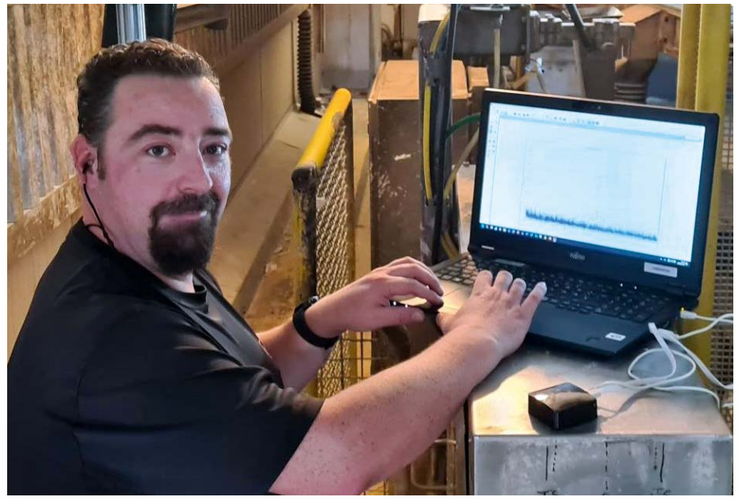
I am also motivated by the dialogue with our customers on site and the informal meetings that take place with industry experts, for example at the papermaker's round table. And last but not least, working with my team provides my greatest motivation.

What trends do you see in the paper industry that also impact your work in the service department?

In recent years, paper machines have become more and more optimised and automated. It is not insignificant that this automation needs to be monitored, which actually further increases the workload of the papermakers. There are also many small innovations from machine manufacturers that need to be integrated. All these factors contribute to the increasing complexity of the systems. It is becoming more and more difficult to keep track.

Well-trained people are needed to meet these challenges. Is there a need for additional personnel in your area and if so, what should candidates bring to the table?

I would be delighted to welcome new members to the team. After an induction programme with experienced colleagues, we are able to offer a very varied job description. A willingness to travel regularly and flexible working hours are a must, as rapid assistance is crucial not only in emergencies.



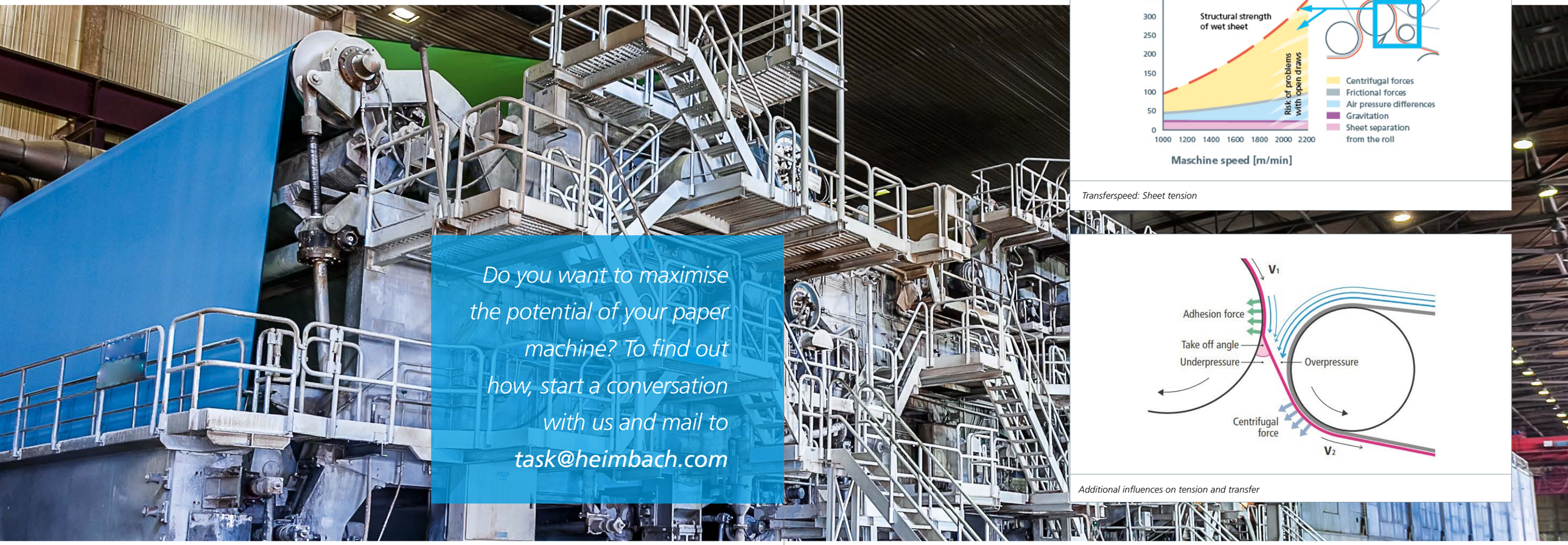
Working in the TASK team is certainly not a holiday, but nevertheless provides an opportunity to get to know other regions and countries. Ideally, you should already have experience with paper machines or technical systems and have technical and manual skills. As we work internationally, English language skills and a driving licence are required. Residence in the vicinity of Düren will facilitate intensive induction, but is not a prerequisite.

Thank you for your time and best of luck!

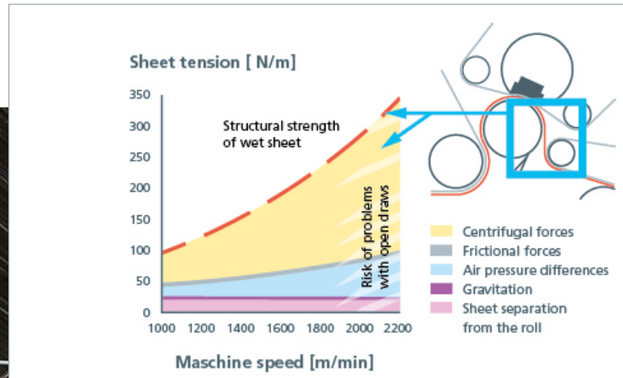
Janek Schiefer,
Phone +49 (0) 2421 802 526,
Mobile +49 (0) 151 52 728 019
janek.schiefer@heimbach.com

task.
Technical Assistance,
Service and Know-how

Optimisation of sheet transfer



Do you want to maximise the potential of your paper machine? To find out how, start a conversation with us and mail to task@heimbach.com



Transferspeed: Sheet tension

Additional influences on tension and transfer

Do open draws limit the speed of your machine?

In times of falling demand for graphic papers, older machines have to be shut down and only the profitable machines are retained. In some cases, these machines are being converted to produce packaging paper, although this area is also coming under increasing pressure and is struggling with overcapacity.

No matter which paper or board grade you are producing, the need to be competitive is more essential than ever. The best way to maximise the efficiency, competitiveness and profitability of the paper machine is to raise production with less energy cost.

This requires paper machine uptime to be a high as possible, as well as the output volume during that uptime.
But how do you balance those out?
Raising output usually means running the machine faster, but higher speed increases the risk of sheet breaks. Running more slowly to ensure stability can increase uptime, but it can also reduce total output. Both can make a paper machine less competitive. However, this is a problem that can be solved.

Run faster or longer?

When you increase your output volume by raising paper machine speed, sheet tension will usually be increased too. But if the wet tensile strength can't handle the increased sheet tension, this can cause sheet flutter and breaks, as the paper is transported from the forming section towards the dryer section.
Higher speeds multiply the challenges of sheet transfer and make it necessary to have better control of the sheet. The answer to these stability challenges is to make sure that the paper sheet is well supported by machine clothing and paper machine elements, in order to optimise the sheet transfer.
There are usually no real problems from the headbox through most of the press section, because the paper sheet is supported by the paper-machine fabrics and felts.
However, problems can arise after the press section in machines that have free/open draws with no papermachine clothing. These can appear as early as the transfer from a third to a free-standing fourth press or from the final press into the dryer section. In these cases, there is a risk that the fresh, still wet paper sheet – unsupported by paper-machine clothing – will break due to insufficient tensile strength. This not only makes it impossible to raise operating speed any further, but it may even be necessary to operate the paper machine at lower speeds, to ensure runnability and the paper quality.

Tension troubles

There can be many reasons why higher draws are necessary. Usually it is a higher machine speed and speed differences.

In turn, sheet tension and the related sheet transfer are influenced by a wide range of factors, including centrifugal forces, friction, air pressure, gravity, adhesion and tensile strength, which themselves are often influenced by stock make-up (filler content), paper grade, basis weight, moisture content, roll surface, suction zones, blow boxes, air nozzles, fabrics and felts.

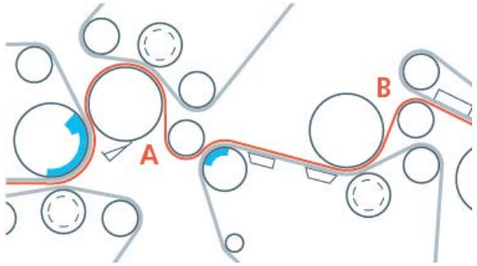
The problem is that many of these factors suffer in open draws, which also necessitate higher sheet tension. Also, the high tensions required at high machine speeds can cause structural damage to the still wet, unprotected paper sheet, and that can cause problems downstream, whether this is on the paper machine itself or at the converting and printing stages. There are, as mentioned previously, solutions to this.

The best of both worlds

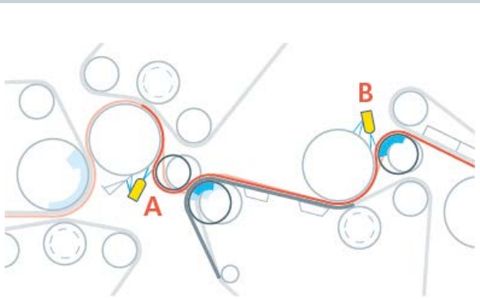
It is possible to reduce draw and increase the machine speed at the same time. This involves reducing or eliminating the variable tension-intensive factors from the long list mentioned above to optimise the transfer of the sheet between different sections of the paper machine.

Of all the options, the most effective is to reduce open draws: the fewer open draws a paper machine has, the better the runnability and product quality.

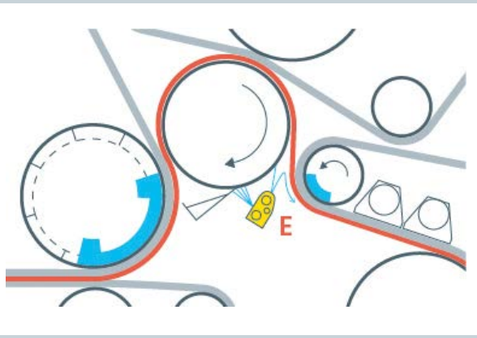
The illustrations show how open draws have been reduced and eliminated on a wide range of different machine configurations.



Paper sheet with two open draws



Paper sheet with with significantly reduced draws



Paper sheet with one open draw: Protected transfer

To put it extremely simply, open draws can be reduced or eliminated by repositioning rolls closer to each other as well as, where possible and necessary, replacing guide rolls with suction-transfer rolls.

Efficient dewatering in the press section is another effective option. Higher dryness increases the web strength and reduces draws, which means fewer breaks, i.e. more production and better paper quality.

Where open draws cannot be reduced, balancing the running conditions referred to previously can help to ensure the sheet is transferred as safely as possible through any open draws. If an open draw is unavoidable, a plain fabric roll can also be replaced with a vacuum roll. The positioning of pre-existing vacuum sections can also be optimised. This prevents loss of vacuum, facilitating sheet transfer from roll to roll, as well as keeping the sheet securely in contact with the fabrics and preventing any unintended free movement, which can risk creasing the sheet.

In many of the cases mentioned, an air curtain can also help to release the sheet from one roll to the next, as well as lubricating and cleaning the rolls.

These solutions are already in wide use across the paper industry, at mills that have successfully – and safely – increased their production.

In profile

At Heimbach, many paths converge and employees in Europe and Asia work hand in hand. As representatives of our international team we are happy to introduce two more committed Heimbach colleagues to you today.

Didier Couty

Role/Position:
Sales engineer responsible for North-West France
My professional background/training:
Studied paper technology in Grenoble, then worked for four years in an Italian tissue factory before joining Heimbach
I have been with Heimbach since:
November 1993

My tasks are:
I ensure that my customers are satisfied. By being present and offering helpful services.
The best thing about my job is:
I love helping my customers solve their problems and getting to know lots of different people and machines in the process. Every day brings new challenges.
I have a weakness for:
Good cuisine, especially from France, Italy and Romania.
I my free time I enjoy:
Spending quality time with the family, working in the garden, flying with my simulator.

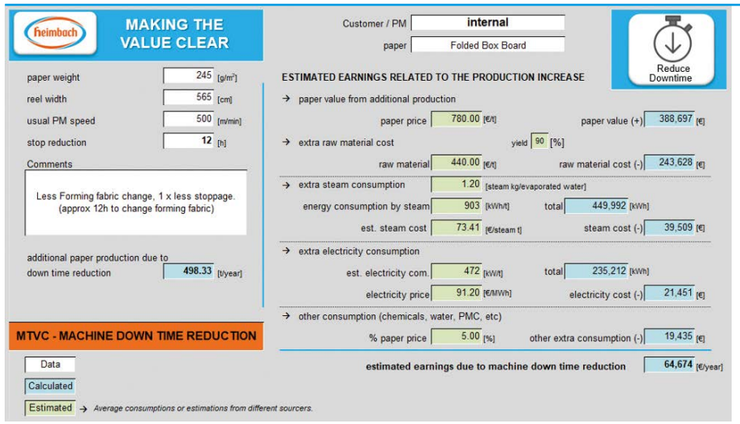
Dirk Stahl

Role/Position:
Sales and Service Northern Germany
My professional background/training:
Papermaker / Industrial foreman
I have been with Heimbach since:
October 2023

My tasks are:
Sales / Service / Acquisition
The best thing about my job is:
The variety of tasks and the dialogue with my customers.
I have a weakness for:
Papermaking
I my free time I enjoy:
Family, camping, dog, aquarium and one day riding my motorbike again

Quantifying the benefits of added value

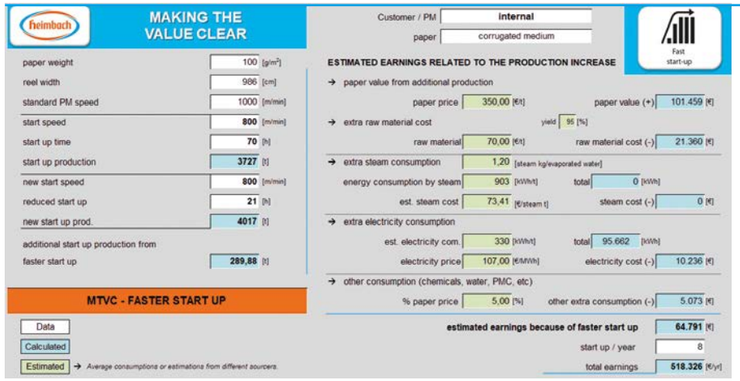
FORMING | Customer example 1



Primoselect.SF+ was used in the bottom, marking sensitive, wire position on a packaging paper machine. The introduction of this product resulted in a record lifetime of 499 days, in addition to providing improved guiding.

Annual savings potential of almost 65.000 Euro

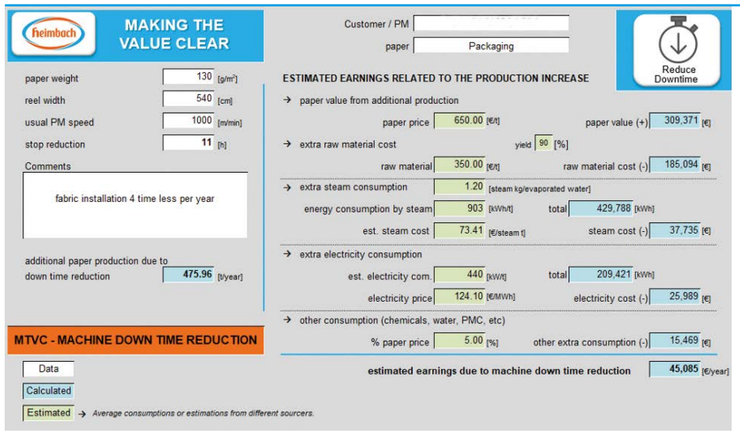
PRESSING | Customer example 1



Our support in the press section was requested by a manufacturer of packaging paper: the aim was to optimize dewatering and start-up time. After intensive analysis and subsequent design adaptation of the press felts (**Atromaxx**).

Annual savings potential of around 518.000 Euro

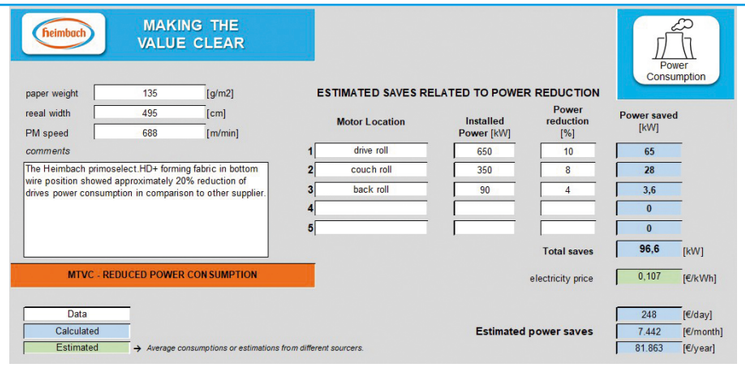
DRYING | Customer example 1



On a machine producing packaging paper, dryer fabrics had to be replaced every 45 days due to deposits and uneven profiles in the 1st slalom group of the dryer section. Switching to our **Secoplan.V** design has paid off in several ways: longer running times, optimized profiles and better cleanability.

Annual savings potential of around 45.000 Euro

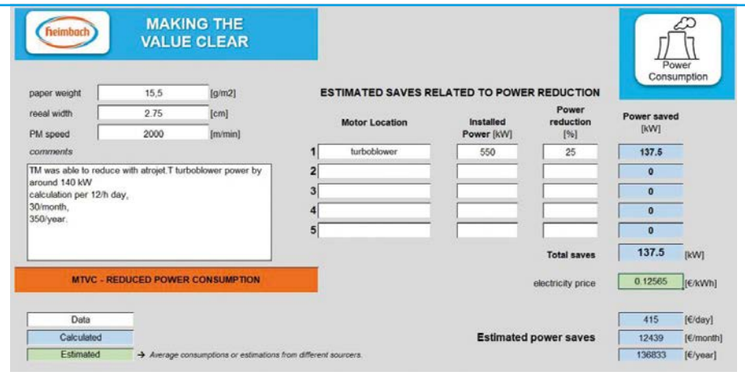
FORMING | Customer example 2



Installed on a packaging paper machine, our **Primoselect.HD** forming fabric runs with around 20 percent less drive energy when compared to other suppliers.
A further plus is the longer running time.

Annual savings potential of around 81.000 Euro

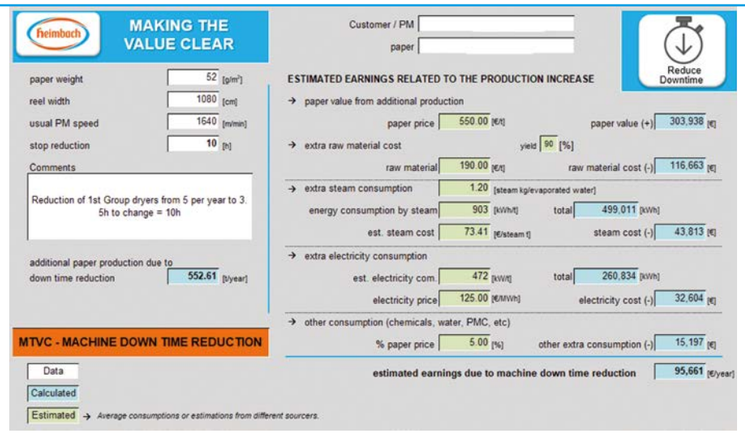
PRESSING | Customer example 2



The application of **Atrojet.T** felts in the press section of a machine producing household and tissue paper has shown potential to save energy.

Annual savings potential of around 136.000 Euro

DRYING | Customer example 2



Changing fabric design in the dryer section of a machine making graphic papers resulted in significant reduction of deposits and stickies, leading in turn to increased running time. The **Secoplan.V** dryer fabric used in this case benefits from a low number of contact points on the paper side and can be cleaned efficiently in combination with cleaning devices.

Annual savings potential of more than 95.000 Euro

When it comes to performance

Your paper machine certainly has a lot of potential, it's a question of getting it out: Start up faster, dewater more and run your clothing for longer - with our NewTech fabrics you can increase performance and cost efficiency. Are you looking for process optimisation? Our experts can support you in reaching your goals with a combination of high-tech equipment and know-how. Learn more at:

www.heimbach.com

Heimbach