

## Robot system deliveries now from Pinomatic

# New possibilities with ABB industrial robots!

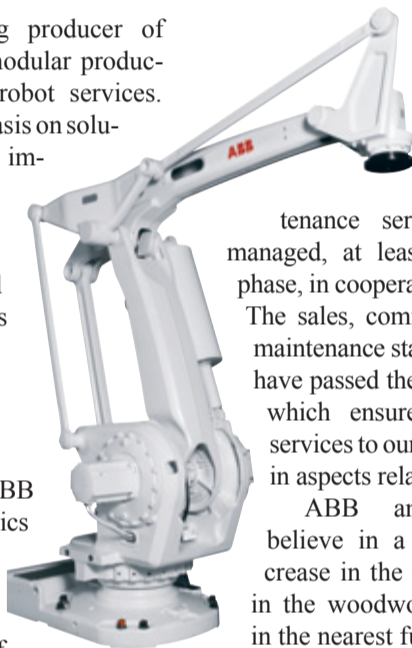
**In this summer Pinomatic Ltd started a partnership with ABB Robots in Finland, with the woodworking industry as the operating area. The cooperation supplements the Pinomatic product range and provides even better possibilities for offering tailored solutions for individual customers as the requirements grow.**

ABB is a leading producer of industrial robots, modular production systems and robot services. With a strong emphasis on solutions, its services improve production capacities, product quality and safety. ABB has installed over 160,000 robots around the world.

### Competitive solutions

Combining the ABB knowhow in robotics with the production line solutions tailored by Pinomatic for the needs of individual customers provides the woodworking industry with possibilities for product development.

In its system deliveries Pinoma-



tic will be responsible for the installation and commissioning of robots. Maintenance services will be managed, at least in the early phase, in cooperation with ABB. The sales, commissioning and maintenance staff of Pinomatic have passed the robot training, which ensures professional services to our customers also in aspects related to robotics. ABB and Pinomatic believe in a significant increase in the use of robotics in the woodworking industry in the nearest future.

### Material handling applications

ABB's wide range of robots and

the various gripper alternatives of Pinomatic provide a solution for the handling of pieces in various sizes, shapes and weights. This ensures flexibility and efficiency in performing the processes.

Tapio Lindvall from ABB robot sales states that robots help in bringing a new type of flexibility to production while also improving the occupational safety and ergonomics. "For the worker the work satisfaction improves, since monotonous and laborious works are automatized," Lindvall continues.

"With a certain optional camera the robot can be made to adapt to the changes in the line, if needed, without having to change the settings, such as in case of small batch productions. In the woodworking industry the most typical robotization targets are various material handling tasks, such as production line feeding, processing machine service and platforming. The robot can also manage independently various process stages, such as assembly, processing, sanding and painting," Tapio Lindvall points out at the end.

In general, people have the misconception that robots and mechani-



*At the Robot training day Ville Hautanen (left) from Pinomatic, Tapio Lindvall from ABB Robot sales and Juha Mainio, head of the training division of ABB robot unit.*

sation equipment cause people lose their jobs. However, in many cases the increased efficiency brought by the technology has made sure that the jobs are preserved.

The Pinomatic sales engineer Ville Hautanen mentions that selecting the right robot for different applications is easy with the RobotStudio simulation software. With RobotStudio the robot is selected for the task according to the required application and other

requirements of the process. In the Pinomatic sales team namely Ville will have the most notable contribution to robot system deliveries. "Robots are offered especially for general handling, such as the infeed of machines, reception and packaging," Ville Hautanen tells.

With their extensive experience Pinomatic and ABB can together execute high-quality solutions for the woodworking industry to improve the efficiency of the systems.

## New planing line for Arolan Höyläämö

**In December 2008 the Managing Director and owner of Arolan Höyläämö Markku Arola joined the forces with Sami Malinen from Pinomatic on the delivery of a new planing line. With the new processing machines and equipment lumber can be processed with higher speed and accuracy and thereby the competitiveness of the production will be improved.**

Arolan Höyläämö Oy is a more than 30-year old family business founded in 1972, located in Vampula (Huitinen), Finland. The turnover of the business has been approximately 4 to 5 million Euros and the work is carried out by 13 professionals in the timber industry. Exports account for a whole 35% of the overall sales, while the major domestic customers are large lumber and construction

companies.

The large product range of Arolan Höyläämö includes around 800 different products, from panels to beads for various applications, both new models and several decades old models. Builders can also find products from concrete boards to frame studs, external lining, terrace and floor boards. At the turn of the year the company procured a painting plant located in the neighbourhood, whereby the product range now also includes surface finishing, painted and varnished products.

### Versatile line

Pinomatic delivered to Arolan Höyläämö a line that is one of the most modern and versatile lines currently in use in milling plants of this size. Versatility and flexibility are especially important, as sometimes the production batches can be small. The line allows processing elements with extremely different sizes, from mouldings to log billets.



*Managing Director Markku Arola and the new planing line delivered by Pinomatic.*

The end grooving and tonguing machine, shrink film packaging machine and the planing machine of the new line were delivered by

Awutek Oy. The delivery of the line and equipment was timed to late summer and the testing of the large product base has taken time

in practical running of the line. The test running and finishing of the line were completed in the autumn.

## New edge banding line to Kankarin Kaluste

Kankarin Kaluste Oy is a producer of kitchen and bathroom furniture, founded in 1984 in Kihniö, Finland. The location in a small place, far from the growing centres is no impediment when a business has a good fellow-feeling and skilled staff.

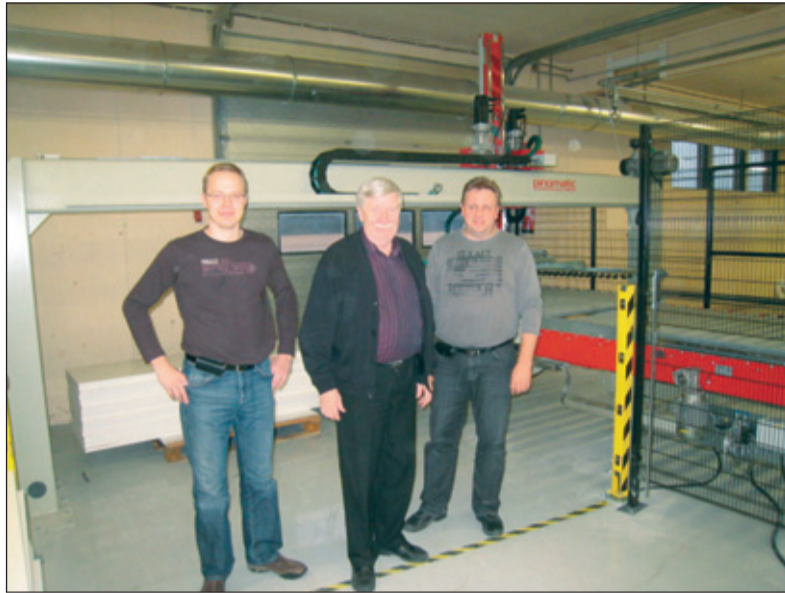
Kankarin Kaluste delivers kitchen and bathroom furniture to Finland and bathroom furniture also to various sites around Europe. The company's operations are based on flexibility and quality. Modern machineries and skilled personnel are the warranty for high quality. The family business currently has 40 employees and the turnover in 2008 was 8.3 M€.

The kitchen cabinets and drawers of Kankarin Kaluste are top-quality Finnish work and are produced from first-class raw materials. Good price/quality ratio is ensured by careful designing, tried and tested furniture and professional installation. Modular furniture makes it possible to combine flexibly units that have different widths. The furniture can also be ordered in fixed sizes, if needed.

The bathroom furniture produced by Kankarin Kaluste are delivered to Ido Kylpyhuone Oy in Finland and to the enterprises of the same group in Sweden, Norway and Germany.

### A second line from Pinomatic

The latest Pinomatic delivery to



Ville Annala together with Markku and Marko Mäkinen and the new edge banding line.

Kankarin Kaluste has just been taken into use. It is an efficient edge band machine line, which increases the current capacity by more than twice. The delivery by Pinomatic included line feeding and reception, stackers and stack unloading units complete with conveyors and servo motors.

The line includes a double sided Homag edge band machine, which features cutting to size, milling and rabbet sawing. The machine was delivered by Projecta Oy.

Kankarin Kaluste has earlier experience with the mechanisation equipment of Pinomatic, since nine years ago their drilling machine line was equipped with equipment for the infeeding and outfeeding delivered by Pinomatic.

"Opting for the equipment

delivered by Pinomatic was easy, since the earlier machineries have worked perfectly," points out the Managing Director **Marko Mäkinen**. "The delivery, installation and test running of the new line proceeded as we agreed. There were minor improvements to the line in the test running stage, which indicates the professional attitude and flexibility of Pinomatic. We are extremely satisfied with the functioning, ease-of-use, stepless adjustment and other properties of the line," Mäkinen concludes.

expobois  
2010 LE SALON DE LA FILIÈRE BOIS  
THE WOOD INDUSTRY EXHIBITION  
10 - 13 MARS / MARCH 2010  
PARIS NORD VILLEPINTE - FRANCE

Welcome to meet us  
at our stand in hall 6

# pinomatic

Pinomatic Ltd  
Pohjolaantie 7,  
61800 KAUAJOKI  
FINLAND

Tel. +358 (0)20 741 9720  
Fax +358 (0)20 741 9759  
pinomatic@pinomatic.fi  
www.pinomatic.fi

### Administration

Matti Rantala  
President  
Tel. +358 (0)20 741 9743  
matti.rantala@pinomatic.fi

### Sales

Petri Oravamäki  
Vice President  
Tel. +358 (0)20 741 9740  
petri.oravamaki@pinomatic.fi

Ville Hautanen  
Sales Engineer  
Tel. +358 (0)20 741 9724  
ville.hautanen@pinomatic.fi

Sami Malinen  
Export Manager  
Tel. +358 (0)20 741 9735  
sami.malinen@pinomatic.fi

### After Sales Service

Tel. +358 (0)20 741 9727  
service@pinomatic.fi

Jani Hiula  
After Sales Manager  
Tel. +358 (0)20 741 9725  
jani.hiula@pinomatic.fi

### Pinomatic News 2/2009

Pinomatic Ltd's  
customer magazine

Editor:  
Pinomatic Ltd,  
Anne-Mari Hautala  
Marketing Manager  
Tel +358 (0)20 741 9723  
anne-mari.hautala@pinomatic.fi

Layout and printing:  
SeT-Print, Teija Seppälä

## Pinomatic employees

### Technology Manager masters the mysteries of dance

Esa Uusi-Kokko operates in Pinomatic Ltd as a Technology Manager. His main duties in the company are the management of planning and product development and the preliminary planning of technical solutions for offers. Being a trained car engineer, Esa started in his field of work in Pinomatic in the year 2000. Initially Esa started as a machinery designer, but over the years he has also been involved in work management, purchases and responsibilities in production issues. Before Pinomatic he became familiar with door, window, facade and glass roof structures with aluminium framework, which were his speciality for more than 10 years.

In addition to machineries and technology, Esa is also an excellent expert in "dance technology". Esa does competitive ballroom dancing with his wife Nina in the Dance Club Casino. In his own words, seven years ago he had had two left feet, meaning that he had no dance skills whatsoever. Nevertheless, he had made a promise to go to a dance class at some point, which made

him to take open-air dance classes for a couple of years, after which he had the courage to join an elementary course in competitive ballroom dancing. A half a year later came the first competition, followed by 4 to 8 competitions per year.

The skill levels are E, D, C, B and A. Esa's and Nina's goal is to rise from their current C level up to A level. There is plenty to memorise, since the choreography covers ten dances. The standard dances are the Slow Waltz, Tango, Viennese waltz, Foxtrot and Quickstep, while the Latin dances are Samba, Cha-cha-cha, Rumba, Paso Doble and Jive. They have two or three rehearsals and trainings per week. There is no certain favourite, now the first one to come to mind is the slow waltz.

There are also other hobbies. This year Esa started to work on his home estate, which is a known job for him, except for the paperwork related to farming. Since the hobbies of children also take time, there are no problems with too much spare time.

Photo: Pentti Eloranta.



Esa and Nina in full swing.

## Baldia our new agent in Sweden



Nils Myhrlund.

Baldia and its principal owner, businessman **Nils Myhrlund**, who has been active for more than thirty

years in the fields of design, manufacture and marketing of machinery and facilities for the manufacturing wood industry, will now also represent Pinomatic on the Swedish market.

"I think that Pinomatic have a very good program of machines and facilities, and I am looking forward to working with a company that genuinely is leading, where it concerns developing both very effective, functional and machinery and facilities that represent ex-

tremely good value for money," says Nils Myhrlund, and he continues: "Pinomatic's ambition to offer the best and the most modern machines also manifests itself, for instance, in the recently initiated collaboration between Pinomatic and ABB Robotics on automation."

Nils Myhrlund has a very good reputation in the industry and he is known for his professional competence, as well as for his professional business sense and service mindedness.

Contact details: **Nils Myhrlund, Baldia AB**  
Tel. +46(0)278 264 00  
Mob. +46(0)70 625 59 20  
E-Mail nils@baldia.se  
Internet www.baldia.se