



# COMATEC

## news

**4** KONE Major Projects unit  
– *smooth movement*

**6** Material handling systems  
– *solutions that meet customer needs*





Editorial .....

3

KONE Major Projects unit  
– *smooth movement* .....

4

Material handling systems  
– *solutions that meet customer needs* .....

6

# Has anything changed since last year?

# Editorial

**One year ago I wrote: "Growth in the order books of our clients slowed down, and new orders were clearly smaller in size as the end of the year approached. Extreme caution about starting new investments is a distinctive feature of 2013. Because of this, the Group is not expecting significant growth this year. It would seem that simpler engineering design is increasingly following in the steps of production and moving away from Finland."**

Looking at the past year and the events of the winter, I was not wrong in my forecast. The 2013 financial year had two distinct phases. The first half of the year went according to plan, almost better than we could hope for. The period after the summer holidays was painful, almost the reverse of the first part of the year. Very many of our biggest clients saw their order books stall, redundancy negotiations were common, and organisations underwent restructuring in Finland to bring them in line with demand. Fortunately for us, this did not happen in all four of our business segments. Something at least was left to be done in Finland, and there has been demand for technology knowhow.

Growth in the order books of our clients is still slow in many business segments, especially in the mining industry. New orders are few and far between, and in many sectors they are smaller in size. Extreme caution remains a distinctive feature of 2014, and businesses are not initiating new investments. In this situation the Group is not expecting growth this year. However, it looks as if the black clouds hanging over us are turning a paler colour.

Our net sales in the 2013 financial year were slightly higher than in the previous year, but the net result is not ready yet. During the year the company expanded into Hyvinkää through an acquisition. Last week we announced our latest partnership agreement, which gave us a foothold in Jyväskylä. We signed a business agreement with Raute Corporation on the transfer of their designers of board and plywood machinery in Jyväskylä to our Group. Raute Corporation kept the technology experts in their own organisation. In my opinion this is a good choice, and also good strategy.

Last year was the second year in a row when Finland experienced a decline in its gross national product. I fear that the same is going to happen this year, or at most it will be a year of zero growth. Finland's eastern neighbour added a further negative touch, when they carried out operations on the Crimean peninsula, part of the

Ukraine. Russia has been continuously on the decline for the past twenty years. However, Russia has a not inconsiderable influence on Finland's economy. Last week the company had concrete proof of the impact of the decline in the exchange rate for the rouble, as one major project planned in Russia was cancelled due to developments in the exchange rate.

Finland does not seem to be doing too badly, however, or maybe not badly enough. Politicians hold their budget planning negotiations, and plan their lists of cuts and tax increases. But the negotiations did not touch the problems that really place a burden on exporting industries, for it is apparently getting too close to parliamentary elections. The main focus seemed to be on sorting out the problems faced by companies operating in the domestic market, and on maintaining consumer demand at a tolerable level.

In other parts of the world growth is clearly higher than here. This is also true for many of the EU countries. What is going to happen if interest rates increase for instance fivefold from their current level because of this trend?

Whatever happens, the price for the work of Finnish companies that export or support exports will continue to be determined by the global market, while the level of costs is set in Finland. It is also a clear trend that the level of taxation will to a large extent determine the country in which production takes place. The recent news about the tax authorities and transfer pricing is just a prelude to what is going to come. Foreign countries are a threat and an opportunity for us, but that is the way we are heading. It is no accident that we are continuously developing our capabilities in knowhow for both the project and the solutions business.

**Let's keep pressing on towards new success.  
Have a Happy Spring.**



**Aulis Asikainen**  
**Comatec Group CEO**



## Publisher

Comatec Group, Kalevantie 7 C,  
FI-33100 Tampere,  
tel. +358 29 000 2000  
www.comatec.fi

Cover: KONE

## Editing and implementation

Comatec Group  
Taina Syrjänen, tel. +358 40 5931 259,  
taina.syrjanen@comatec.fi  
Taina Syrjänen

## Feedback, subscriptions, cancellations

Taina Syrjänen, tel. +358 40 5931 259,  
taina.syrjanen@comatec.fi

# KONE Major Projects unit

## – smooth movement

*The Hyvinkää-based KONE Major Projects department makes the elevators with the toughest requirements, listening to clients and understanding their needs. It offers its designers a job that is attractive and, in a positive way, is also demanding. Comatec senior designer Risto Sivula has been part of this unit for many years.*

TEXT: TAINA SYRJÄNEN

KONE is one of the leading companies in its sector. Understanding the needs of different customer groups has been a guiding principle in KONE's business operations for a hundred years. KONE offers its clients advanced elevators, escalators and automatic doors, as well as a wide range of solutions for their maintenance and for major overhauls.

KONE's Hyvinkää-based Major Projects department makes all of KONE's elevators with the toughest requirements. The department comprises an international team of experts that is dedicated to assisting clients with its solutions throughout major construction projects, from the very start through to the end of the building's life cycle.

"Our operations are global, since our clients are global businesses. The client may be in Asia, the Middle East or Europe – in China, the UK or America," says Ari Jokivalli, director of KONE's Major Projects business unit.

The guiding principle for the activities of KONE's Major Projects department is to ensure that people can move around smoothly in buildings, in safety and comfort and without delay.

"For us this means having the right expertise for the design work and understanding what the client wants," says Jari Mälkki, design manager in KONE's MP unit.

"We know our clients so well that sometimes we are able to propose a better solution than the client had even thought of.

"The elements that form the full package for an elevator are how it

is designed, how the designs can be produced, how the elevator is built, and how it can be installed and then maintained afterwards. Elevators are long-term investments," states Ari Jokivalli.

### **Epecially demanding solutions**

"Our Major Projects unit serves KONE's sales companies around the world. We carry out the design work for everything from a single elevator to major projects involving hundreds of elevators," adds Jari.

"We make the most demanding elevators for KONE. We design individual elevators if they are particularly challenging.

"We are for example supplying in San Francisco one elevator that has the special feature of a glass floor. The elevator also has glass walls. In this case, because San Francisco is located in an earthquake zone, this sets particular demands on materials and the design. The elevator has to comply with local requirements," says Jari.

"Of course the client also has its own expectations and requirements for the design."

### **Innovation**

"In many respects we can utilise KONE's existing solutions, but there are also clients who want something other than ready solutions. That is when our knowhow comes into its own. This is one of the most important added values that we can give," says Jari.

"We and the designers together think

about the solutions that are needed. A good example is a project in London, where we designed an elevator into which it was possible to drive a large truck,” reports Jari.

“The challenge in London was that it was not possible to use large ramps because of a lack of space. In this case the elevator serves the function of a ramp. The load, almost 20 tonnes, was one of the biggest problems here.”

“I enjoy the challenge posed by demanding projects. When no-one has ever made a similar elevator before and we succeed in solving the problems that arise,” says senior designer Risto Sivula.

“In this case in London, the premises were cramped and the only solution that fitted in the building was the rope-operated elevator that was installed, and this in turn was a demanding solution for such a heavy load.”

## Challenges constantly getting tougher

“In this sector the challenges are constantly getting tougher. Elevators are going higher and higher, and at the same time their speeds have increased, as have customer requirements for comfort and design. This in turn places demands on the knowhow of designers and sub-contractors,” says Jari.

“We have to monitor trends continuously and develop our competences. We must not become complacent. We live today in a visual world, and we have to take architecture and design into account. Engineering expertise on its own is not enough. Building automation is integrated into access and information systems. Remote communication with the elevator must be possible,” says Ari.

“We need to develop in line with market demands.”

“We currently have two major projects in progress in Saudi Arabia – an enormous finance district and an international airport. Each project comprises several hundred elevators,” Jari reports.



The Major Projects unit provided the elevator solutions involving 150 elevators for the Marina Bay Sands entertainment centre in Singapore. Comatec senior designer Risto Sivula also took part in this project.

“Risto is one of our most experienced designers. He has experience of designing and working on almost all the elevators that we make. Risto is one of the pillars in our design work and participates specifically in the design of the most challenging elevators,” says Jari with admiration.

“Working here for 16 years I have of course acquired plenty of experience. Most of it has been in this MP team,” adds Risto.

“I enjoy working at KONE; it is a good place to work. There is a positive attitude to work and personnel, while

projects are carried out precisely and with professional skill,” says Risto.

“That is quite a good description. The work atmosphere is very supportive and, in a positive way, demanding. We set targets and monitor how well they are met. And we also provide support to help people meet their targets,” states Jari.

“I enjoy the challenges and the variety in the work. You don’t bored stiff with routine work here,” says Risto.

“We have our own designers and a network of people outside the company. We look after all our designers and we include everyone in our joint events,” says Ari.

“Having these sub-contractors means we can be flexible and even out the load, as well as ensure that we have a wide range of knowhow.”



Risto Sivula and Jari Mälkki

# Material Handling Systems

– solutions that meet customer needs



*Hannu Parviainen (left) and  
Kari Kärkkäinen (right).*

*Comatec Group has had a business line organisation for just over a year now. After a year's experience with the new organisation, the Group decided to split off Material Handling Systems to form a separate business line of its own as from the beginning of 2014. The focus for the business line is on project business that demands particular knowhow and a specific business model. It is now possible to develop the business line and its expertise based on the needs of its own customers. The challenge for us, and our goal, is to identify customer needs and find solutions to them.*

TEXT: TAINA SYRJÄNEN

The Material Handling Systems business line possesses knowhow especially in systems for bulk material handling for the mining and energy industries. The other major area of knowhow is in cranes, load handling equipment, and elevators and lifting equipment.

“Comatec Group has almost 30 years’ experience in a wide range of solutions for conveying and lifting materials. Comatec was originally established in the material handling sector. Oucons Oy, which is part of the Group, also has decades of experience in material handling systems,” states **Kari Kärkkäinen**, vice president of the business line.

“Our many years’ experience makes us the leading expert organisation in our business line in Finland. We are the partner of many equipment and machinery suppliers, which also gives us extensive knowledge of machinery,” adds Kari Kärkkäinen.

“The long-term, confidential relationships we have with customers mean that we

have acquired extensive product and technology knowhow, in some cases over a period of decades. I would like to thank our customers for this trust," says **Hannu Parviainen**, business unit manager of the Crane and Load Handling unit.

## Customer-oriented

Design and project operations are basic to everything Comatec stands for. Understanding customer needs is considered to be of utmost importance. Comatec wants to listen carefully to the changing needs of customers, to make sure that the services it offers are precisely the ones that customers really need.

"A customer-oriented viewpoint is the best way to describe our business. The challenge for us, and our goal, is to identify the needs of customers, and to find and provide solutions to these needs," says Hannu Parviainen.

"Developing the whole business line and our knowhow is what make us an attractive partner for our customers," says Kari.

## Challenges in material handling business line

"One challenge facing the business line at the moment is the global recession in the mining business. Virtually no investments are being made at this time," says Kari.

"There is no doubt that minerals will be needed again in the future, so the mining sector is going to grow and in the long run will develop. Some major mining projects are in the pipeline, but they won't be launched until mineral prices start to rise," he adds.

"The challenges we face in the business business line are to increase our visibility on the international front as well, and at the same time to develop our knowhow to meet customer needs.

"Our goal is to be one of the leading players in the business line, not just in Finland but also in the region close to Finland. Wider international expansion is another major goal for us," says Kari.

## Cross-sectoral knowhow

Kari has in-depth experience at Comatec in developing business operations. He also has experience in several business sectors, which is of help in seeing the

larger picture.

Kari is now heading up the ProCom project as well, which got underway in 2013 and aims to develop project operations throughout the Group. Kari is responsible for cooperation between the Material Handling Systems business line and the other business lines and for developing this. At the same time he is in charge of expanding and developing the business line network.

"One of Comatec's strengths is that it also has cross-sectoral knowhow within the company that it can make available for any project. For the mining industry, for instance, we can provide knowhow not only in material handling but also in mobile mining equipment and in production plants such as concentration plants. Our expert service serves all our business lines at Comatec," says Kari.

"To be able to create effective solutions for a particular purpose, we have to understand the requirements of the end user," says Kari.

"Another of our strengths is that we have operations throughout Finland and are close to the customer everywhere.

"We can offer our services locally in Finland from one of our offices or from all 14 locations. If required we can work with the EPCM delivery model," adds Hannu.

## Our experts

"Expanding and building up the knowhow of our experts is a continuous process. The company has to constantly develop if it is to maintain and improve its position," says Kari.

"Every day we consider our service palette and how we implement this in our everyday work, and we pay close attention to feedback from customers," says Hannu.

Hannu sees that his job in heading up a business unit is to keep everyday business operations running and to support the company's experts in their work. Hannu has extensive experience in design and design management.

"You must be able to listen to people and encourage them to take part and to question matters. A positive attitude spreads to everything we do," says Hannu.

"Effective project management increases

wellbeing at work. In a well-managed project, quality is ensured and everyone knows what they have to do and their targets.

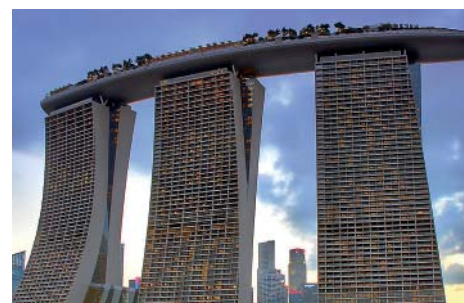
"I feel I have been successful in my work when the knowhow of our experts matches the changing needs of customers," says Hannu.

## Challenges given and taken

"What I appreciate at Comatec is its growth-oriented approach, the efforts it puts into development, and the openness. It is possible to discuss issues, and bring up issues, whether they are good or bad. Any employee can go to have a chat with the CEO. There's no unnecessary bureaucracy at Comatec," says Kari.

"Challenges are given and they are taken up' sums up in my opinion why I have enjoyed working at Comatec," says Hannu.

"I appreciate the fact that Comatec does not rest on its laurels but adapts as the world and customers change," he states.



# Comatec Group:

## TAMPERE

**Insinööritoimisto Comatec Oy**  
Kalevantie 7 C, FI-33100 TAMPERE  
Tel. +358 29 000 2000

## Rantotek Oy

Kalevantie 7 C, FI-33100 TAMPERE  
Tel. +358 29 000 2090

## VANTAA

Myyrmäentie 2B, FI-01600 VANTAA  
Tel. +358 29 000 2020

## JÄRVENPÄÄ

Sibeliuksenkatu 18, FI-04400 JÄRVENPÄÄ  
Tel. +358 400 675 778

## HYVINKÄÄ

**APK-Ohjelmointi Oy**  
Kehäkuja 6, P.O. Box 26, FI-05831 HYVINKÄÄ  
Tel. +358 40 5563 299

## LAHTI

Askonkatu 9 F, FI-15100 LAHTI  
Tel. +358 29 000 2030

## TURKU

Pitkämäenkatu 11, FI-20250 TURKU  
Tel. +358 29 000 2040

## HÄMEENLINNA

Parolantie 104, FI-13101 HÄMEENLINNA  
Tel. +358 29 000 2050

## JOENSUU

Hiiskoskentie 9, FI-80100 JOENSUU  
Tel. +358 29 000 2060

## KUOPIO

Microkatu 1, FI-70210 KUOPIO  
Tel. +358 44 7414 440

## IMATRA

**Insinööritoimisto Metso Oy**  
Vuoksenniskantie 97, FI-55800 IMATRA  
Tel. +358 29 000 2070

## LAPPEENRANTA

**Insinööritoimisto Metso Oy**  
Kauppakatu 61, FI-53100 LAPPEENRANTA  
Tel. +358 29 000 2070

## VARKAUS

**Rantotek Oy**  
Wredenkatu 2, FI-78250 VARKAUS  
Tel. +358 29 000 2090

## OULU

**Oucons Oy**  
Kaarnatie 14, 90530 OULU  
Tel. +358 400 542 547

## TALLINNA

**Comatec Estonia OÜ**  
Laki 16, 10621 TALLINN, ESTONIA  
Tel. +372 5685 0845

## Comatec at trade fairs:

*This year you can see us at the following trade fairs:*

*We are participating in the Kaivos-Mining 2014 trade fair in Oulu 21 – 22 May 2014. We are on stand E1-410.*



**POHJOINEN TEOLLISUUS  
2014**

21.-22.5.2014 | OULU

*We are participating in the ONS 2014 trade fair in Stavanger, Norway 25 - 28 August 2014. If you happen to be there, come and visit our stand J 1212.*



**ONS 2014**  
STAVANGER, NORWAY, 25-28 AUGUST 2014  
EXHIBITION CONFERENCE FESTIVAL

*We are once again participating in the Subcontracting trade fair in Tampere 16 - 18 September 2014. This time we will be on stand A 833 in exhibition hall A.*



*Come and discuss with us the planning and cooperation needs of your company.*

## Lahti office moves into new premises:

**Askonkatu 9 F  
FI-15100 LAHTI**



SOLUTIONS. PROJECTS. EXPERTS.

BRAIN POWER FOR ENGINEERING