

# Special Services To Successfully Bridge The Economic Downturn

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## ABSTRACT

Facing an economic downturn the availability of cash for capital expenditures is greatly reduced. To still maximize the ROCE (return on capital employed) and hence survive in the market, large investments have to be postponed. As a result, additional free cash is available for operational expenditures with focus on enhancement of plant life. Now services are needed which can deal with an extended equipment lifetime and still address the key challenges of cost reduction per ton of paper or board without compromises in quality:

- Increase the production output
- Ensure the required equipment availability
- Optimize raw material recipes
- Enhance the energy efficiency
- Reduce maintenance costs

Successful papermakers now capitalize on proven services that support their equipment even further during the enhanced lifetime as well as on measures to fully use the technical potential of the installed base:

- Industrial Plant Service
- Performance Review
- Services to Reduce Sporadic Faults
- Services to Enhance Machine Speed
- Re-optimization of Drive Systems
- Horizontal Modernization of Drive Systems

This paper describes these services and measures with focus on automation, drives and energy transmission including relevant references.

In times where paper makers postpone large investments to secure their financial health it is cost cutting which is intended to secure profits. The question now is how to achieve a better business performance and at the same time reduce the capital employed? Where is the golden rule which helps to place investments wisely to stay up to date and in front of the competition? “Special Services” are now relevant more than ever. In maintenance targets for these services are:

- Efficient and effective maintenance processes
- Enhanced lifetime and reliability
- Reduced stock assets