

Furniture factory HKT Myllymäki won over by Pinomatic products – three deliveries within a year

The furniture factory HKT Myllymäki has invested considerably in improving its automated production over the past few years. Significant production and storage expansions were completed in September 2006. Pinomatic has been an active partner in the modernisation of the production lines.

The furniture factory HKT Myllymäki Oy began manufacturing furniture in 1983, ten years after it was founded, as the company changed its line of business. Furniture production was launched with the manufacture of massive water-bed frames from pine. The company switched to the manufacture of board furniture in 1991. It has production facilities of 12,500 m² at Ylistaro, Finland. It has 40 employees and annual sales of approximately 6.7 million euro. Some of the places where HKT Myllymäki products are sold are the largest furniture chains in Finland, such as Asko and Sotka, which also export them.

Reliability as an asset

The first Pinomatic delivery to HKT Myllymäki took place at the



A satisfied customer. Managing Director Mauri Myllymäki (left), Process Foreman Tommi Myllymäki and Production Director Harri Myllymäki.

end of 2004, and more orders have followed in close succession. The equipment has proven to be reliable, making it easy to turn to Pinomatic for new acquisitions. Deliveries have included stackers and destackers as well as different

types of conveyor assemblies.

According to Managing Director Mauri Myllymäki, HKT Myllymäki has been very satisfied with the Pinomatic products. "Well in advance of the scheduled installation date, the installation chief

from Pinomatic Ltd got in touch to confirm that it would be convenient to proceed on that day. The installation was quick and trouble-free, carried out by top-notch, hard-working professionals", he observes.

"The special procedures required for the line configuration at both the feeding and receiving ends were done by Pinomatic in connection with the commissioning of the line, at no additional expense. The equipment started up immediately as planned, and has continued to operate perfectly. To top it all off, they cleaned up the place after installation was completed. All in all, a smooth and professional job", Mauri Myllymäki sums up his thoughts.

The first stacker delivered by Pinomatic was the portal model 2404, which can be used for three different stacking positions. The device is being used to stack board furniture components.

The next delivery included installation of two top-speed model Servo 2403 destackers, equipped with servo motors, for the machining line. The line includes a Weeke drilling machine, the fastest device of its kind on the market. The Pinomatic Servo 2403 destacking devices are very much up to speed with the drilling machine, both at the feeding and receiving ends.

The most recently delivered stacker is a Pinomatic model 1900, which was installed in the packing line in autumn 2006.

New Skaala door factory and logistics centre inaugurated

Skaala celebrated its 50th anniversary on 11 August 2006 at Ylihärmä, Finland. Sauli Niinistö, Vice President of the European Investment Bank, inaugurated the new Skaala door factory and logistics centre. Pinomatic Ltd has installed the door equipment and packing line for the new factory.

Skaala Windows and Doors Ltd is a company specialising in the manufacture and marketing of windows and doors. Its 2006 net sales will total approximately 40 million euro. The company employs about 240 workers in all.

The Pinomatic Ltd delivery included devices for the finishing end of door production. A door travels 60 metres on the production line, where it is equipped, a door frame is constructed with a semi-automatic assembly device, and the door and frame are combined as a set and shrink-wrapped in plastic.

Finally, a stacker stacks the door and frame set onto a pallet for the customer.

According to Marketing Director Hannu Hautanen, Skaala is satisfied with the high quality of the line's technical realization, especially from an ergonomic point of view. The line has functioned well as a whole and has met the expectations set for it.



A Pinomatic 2405 stacker at the end of the line stacks prepared packages onto pallets for individual orders.

Low-cost assessment of production line condition can bring big savings!

Pinomatic offers its customers a low-cost service to assess the condition of production lines and equipment it has manufactured. The assessment is sure to pay for itself when the time comes for servicing, and can even result in considerable service cost savings.

The customer benefits from a condition assessment in several ways. Equipment stays in good

condition, averting unexpected and unnecessary production shut-downs. If flaws possibly occurring in the equipment or production lines are not corrected, additional parts may break down, increasing servicing costs.

A condition assessment is performed by Service Manager Juha Pitkäranta or by Jani Hiula, who is in charge of electronics servicing. They

make a list of parts to be replaced and other procedures needed. The condition assessment also includes a servicing cost estimate.

In conjunction with a condition assessment, a servicing agreement will be offered, which will be described to our customers in further detail via mail in autumn 2006. An agreement may be made for any needed servicing to be performed without production interruptions, for example, during production breaks if possible. Equipment service life is extended by expert servicing. During the same visit, a survey may be completed to assess whether and how capacity should be increased or operation reliability improved.

Most spare parts are stocked by Pinomatic Ltd, so the right parts are always available for quick delivery.

Pinomatic at the Woodworking trade fair, 25.-28. October 2006

Pinomatic Ltd is participating in the Woodworking trade fair to be held in Lahti, Finland. It will occupy section A2. The entire sales team will be available during the fair.

We will be exhibiting the Pinomatic Wood Vision scanner, which has sparked a great deal of interest amongst our clients. Our scanner expert will also be present at the fair.

"A total of three scanners have been sold over the past year, which means we have surpassed our sales goal", says Petri Oravamäki.

"Also on exhibit will be a special device we have developed to automate loading between a cross-cutting saw and finger jointing machine", he says, and goes on to welcome everyone to visit the Pinomatic Ltd section.



More room for production

Pinomatic Ltd facilities are expanding by 900 square metres, and the move-in date will be in November 2006.

The new space will primarily be used as an equipment assembly and test drive area. The expansion will enable more comprehensive testing and test drives to be performed, and space won't have to be made available as quickly for assembly of the next project.

A high volume of orders on hand speeded up the expansion underway.

Office space has also been increased, and a new work area for automation personnel was completed in September.

The expansion project brings Pinomatic production facilities up to 4,000 square metres. The previous expansion of 600 square metres was completed in autumn 2005.

Appointment news



Juha Yli-Korhonen started at Pinomatic Ltd in control centre manufacturing on 12 May 2006. He has more than 10 years of experience in control centre manufacturing, automation installations, etc. in Finland and abroad.



Hannu Puisto started at Pinomatic Ltd as an electrician on 15 May 2006. He is an automation installer by training, and has previously worked in industrial maintenance positions.



Pentti Anttila joined the Pinomatic Ltd programming team on 22 May 2006. He works in equipment programming and commissioning, and has 20 years of prior experience with similar duties in Finland and abroad.



Tero Huhtala started in machine installation with Pinomatic Ltd on 28 June 2006. He is a machinist by training and has previously worked under his own name as a subcontractor with various tasks.

A well done project guarantees an end result that works

The breadth of investing and the purchasing behaviour of our clientele has changed considerably over the years. It used to be that individual machines were purchased from several suppliers, and conveyors and automation between them were designed later. This resulted in machines with capacities too large or too small, machines arriving at different times, time-consuming investments, and ongoing production difficulties. Machines caused problems at interfaces with each other because they had not been designed for use in automated lines.

Today, capacity and the degree of finishing needed for the product are increasingly the first considerations in equipment acquisition. When these have been determined, the tools required for the line can be charted.

New production line deliveries often feature the newest technology, and form a whole out of devices and machines produced by different manufacturers. Pinomatic Ltd offers various package options to its customers, delivering its own

products with or without complementary equipment from its partners. Strong project management skills enable us to make deliveries successfully in collaboration with other equipment manufacturers.

Project follow-through with flexibility

The important role of electrical automation for the success of a project is evident in Pinomatic operations. Equipment functions because both of the crucial professional teams, machine and electrical, are in-house and committed to the project from the very beginning.

This prevents our projects from being hindered by situations such as an under-informed subcontractor joining in at the last stages who is not necessarily even familiar with the customer's products. Since our own personnel has done all the work, the responsibility for finishing a project is not left to an outside party. This becomes especially apparent as years go by, when alterations may be needed and all the project information can still be found with us.

It often happens that as a cus-

tomised equipment project develops, the customer will request small changes to be made before delivery. Thanks to having our own machine and electrical departments, alterations can be made at a reasonable cost without communication interruptions. Pinomatic works closely with the customer to follow through with a project and all its finishing touches.

Project teams include project managers, designers, and electrical and production supervisors, along with sales representatives, and meet once a week. All projects are thoroughly reviewed, and issues that arise are resolved and not forgotten about.

We encourage the customer to come to the Pinomatic factory at Kauhajoki to observe the test drive of the line. The test drive of the machinery is always carried out using the customer's own products, which is why we request test drive materials from the customer for all projects.

Following this model we eliminate project surprises, making deliveries operational "at the touch of a button".

pinomatic

Pinomatic Ltd
Pohjolan tie 7
FIN - 61800 KAUAJOKI
Tel. +358 (0)6 235 0300
Fax +358 (0)6 235 0333
pinomatic@pinomatic.fi
www.pinomatic.fi

Pinomatic News 2/2006
Pinomatic Ltd's customer magazine

Editor:
Pinomatic Ltd, Anne-Mari Hautala
Layout and printing:
SeT-Print, Teija Seppälä

Administration

Matti Rantala
President
Tel. +358 (0)6 235 0320
Mobile +358 (0)400 561 504
matti.rantala@pinomatic.fi



Ville Hautanen
Sales Engineer
Tel. +358 (0)6 235 0346
Mobile +358 (0)50 550 1497
ville.hautanen@pinomatic.fi



After Sales Service

Juha Pitkäranta
Service Manager
Spare parts / machinery
Tel. +358 (0)6 235 0336
juha.pitkaranta@pinomatic.fi



Sales

Petri Oravamäki
Vice President
Tel. +358 (0)6 235 0321
Mobile +358 (0)400 266 078
petri.oravamaki@pinomatic.fi



Mika Nyystilä
Export Manager
Tel. +358 (0)6 235 0330
Mobile +358 (0)50 538 7500
mika.nyystila@pinomatic.fi



Jani Hiula
Spare parts / electricity
Tel. +358 (0)6 235 0343
jani.hiula@pinomatic.fi

