

Mondi Neusiedler increases the flexibility of its production plant with Pasaban machinery

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MONDI Neusiedler - part of the global Mondi Group

GEOGRAPHIC AREA SERVED

Ulmerfeld - Hausmening, Austria



THE CHALLENGE

Enhancing the **flexibility** of the plant and increasing the production in order to cover the ever growing demands of the market

THE SOLUTION

This challenge has been met thanks to a complete solution consisting of: a **winding machine**, a **paper & board sheeter** and a **packaging machine** all designed specifically to achieve the company's goals

RESULTS

In this project the solution fully meets the needs raised by Mondi.

- It provides a **high operating performance** throughout the planet.
- It achieves consistently **excellent product quality**.
- It enhances the **response capacity** during demand peaks.

The food-packaging sector is continuously evolving. The new packaging trends demand sustainable, environmentally-friendly packaging and the compliance with strict hygiene standards. For global packaging and paper producers like Mondi Group, this means producing paper with optimum technical quality, which in turn entails constant renewal of the machinery. To meet these market demands, Mondi requested Pasaban to jointly develop a series of top quality customised machines.

"The quality demanded by our customers can constantly be achieved with Pasaban equipment. The projects were professionally implemented and the open points aroused during commissioning were carefully processed."

Client Challenge

Mondi is a global leader in packaging and paper, employing around 26,000 people in over 30 countries. The company is fully integrated across the packaging and paper value chain - from managing forests and producing pulp, paper and plastic films, to developing and manufacturing effective industrial and consumer packaging solutions.

Their paper mill in Ulmerfeld-Hausmening (Austria) produces uncoated fine paper, a variety of specialty papers and paper for professional printing, including some for food sensitive applications.

Due to the aforesaid market demands, Mondi decided to define and develop a series of machines that, in conjunction with

"Thanks to Pasaban, we can now respond to our customers' requests with greater flexibility."

Bernhard Huber - Project Manager (Mondi Neusiedler).

Pasaban, would be specifically designed to meet its needs and the characteristics required of its finished product. By doing so, the desired solution would enhance the flexibility of the plant when responding to market demands.

The Solution

Pasaban's total solution for Mondi's Neusiedler plant consisted of different machines delivered in various phases.

Phase one was devoted to designing and manufacturing a paper winding machine. One of the factors that tipped the balance in favour of Pasaban's solution was the option of full design customisation that enables the required automation to be installed.

After the excellent outcome of the first project, Mondi considered that Pasaban, due to its flexibility and high quality, was the most capable company for carrying out some of the upcoming projects.

The second project consisted on replacing the old paper sheeter. They needed a machine that provided flexibility, productivity and the highest quality of the finished product. The result was highly satisfactory. Thanks to the solution provided by Pasaban, the cut quality of the finished product is completely clean.

Finally, the finishing area of the Austrian plant was completed with a double exit ream wrapper, which enabled Mondi to obtain the number of reams required in the shortest possible time.

These machines provided Mondi with a complete solution adapted to their needs and capable of meeting their objectives by providing precise, high-availability machinery, optimal for meeting the requirements of a sector as demanding as the food industry.

The outcome of the project was satisfactory in all phases.

“Pasaban machines are very precise and ensure high operating performance for longer runs than other types of similar machine.” Bernhard Huber - Project Manager (Mondi Neusiedler)



Figure 1: Pasaban paper sheeter.

Pasaban, a global benchmark for paper & board converting machines

Pasaban offers high quality, robust, and precise converting machinery for the paper and board converting industry. It has been supplying the Pulp and paper industry with sheeters, winders and other finishing equipment customized solutions for more than 90 years. These have been improved and adapted to meet customer demand and the company continues to expand internationally. The company’s development has been such that today it is one of the major quality benchmarks in the market.

“The most requested machines are folio-size sheeters for paper and coated board. However, on the top of that, Pasaban offers customized features that may add value to the solution made for customers and users” says Carlos Muriel, Sales & Marketing Director of Pasaban.



Figure 2: Carlos Muriel, Sales & Marketing Director of Pasaban.

Mills and converters generally request the KB folio-size sheeter, which offers a level of customization and automation that allows the highest quality and cutting precision in the market. This machine is aimed at high production mills and converters that need great flexibility and the highest quality of the finished product.



Figure 3: Dani Garcia, CEO of Pasaban.

Converters (with less production volume), printers and packagers mostly request the Compact sheeter. This machine was created to offer a modular concept that allows implementing a wide range of options in order to meet the production needs of each customer. Aimed at plants with medium production volumes.

“We offer the most robust and precise machinery on the market, and this is what makes us a benchmark in quality”, states Dani Garcia, CEO of Pasaban.

Having a high-quality product is not enough on its own. For this reason, Pasaban advocates accompanying the customer throughout the purchase cycle, project execution, and after-sales service. Trust is not achieved in a day; it is necessary to work on it in order to build close and fruitful long-term relationships. Nowadays it is essential that the attention a customer receives is from an expert, and Pasaban advocates for a service in which the customer always deals with specialized technicians.

“We must continue to invest in improving the service and proximity we offer our customers. This is something they demand, and for this reason we are putting all our efforts into carrying it out”, says Iñigo Pagola, Customer Service Director of Pasaban.

The most frequently requested services are machine upgrades. Despite the fact that Pasaban machines have an average service life of more than thirty years, it is of great importance to keep the machines up to date in order to extend their lifetime and get the best out of them.

The benefits of this type of maintenance include increasing machine availability, performance and improving the quality of the finished product. Thus, increasing productivity, mitigating obsolescence and enabling the automation of some of the machine's processes. This service is also available for Pasaban machines and other brands such as Jagenberg or Bielomatik among others.

Pasaban remains committed to providing customers around the world with customized solutions that help increase their competitiveness and position them as a global quality benchmark. The main value is to continuously offer our customers high quality machines and solutions alongside an impeccable service to gain their trust. Meeting these requirements is what makes Pasaban a leader in the design and manufacturing of machinery for the conversion of paper and cardboard.

“We are increasing our efforts to expand our international markets, to build stronger customer relationships, and to innovate as a basis for sustainable business”, continues Garcia.

Pasaban Service, Helping Customers Worldwide

“Being close to our customers and offering them quality service are our main priority”. Iñigo Pagola, Pasaban Service Director.

At Pasaban, it is important to ensure that customers will receive excellent technical service. Pasaban's extensive knowledge of the paper converting industry and its technical problems allows them to offer a close, fast and efficient service all over the world; it also creates a long-term relationship of trust with our customers.

Pasaban Service, Pasaban's technical service, is formed by highly qualified engineers specialized in machinery upgrades, emergency services, machine installation and preventive and corrective maintenance.

For Pasaban, customer proximity is a priority, for this reason, they offer a wide range of service options that can cover any need that may arise:

Firstly, they like to help customers plan the correct preventive maintenance of their machines, so that their experience with Pasaban machines is long-lasting. To this end, they offer a range of commercial proposals that can be tailored to the specific needs of customers.

Most of the inconveniences that may arise with paper and cardboard converting machines can be solved by remote support, they solve 85% of them in this way. This service avoids unnecessary downtime and significantly reduces maintenance costs.

Pasaban supplies mechanical, electrical, hydraulic and pneumatic spare parts with a quick response and at a competitive price. You can consult our online store, here you will find any type of spare part for any inconvenience in your paper and cardboard converting machinery.

Upgrades or modernization of sheeters and winders is essential to increase the life of old machines and improve their performance, this is a highly requested service. As time goes by, machine obsolescence also advances, so there are times when proper maintenance is not enough.

The benefits of this type of maintenance include increasing machine availability and performance and improving the quality of the end product. In turn, it will increase productivity, mitigate obsolescence and allow automation of some of the machine's processes.

Figure 4: Pasaban paper sheeter at Mondi Neusiedler



Pasaban believes that it is essential that companies that have purchased Pasaban machines, or other brands such as Jagenberg or Bielomatik, continue to get the most out of these great machines.

We believe that no one is better suited for the machine displacement task than the one who has created the machine and has first-hand knowledge of its nature. Pasaban ensures that disassembly, transport and assembly at the final destination are carried out in a coordinated manner and that the machine is commissioned on schedule with optimum results. In addition, the customer has the guarantee that the replaced parts will be original.

Finally, with the in-site training service, Pasaban provides basic machine training, safety training, advice on process optimization and machine operation analysis.

Again at Pasaban they aim to build a long-term relationship of trust with customers. Thanks to the quality, efficiency and immediacy of their services, they make customers feel that we are at their side for any issue that may arise. This is all thanks to our staff of specialized technicians and engineers that will make you feel that you are dealing with professionals.

Pasaban, where precision is needed

Pasaban is a world leader in paper, board and pulp converting machines. They design and manufacture high quality machines customized to the needs of our customers, being able to offer complex turnkey projects with a high degree of automation.

Pasaban is a world leader in sheeting, winding and packaging machines and work together with customers to provide innovative solutions, at a low operating cost, helping to minimize environmental impact.

Pasaban's global sales and service network supports manufacturers, converters and printers right around the world. The company currently has more than 250 customers with 550 machines installed, and a high and well established international reputation.



Figure 5: Pasaban Headquarters.
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Figure 6: Pasaban customer service.



- Maintenance
- Remote Support
- Spare Parts
- Upgrades
- Machine Displacement
- On-site Training



CUSTOMER SERVICE

- Fast & Efficient Service
- Affordable Prices
- Specialized Technicians