

Company headstones along the way

In 1988...

Säte Oy, established by Matti Rantala, was an electrical contractor and a producer of electric automation and logic programming. Its clients included, among others, the house building industry, furniture industry, and local conveyor producers and machine builders. The company had three employees.

1992...

creation of the first set of stacking devices and registration of the Pinomatic trademark. The first products included stacking devices and stack unloading devices as well as related basic conveyor solutions.

1995...

start of engineering activities with the name Hansameri Oy. The company commenced the production of agricultural machinery and proceeded with conveyor production.

1996 - 1997...

the new sales company Pinomatic Ltd begins to focus more in the sale and marketing of its products to the woodworking industry. Petri Oravamäki becomes the company's joint owner and takes on the responsibility for the sales.

2000...

fusion of three companies under the new name Pinomatic Ltd. The company's line of business focuses on the streamlining of production for the wood processing industry.

2002...

moving to the new production premises with a surface of 2.500 square metres. Our premises have been expanded for a few times according to our needs and after the latest add on there is an area of 6.100 square metres at our disposal.

2003...

along with a corporate acquisition Pinomatic extended its competence in edge glued panel industry by acquiring the product rights of a edge gluing press from LP-Innova Oy operating in Alahärmä, Finland.

2004 - 2005...

introduction of intensive focus on export activities. The company participated in a foreign trade show Xylexpo in Milan with its own stand in spring 2004. A year later followed the Ligna+ trade show in Hannover, which is the largest event in woodworking and is still included in the trade fair schedule of Pinomatic.

2008...

Pinomatic manufactures production lines or single devices for its clients, to improve the cost-effectiveness and capacity of their production. The fields of know-how include, among others, door and window factories, further processing of sawmills, edge glued panel factories, furniture factories, and mechanisation of finishing lines.

The products of Pinomatic are produced in our factory from start to finish anything between engineering, electrification and automation. The company has always been aware of the importance of development work and the last years have brought along an even greater focus on that. Pinomatic Ltd is actively participating in the development of new production methods together with its clients. All solutions are designed and tailored individually for each client. The implementation process uses finished products combined into individual solutions suitable for the client.

About 20% of the production is exported and the biggest export areas are the Nordic Countries, the Baltic States, and Central Europe.

This year our premises will also witness the opening up of a new company Säte Oy that produces sheet metal work elements by subcontracting and the larger part of whose production goes to Pinomatic.

Pinomatic Ltd celebrates its jubilee year with various events during the summer.

Pinomatic Ltd 20 years



This jubilee year is a good time for taking a look back at the company's 20 years long journey from the end of the 80's onwards. For me this period is long, but it is still very modest compared to several of our customers and good competitors. Over the years we have gained a good secure position in the

furniture industry, woodworking industry, and in further processing of sawmills. We have been a challenger in the market throughout our entire history.

As the company's founder I have been here since the beginning. For nearly ten of these years I was able to handle all the office works starting from the calculation of salaries. I was able to recognize each and every click in the company: that is what entrepreneurs do, after all. At the beginning the company was kept alive with small costs and strong entrepreneurship. This way we survived even the depression period. When making choices, we left the electrical subcontracting for others and focused more on maintenance of furniture industry and included mechanical engineering activities.

The first stacking devices were produced and delivered

17 years ago. We had just a few employees, development was intensive and all things had to be studied, tested, and even errors had to be committed. Immediately in the beginning our goal was to make products that would consist in equipment suitable for serial production. At the time the development work paid off as our first product, the stacker Pinomatic 1900 is being produced into stock in series of semi-finished products. It is worth mentioning that spare parts are available for the first series from the year 1992 the same way as for the stacking machines manufactured today.

Today we are employing 40 people, of which almost half have graduated a polytechnic or received a corresponding education. We are recruiting more employees all the time and even at this moment we have six vacant positions.

The company is being managed in a down-to-earth and flexible manner. The board of directors has two members: the undersigned entrepreneur and the Vice President Petri Oravamäki, both joint owners and employees of the company. Our policy is to prepare a strategy for a few years at a time and operate according to it.

Today our activity is going on and developing as intensively and eagerly as before. However, now our innovative group that creates and produces good machines and services for our clients is bigger than before.

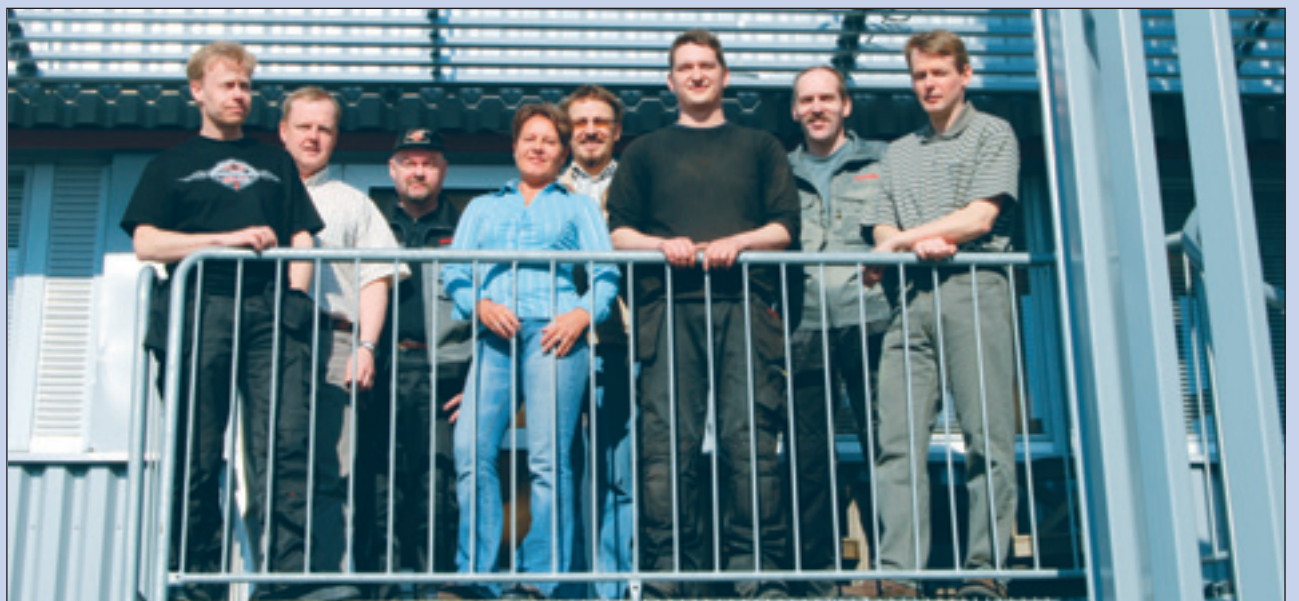
Matti Rantala, President



Even as early as 1990, Petri Oravamäki and Matti Rantala, had visited the woodworking fair in Milan together.



Pinomatic Ltd, now twenty years old, also has long term employees. Besides Managing Director, Matti Rantala, who has been busy establishing the company, there are many employees who have been working at the company for over ten years.



From left to right: Jouko Ventelä (Production Manager for electricity) Petri Oravamäki (Vice President), Risto Seppi (machinist), Tarja Koskimäki (Financial Manager), Matti Rantala, Jani Kallberg (mechanic), Reijo Koivisto (component production), and Timo Haapala (Senior Designer).

Top modern production lines for Fenestra's window components

In summer 2006 Pinomatic's biggest deal so far was made, when Fenestra Oy signed a contract concerning the processing and transfer equipment and line automation of a casement and frame line for the Kuopio window factory. The last stage of the delivery was taken into use in spring 2008. The Fenestra investments in its Kuopio factory were totally about 12 million euros.

Fenestra Oy is one of the most significant window and door manufacturers in Finland and the Nordic countries. The company employs nearly 1000 employees. Fenestra's parent company is a family enterprise called Paloheimo Oy, which was established in 1889.

Fenestra has six manufacturing plants in Finland and its Estonian subsidiary has a window factory in Tallinn. In Finland the window production is focused in Kuopio and Forssa and the other four units focus on door production.

Focusing capacity on production

The window factory in Kuopio focuses on the production of window components. Fenestra had planned the modernisation of its factory for a longer time already.

"The preliminary planning of the project started in 2005. It was Fenestra's objective to shift the



Esa Kittilä and Leif Salenius from Fenestra and Petri Oravamäki and Matti Rantala from Pinomatic watching the ready-made production line in use in Kuopio factory.

window component production in Kuopio to a new era, in which the latest technology would be used, even such technology that had not been used in carpentry industry before, for example Rfid technology," says Fenestra's Technical Director Leif Salenius.

A piece is processed in a window casement line which is

220 m long at its longest and on a frame line which is even 420 m long. At the beginning of the line massive wood is processed and at the other end, a finished window component that has been machined and painted, with fittings and gaskets, comes out for assembly.

"The planning of the lines at the Kuopio window factory was

implemented in close cooperation with Fenestra's experts, including several meetings in four months before the final deal was closed," says Petri Oravamäki, who is responsible for sales.

Rfid technology

The lines benefit from the modern Rfid or radio frequency identifica-

tion, which is in use, for example, on the production lines of car factories. Rfid technology is also in everyday use, for example in car keys. In wood industry the use of Rfid technology is new, so Fenestra can be regarded as a pioneer in the use of the technology.

The technology makes it possible to manufacture several simultaneous production series on the lines, and the pieces do not have to go on the line in a certain order, when the data inside the piece conveys all the necessary information to, for example, a machine tool. Kari Lahti, Fenestra's System Engineer, is responsible for the programming and linking the Rfid technology with the production control.

"When closing the deal, we were aware of the challenging nature of the project, and took the new identification technology and size of the delivery into account. Afterwards we can confirm that the project ran smoothly, and the delivery further strengthens Pinomatic's position as a deliverer of demanding line entities," says Matti Rantala, Managing Director of Pinomatic Ltd.

"Pinomatic managed to execute the delivery well and especially their excellent project management was emphasised in such a large project, in which the traditional woodworking machines were interfaced with a large production line," says Esa Kittilä, the Development Manager of the Kuopio factory.

A Pinomatic door packaging line for the new Dooria As door factory in Norway



Dooria As established a new door factory at Årdalstangen, Norway, in 2007. The factory uses modern automation solutions and for the line's end section it was decided that Pinomatic Ltd would be the supplier.

Dooria AS, well-known for its high quality interior and exterior doors, is one of the leading manufacturers in Northern Europe. Besides the production facilities in Norway, Dooria also has sites in Sweden and the United Kingdom. The company was founded in 1947.

Pinomatic's delivery to Dooria took place in July 2007 and the installation work took a few weeks, as it saw the addition of an entire line.

Pinomatic Project Engineer, Tero Viertola, and Dooria Årdalstangen Factory Manager, Per-Jørgen Bosness, joined the test run for the line in Pinomatic's factory in Kauhajoki.

A test run on the door packaging line had already been performed at the Pinomatic factory in Kauhajoki in June 2007. Members of Dooria Årdalstangen's personnel joined in on the test runs, and user training was also supplied during this period in Kauhajoki.

While on the line, each door is equipped and each door frame is constructed by a semiautomatic assembly unit. Following this, the door and frame are combined to form a complete set. In the next phase the set is shrink-wrapped in plastic. At the end of the line a stacker places the ready-made door and frame sets onto pallets ready for the customer. Line solutions have been implemented to ensure that the working conditions for employees are strain-free, as all lifting and moving work is automatic.

Automation solutions for production lines

Part 3. Door packaging line

Mechanisation solutions for door factories are one of Pinomatic Ltd's strongest lines of business. Pinomatic has experience of almost a hundred deliveries to door factories, both in Finland and abroad.

Pinomatic offers solutions for the automation of the whole production of a door factory. Now we are getting acquainted with the processing and packing of surfaced doors in the production of a door factory. The line is suitable for the production of entrance and interior doors.

Good working ergonomics is achieved on the line, as you do not have to manually lift or process a door at any stage. In line-type production, the manufacturing proceeds systematically and efficiently.



1. Unpacking a stack of doors onto the line

A stack unloader equipped with a vacuum gripper unpacks the doors onto a production line.



2. Gasket installation station

A door is lifted up from the conveyor, and it can be rotated horizontally. This enables a fast and easy installation of a door gasket. The working phase is acknowledged and the door is conveyed to the following working phase.



3. Observation and build-up station

The doors are conveyed to the station and automatically lifted up. An operating person can check the quality and faultlessness of a door and also, the door can be fitted with different parts like hinges, locks, windows, etc. There can be several work stations side by side. The door is acknowledged and it is sent forward on the line.



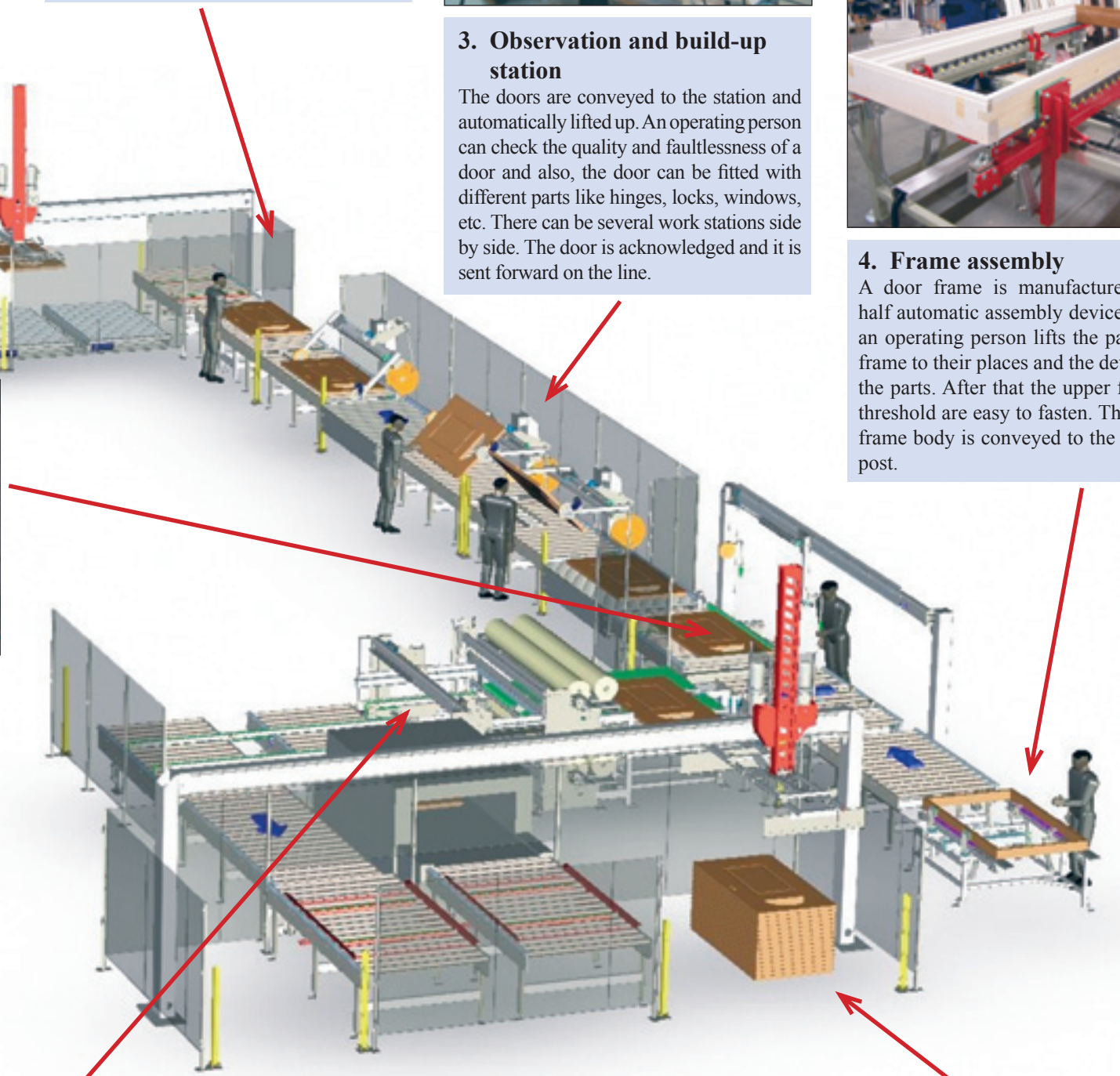
4. Frame assembly

A door frame is manufactured with a half automatic assembly device in which an operating person lifts the parts of the frame to their places and the device locks the parts. After that the upper frame and threshold are easy to fasten. The finished frame body is conveyed to the following post.



5. Integrating a frame and door

Fitted doors arrive at a working station from one side and a frame body from the other side. The door is turned up from the line and a special device seizes it, which automatically conveys the door to the frame, directly on the hinges. It is possible to fasten the necessary protections on the door before packing it, for example edge boards. The door is acknowledged and sent forward to the packing machine. At the same time, a correct stack is defined for the door at the end of the line.



6. Packing in heat shrinkable plastic

A door-frame set is automatically packed in heat shrinkable plastic and sealed on all four sides, after which the set is conveyed to the shrink tunnel. In the tunnel, plastic is tightened around the set so that it becomes a tidy customer package.



7. Stacking in customer specific stacks

At the end of the line, a stacking device lifts the packed door-frame set to a customer specific forklift stack. A special gripper of the stacking device enables the processing of the doors which are packed in plastic.



Jani Hiula, After Sales Manager of Pinomatic, has had a busy spring. The various maintenance services of Pinomatic have been received well among the customers. Various equipment condition assessments have been carried out and new maintenance contracts have been concluded with the customers.

Within the limits of a maintenance contract the client can secure the constantly good condition of its production line. Customers want to focus their know-how on the production of their products and they are pleased to leave maintenance to the specialists. A maintenance-person of Pinomatic is able to take

Pinomatic maintenance services guarantee smooth production

into account the items that are most likely the first to require servicing. The maintenance-person is able to see at a glance many things that a worker operating on the line is not necessarily able to see, and this way there will be no spots that are accidentally left without attention. "The equipment maintains good condition and the client manages to avoid surprising and unnecessary production downtime. If the possible defects would not be repaired, it could cause the breakdown of other parts and thus an increase in repair costs," notes Jani Hiula.

Condition assessment

Pinomatic is also offering profitable condition assessment of the production lines and equipment supplied by Pinomatic. The evaluation will surely pay itself back as the next maintenances will be of current interest and may lead to a remarkable saving in maintenance costs. In addition, this enables to avoid production downtime that

would be expensive for the client. Inspections and servicing are always accompanied by reports of the inspections and works that were done, in which case will be easy to check what was done regarding which machine and to know when and which servicing procedures will follow.

More maintenance personnel

We are increasing the amount of the servicing staff, which makes the maintenance even more flexible. Possible future maintenances can be agreed to be performed without interruptions in production, for example, if possible during the breaks. "Competent maintenance extends the service life of machines. During a maintenance visit can also be discussed whether there is a need for increased capacity or better operation reliability and how this could be achieved," says Jani Hiula.

More information at www.pinomatic.fi/eng/huolto.htm

The production premises of Pinomatic Ltd are being enlarged again

New construction works have been commenced at the plot of Pinomatic Ltd as the factory's fourth enlargement project has begun.

The enlargement will mainly include premises for equipment assembly and testing. In addition, there will be larger spaces for

equipment painting.

After the enlargement there will be an overall of 6100 square metres of production area.



New company Säte Oy starts its activities in the same real estate as Pinomatic Ltd

Along with the enlargement of Pinomatic Ltd's premises another company opens up under the same roof.

Säte Oy is a company established in 2008 specialized in metal subcontracting. Its fields of know-how include laser cut and edged mechanical parts. The company's largest customer will be Pinomatic Ltd. Säte Oy will be using the most effective equipment in the field.

The companies are undertaking an investment into machinery and production premises in the amount of 1.8 million Euros. The project will be completed by autumn.

The ownership base of Säte Oy is the same as that of Pinomatic Ltd.

More information can be found from the website of Säte Oy: www.sateoy.fi.

Säte Oy

Appointment news



Juha Käkälä started in Pinomatic on 4th February 2008. Juha has been qualified as an engine fitter and plater welder. His tasks include machine-related component production and assembly. In addition, Juha participates in installation work at the clients. Juha has several years of experience with the respective tasks.

pinomatic

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