

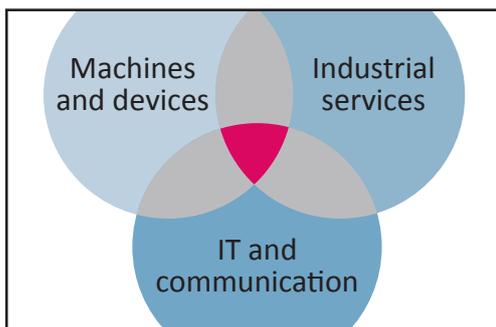


COMATEC

news



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Belief in economic recovery put to test



Taken as a whole, expectations for the global economy in the near future are very unclear.

The EU is looking for ways to improve the worsening employment situation and give businesses greater investment incentives. The decisions on interest rates taken by the European Central Bank are the most recent example of this, aiming to give a boost to economic activity.

Taking into account the incipient growth in the US and Asian economies, we can also expect some positive signs in economic life in the near future. At least that is what we must hope for if the slump in investment that has plagued Europe for so long is to come to an end. This is now the fifth year in a row when the combined figure for depreciation and amortization by companies in Finland has been higher than their capital expenditure.

Finland has gradually developed into an expensive, bureaucratic management society. Productivity suffers and the competitiveness of businesses declines as the costs of the welfare society maintained by the public purse spiral out of control. Considering the need for reform in working life, the overprotective policies largely imposed by bureaucrats put a brake on developments in society.

Take town planning or environmental issues, for example. This is a bit of an exaggeration but almost anyone can object to almost anything without facing any penalty, even if they have no real grounds for their objection. Appeal periods are long and it can easily take years for legal proceedings to move through the different courts.

A handling fee should be imposed on those making an objection or appeal when they start the process and this

would be returned to them if their appeal is successful.

Appeal periods should also be halved. This would create a little more dynamism in the economy.

It is quite a while since the leakage from the Talvivaara gypsum pond occurred and it is now high time to grant new action permits for the mining industry.

The first of these was in fact given this summer when Kevitsa obtained a permit to raise its output. It is not right to punish the entire mining industry for ever because of a single incident. It is good to remember that the mining industry has a significant impact on employment throughout the production chain.

On a global scale, Finland is a minor player that does not have massive natural resources to boast of. Success in the market requires specialisation, continuous efforts to boost knowhow, and agility. History shows that we possess creativity and innovativeness. We need to be wise and determined!

The most important task of politicians who swear in the name of the welfare state is in fact to safeguard the competitiveness of Finnish labour in the global market. To achieve this, it is necessary to adjust the tax system to give people an incentive to work, to place orders for work, and to become entrepreneurs. This requires not only determination but also vision and genuine leadership!

Have a happy autumnn!

Aulis Asikainen
Comatec Group CEO

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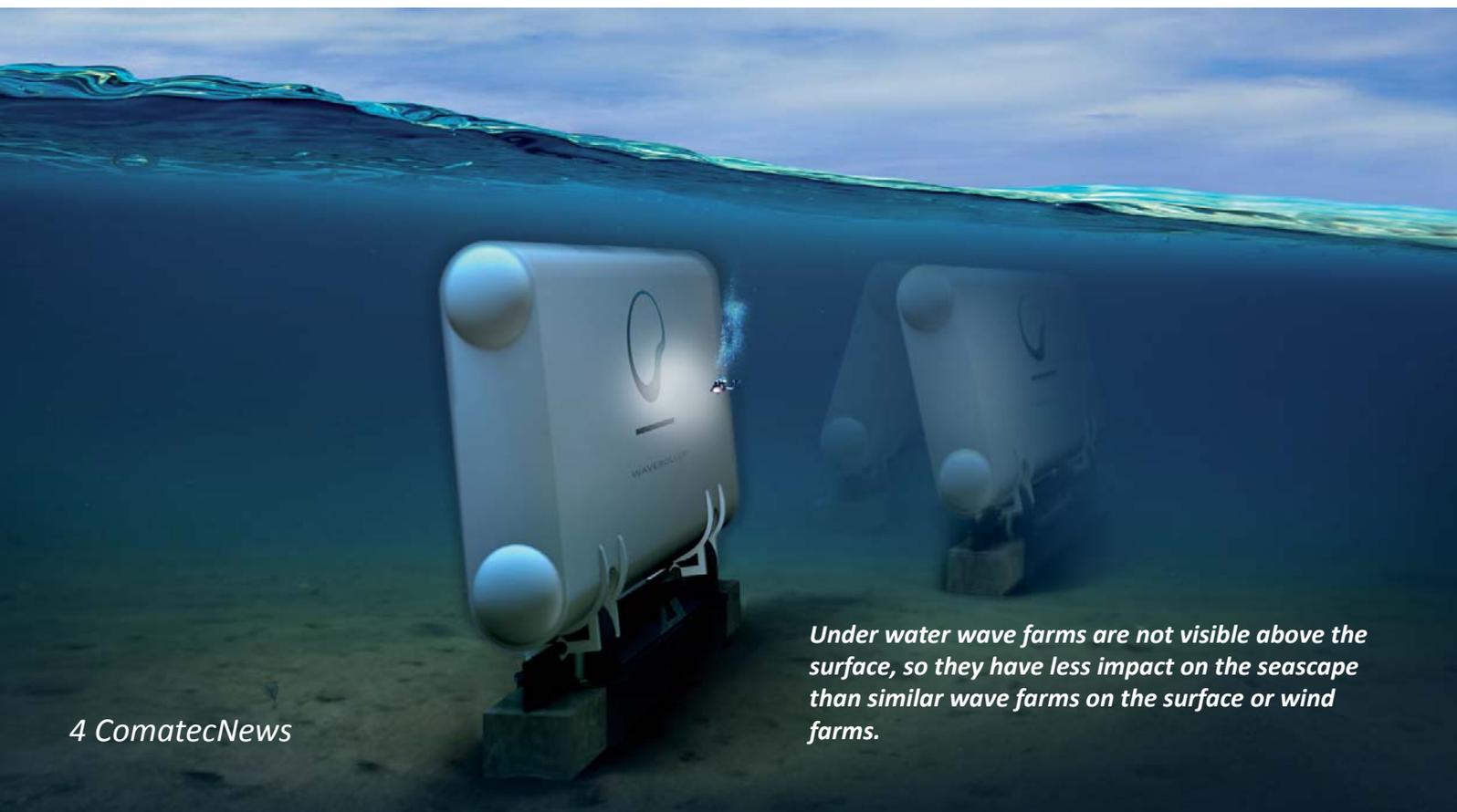
Energy source of the future

Electricity from wave power



The waves of the world's oceans are constantly on the move. They contain considerable energy, and utilising wave power to generate electricity is almost a genuinely commercial operation. Many different projects are underway around the world, but Finnish company AW-Energy Oy has made most progress. It is the only wave power company in the world to have obtained third party verified test results (from DNV GL), for its test plant in Portugal. Comatec's motion control team is an integral part of this development work. Experts have calculated that wave power from the oceans could provide 70 per cent of the world's current energy requirements. There are many suitable areas along the coasts of the oceans that already have the infrastructure needed for the utilization of wave power.

TEXT: HEIKKI HARRI



Under water wave farms are not visible above the surface, so they have less impact on the seascape than similar wave farms on the surface or wind farms.

“I’m sure we’re never going to reach that figure of 70 per cent, but between zero and 70 per cent there is a lot of room and many opportunities,” says **Jussi Åkerberg**, Development Manager, Power Take Off at AW-Energy.

“Our test and demonstration plant was first installed off the coast of Portugal in summer 2012. The technology has functioned as expected and has generated electricity for the grid.

“Our project is still in the pre-commercial stage. As things look at the moment, the first commercial projects should start up during 2016,” report **Jussi Åkerberg** and **Sami Pasanen**, Principal Design Engineer.

Fortum interested in wave power

One company that is utilising renewable energy and is now involved in wave power research and development is Fortum. In September 2013 Fortum, French marine industry group DCNS and AW-Energy signed a partnership agreement that includes a 1.5 MW pilot project along the coast of Brittany in France. The technical solution chosen for the project was the WaveRoller technology developed and patented by AW-Energy.

“The pilot project in Brittany is a European partnership that brings together leading Finnish and French knowhow in renewable energy. This project combines Fortum’s expertise in carbon dioxide free electricity generation, DCNS’s industrial expertise in marine energy and AW-Energy’s technology solution,” stresses **Matti Ruotsala**, Executive Vice President, Power Division at Fortum.

John Liljelund, CEO of AW-Energy Oy, states that the agreement is an important step in commercialising WaveRoller technology. AW-Energy can now utilise French specialist expertise in underwater engineering and Fortum’s knowhow in exploiting renewable forms of energy.

Principal Design Engineer Sami Pasanen (left) and Development Manager Jussi Åkerberg in front of AW-Energy’s test facilities.



Finnish knowhow leads the world

AW-Energy AW-Energy Oy is a privately owned Finnish company established in 2002, with owners including Aura Capital Oy, Fortum Corporation, John Nurminen Oy and the Finnish Innovation Fund Sitra . With the support of its backers the company has been developing its wave power technology for more than 10 years. The company employs about 15 people full time and it also subcontracts work to outside engineers and equipment manufacturers.

The WaveRoller developed by the company is a wave power plant that operates on the bottom of the sea close to the shore. The back and forth motion of the waves moves a panel that is hinged at the bottom and connected to a high power generation system. Electricity is produced by a generator in the device and is fed from the generator along a cable to the shore. The process is completely emissions free. The technology is Finnish and definitely a world leader.

“The device in Portugal is about 800 metres from the shore at a depth of about 10 metres. The location was chosen because of the powerful surf

conditions in the area, which create a constant strong back and forth motion beneath the surface of the sea. The wave energy farm has three 100 kW WaveRoller units, and each of these has a 8 x 12 metre panel. A sea cable runs from the wave farm to the shore, which is also where the control room is located,” Jussi Åkerberg and Sami Pasanen explain.

This test and demonstration wave farm was built by Kotkan Konepaja and its sub-contractors, and a local shipyard in Portugal joined the units together to form a single array.

“We still have some way to go before we can start marketing the device. Key issues include further technical development, production, installation and maintenance. We still have much to develop and improve in all these areas. Our next stage is to develop a 350 kW unit,” state Jussi Åkerberg and Sami Pasanen.

“As well as its many other good features, the wave power plant is also eco-friendly since the devices are completely under water. We do have to restrict access in the area where the wave farm is located, and the area is marked with buoys and sea markings. Some wave power technology is based on surface waves, and these devices



Lowering the panel into the water.

are naturally partially above the surface and have a bigger visual impact on the environment than our system.”

Utilising wave power has aroused interest and attracted attention around the world. AW-Energy receives queries and offers to work together every now and then. But it is not possible to do everything.

“Comatec’s team of experts”

Comatec has been involved in developing this cutting edge technology for about one year. There are several reasons for this. One of them is a common history. Jussi Åkerberg has worked with Comatec in connection with different projects for many years, while Sami Pasanen actually worked at one time at Comatec.

“But those are only side issues. The real reason is the cutting edge expertise of Comatec’s motion control unit. Another important factor for us is that Comatec is one of the few independent Finnish hydraulics experts. Because it is independent, it can use the best components from different hydraulics manufacturer in its designs, whereas a single manufacturers in the sector would only recommend their own products,” state Jussi Åkerberg and Sami Pasanen.

Comatec’s specialist expertise

in utilising wave power includes hydraulics, structures, materials, technology, mechanics and strength calculations. Supervision of installation is also part of Comatec knowhow.

“We are also particularly pleased with the talent of the entire Comatec team and their ability to work as a team. It is a pleasure to work with them in a cutting edge technology sector like this,” report Åkerberg and Pasanen.

Jukka-Pekka Uusitalo, Design Manager, Motion Control, heads up the work for Comatec, and his team of ten experts began to assist the client in the second half of last year.

“A project like this is extremely interesting and a major challenge for us. It has enormous growth potential, and utilising wave energy can certainly be compared to wind power. In both cases we are talking of renewable energy as far in practice as it is generally possible,” states Jukka-Pekka Uusitalo.

So far the Comatec team has carried out an in-depth study of the project and also made some proposals for action. These have resulted in several invention disclosures.

“This is a good basis to build on,” says Uusitalo.

Diver came up with idea of kinetic energy from water

The initial idea of utilising wave power came in 1993 when professional diver Rauno Koivusaari was exploring a shipwreck. There was a hatch in the wreck that moved back and forth in the underwater current.

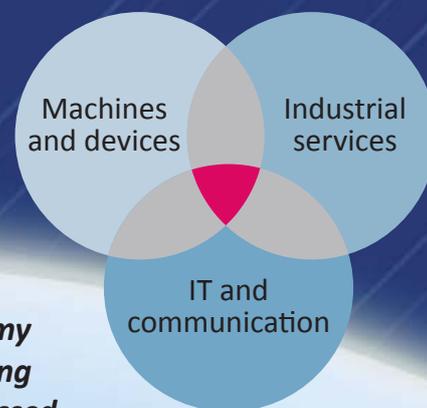
Six years later Koivusaari got together a small group of friends who began to develop the idea. They built two small prototype devices that functioned so well that they started to further develop the concept.

By 2000 they had made such good progress that they filed the first patent application for utilising the surge phenomenon for generating energy. A couple of experts in the field joined the team and the laboratory scale tests continued.

Two years later AW-Energy Oy was established after securing financing. The first sea tests were carried out in the Gulf of Finland and tests also continued in the ship laboratory at the Helsinki University of Technology. A new more detailed patent application was filed in 2003, and the following year a test device was installed in the Orkney Islands in Scotland.

This is how things started.

Network for Exports to Germany – Semic Group



The initial impetus for the network for exports to Germany project came from the report produced for the Ministry of Employment and the Economy by the ICT 2015 working group chaired by Pekka Ala-Pietilä on productising Finnish ICT knowhow for German and Swiss companies. The report expressed concern about Finland's economic outlook. Comatec Business Unit Manager Arto Timperi is on the entrepreneurship committee of Academic Engineers and Architects in Finland, which looked into the report. He felt that something had to be done about this. He contacted three other companies that he knew and the project for an export network got underway. The specific goal of Semic Group is to find actual clients in Germany for the network of businesses.

TEXT: TAINA SYRJÄNEN

The name of the network Semic Group derives from the terms sensing, machines, intelligence and control, which together describe the offering of the four companies in the export network. These companies are Comatec Group, Creanex Oy, Remion Oy and Wapice Oy. The companies are different in size and in other ways. Each of them could just as well try and enter the German market on its own, but together it is easier.

"We have looked for synergy in working together and have tried to avoid marketing duplicate skills. In other words, we are cooperating," says **Petri Leino**, Vice President at Comatec Group.

"Being a consortium and doing things together have been the main issue here. That together we are a bigger and more credible player and can offer more to a German client," says **Arto Timperi**.

All the companies in the export network sell high tech services. The companies have tens of years of experience in their field and altogether employ about 700 highly educated experts. They offer products and services that help a client develop their business by raising productivity and cutting costs by optimising energy and material consumption.

The export network began functioning at the beginning of March in 2014 when the companies signed an agreement and government support was granted for the project.

"This is a long-term project. Our expertise is our main emphasis. To start with we have looked for what we can offer together and so far we have produced a joint brochure and a website," says Petri Leino.

"We are planning a joint marketing event at the FMB trade fair in Bad Salzuflen in Germany on 5-7 November 2014."

The network project is financed by the participating companies and by the Ministry for Employment and the Economy (TEM). One mandatory position in it is an administrator who is responsible for financing for the project and for financial transactions, and for ensuring that the network project functions smoothly with the participating companies. The project has a jointly approved budget and plan of action and operates within this framework.

The export network also has a partner, ScanWire GmbH, in Germany, more specifically in Cologne, which is helping to build sales channels, find partners, expand the network and start operations in the Central European market. **Hannu Pyysalo** is export manager and consultant for the project at ScanWire.

"Discussions about setting up an export network began about a year ago. At first we were not very excited about the idea since our experience of export networks has not been very positive. But we saw the commitment to the

project on the part of each of these companies. And then we also realised that these four companies form part of a single value chain. We saw that this was an outstanding opportunity to make progress with a model in which the companies support each other with their respective knowhow," says Hannu Pyysalo.

"The action we take in Germany is very practical, aiming to create business," says Hannu Pyysalo.

"We moved into the operational phase in the middle of June. So far we have produced a brochure and a website, so that clients can find and contact us. Now we intend to comb through companies in target groups of interest to Semic Group and arrange meetings," states Pyysalo.

"The next major activity is the FMB subcontractor trade fair, where we aim to make as big a splash as possible. We have a 20 square metre stand that is open on two sides. We are right next to our partner OWL. We will also probably have a simulator on the stand, which will attract much attention. Through this we are trying to get many interested people to visit our stand, so that we can present the Group's business to them. I will be on the stand with my partner **Pekka Stuckert** and key personnel from Semic Group. Together we aim to obtain many contacts," says Pyysalo.

www.semicgroup.de

Presenting

Ville Mehto



Ville Mehto joined the Järvenpää office as department manager on 11 August 2014. Ville has many years' experience in supervising design and also of design work in practice. He has previously worked for major companies in the machine building sector which also happen to be major clients of Comatec. One particular asset that Ville has in his duties is that he has indepth knowledge of the products of our clients and of their needs.

TEXT: TAINA SYRJÄNEN

"My picture of Comatec is that it is a dynamic company that genuinely tries to provide its clients with service of the highest quality, with a long-term approach," says Ville Mehto.

"I became interested in Comatec as a place to work because this job gives me the chance to view what I have been doing until now from a slightly different angle. I'm getting a fresh viewpoint," says Ville.

"I expect to obtain a wide range of challenging jobs at Comatec. I also believe that I'll have the chance to learn many new things as well.

"I myself hope that I am able to put the best of my expertise at the disposal of our clients as effectively as possible.

"It is essential to offer sufficient challenges to highly expert engineers who wish to develop, and objects that are interesting to design.

"For some strange reason engineering has for a long time not been valued very highly, but it is absolutely certain that there will be a need for talented experts in this field in future as well," states Ville.

"Strong knowhow in basics such as welding and machining, machine components, strength of materials and machine automation is extremely important for an engineer.

"On top of this it is useful to develop product knowhow. After all, CAD knowhow on its own does not make anyone an engineer.

"An engineer must also be able to see the overall picture and solve any problems that arise," he sums up.

Ville has a master's degree in mechanical engineering from the Lappeenranta University of Technology. He has previously worked at Raute Corporation and Metso Paper Oy. At Metso he worked at the Hollola and Järvenpää sites. He has held different positions including chief engineer, product manager and engineering team manager.

Ville reveals that he is married and at present lives in Lahti. Ville originally comes from the Savo region of Finland.

"I spend much of my free time at our summer cottage. Independent travel has also become a bit of a hobby. One of the most memorable occasions has been driving around New Zealand. When you're travelling independently you sometimes end up in very unusual situations. I booked a hotel for us in the centre of a town but when we arrived we realised that the town centre was closed up and in ruins following an earthquake. The hotel I had booked was right next to the closed area. Of course we were unable to use the services in the town centre," says Ville.

Jani Moisisio's year in England

Jani Moisisio has several years' international experience as a supervisor and in project and development work in several countries. Some of the longer overseas placements have been in the USA, Mexico and Hungary. Most recently he spent a year in England with his family.

TEXT: TAINA SYRJÄNEN

The project on which Jani Moisisio was working was located east of London by the River Thames at the DP World London Gateway container port. DP World London Gateway is one of the biggest infrastructure projects in the UK, and the work has been going on for one and a half years on the shore of the Thames 40 kilometres east of London. The most modern deep sea port in Britain and the largest logistics park in Europe are being built in Thurrock in Essex. The port is expected to give a boost to the British economy, for the largest container ships in the world will be able to sail directly from the open sea close to the heart of British economic life.

Jani, who works in the Electricity and Automation business unit in the Mobile Machinery and Special Vehicles business segment, started on the project in England as field engineering support. His duties expanded later however to supervision manager for the installation of automatic port cranes.

"In practice my work included project monitoring, material management, monitoring design changes, installation supervision and auditing. In other words I made sure that equipment and machinery was built in accordance with the designs," says Jani.

"I was also closely involved in contract negotiations with subcontractors.

"At the start of the posting I found us a home and looked after the other arrangements. At first our family lived in a fairly small house. We had a small back and front garden. We enjoyed living in a house with our two year old twin girls," says Jani.

"Unfortunately after six months we had to move to an apartment close to the port where I was working, because originally we were only supposed to be there for three months.

"Living with small children in an apartment was a bit awkward and we felt rather cramped. Even so my wife was very pleased with our time in England and would have liked to stay there longer. I myself spent so much of my time at work that I cannot really comment on England as a place to live. There would have been many places to see and visit if I had had more free time. Of course I was not on holiday there," says Jani.

After returning to Finland Jani has worked on project support for Kalmar and AW-Energy Oy.

Jani has been satisfied with his duties at Comatec but is ready to take on greater responsibility.

"I want to grow and develop in my career and be given greater responsibility and bigger challenges. When I started at Comatec, the promises about opportunities for advancing in my career were similar to what I myself had thought," says Jani.

"One beauty of working at Comatec is that you get to work with different companies, to meet the challenges they bring, and find solutions to customer needs," says Jani.

"It is important always to remember who you are working for. But you also have to see the whole picture for the work from the client's viewpoint. If the end client and the supplier are satisfied, then the project has been successful in every respect, and that means that everyone will be happy to work together again in the future."



Comatec at ONS 2014 Trade Fair in Norway

Comatec took part in the Offshore trade fair held in Stavanger, Norway 25 – 28 August 2014 on a joint stand with Kavika and Marioff.

We presented in particular our knowhow in motion control and electrical engineering to offshore sector businesses. We are satisfied with the interest shown in our offering.

The trade fair itself is one of the leading meeting places for the oil and energy industry. The trade fair had about 1 400 exhibitors and received more than 90 000 visitors in the 2.4 hectare exhibition area.



MPs visit Comatec



Pirkanmaan Yrittäjät (Pirkanmaa region entrepreneurs) arranged visits for members of parliament to local companies at the beginning of August. One of the places visited was Comatec's office in Tampere. The MPs present included **Arto Satonen**, chairman of the National Coalition Party parliamentary group as well as National Coalition MPs **Kimmo Sasi** and **Sofia Vikman**, **Martti Mölsä** and **Lea Mäkipää** from the Finns Party, and **Jukka Gustafsson** from the Social Democrats. Representatives from Pirkanmaa entrepreneurs and Pirkanmaa region mayor **Esa Halme** were also there.

Comatec President and CEO **Aulis Asikainen** and chairman of the Board **Kari Kantalainen**, who was also a two term MP during 1995–2003, told the Pirkanmaa MPs their views on current issues from a business viewpoint.

Pirkanmaa projects for the future

Two major projects have been planned in Tampere for a long time: the light rail system and the rail bypass. Progress in the light rail project is such that the recently published budget proposal states that the government will contribute to the planning costs for the Tampere urban light rail project. Before the publication of the proposal Minister of Finance Rinne stated that one condition for financing the project was that land beside the track be zoned for the construction of residential property.

Region Mayor Esa Halme commented on the light rail project on behalf of the region, but stressed that it was the City of Tampere that makes decisions about the project.

“In my opinion there is nothing to indicate that the City will not take the necessary decisions concerning the light rail project in time,” says Halme.

“How the project will progress and the timetable are questions for City officials. As I understand it, the note in the budget about residential construction will not cause any real problems for the City of Tampere.

“Tampere is a busy rail and road junction through which



New office in Jyväskylä

In spring 2014 Insinööritoimisto Comatec Oy purchased the engineering operations of Raute Corporation's Jyväskylä unit. The members of the engineering team working at the Jyväskylä unit transferred to the service of Insinööritoimisto Comatec Oy on 1 April 2014, retaining their existing employee status.

With this acquisition Comatec Group expanded its areas of expertise into wood product knowhow and it moved into central Finland in line with its strategy. The acquisition is a major element in Comatec Group's strategic development. Comatec Group's market share increases and the Group can offer its clients even larger service packages.

The people who are transferring to Comatec form the company's Jyväskylä office and from now on belong to the Processing Machinery business unit in Comatec's Industrial

passenger and freight traffic passes between the coast and the interior of the country. Tampere railway station is a major rail terminal and junction. More than 150 passenger trains stop there every day, conveying almost eight million passengers a year. In Tampere we are particularly interested in the rail bypass that has been planned for years, and that is intended mainly for freight traffic to avoid the centre of Tampere, going around the south of the city.

"There is at present no commitment by central government to this rail bypass project. Finland has approved the European transport core network and is drawing up a programme on how Finland will implement this by 2030. For carrying out the rail bypass project, in my opinion it would be sufficient for the next government programme and transport policy report to contain an entry for planning and examining the targets for state financing for the project.

"People say that the rail bypass is expensive. In my opinion it is not horribly expensive considering that planning for the Tampere urban region is based on the assumption that there will be 100 000 - 120 000 extra people living here by 2040. Society is becoming wealthier and new homes and living space are also being built for those who already live here. The volume of construction demanded by that number of people will cost EUR 100 billion – and EUR 10 billion will be spent on various infrastructure. Basic infrastructure accounts for about 10 per cent of the costs of society," says Halme.

"A billion euros for moving the railway yard and building the rail bypass is in accord with creating space for the city to expand southwards. After all, in practice receiving that many new people means that the infrastructure of a city the size of Lahti will land here. In this light I am optimistic about the rail bypass project going ahead, but no decision has been taken anywhere yet to make this in any way certain," states Halme.

"If we switch to rail-based local transport and wish to build a city centre in line with our visions, it is clear that trains conveying chemicals cannot be taken through the covered terminals for local services," says Halme.

Production Systems business segment. All those working in Jyväskylä have in-depth expertise in Creo CAD and board processing.

People working in Jyväskylä:



Team Leader
Pekka Itkonen

Pekka's specialist expertise is in the plywood industry and within this board processing.



Senior Design Engineer
Heikki Haikonen

Heikki's specialist expertise is in managing the Creo environment.



Senior Design Engineer
Juha Kovanen

Juha's specialist expertise is in processing LVL beams and coating plywood.



Design Engineer
Timo Partanen

Timo's specialist expertise is in production technology and product development.



Design Engineer
Olga Pyakhkel

Olga's specialist expertise is in technical documentation and Finnish-Russian translation.



Senior Design Engineer
Timo Teivainen

Timo's specialist expertise is in managing the Creo environment.



Appointments:

Janne Hirvonen, MSc. Eng., joined the Mobile Machinery and Special Vehicles business line on 15 September 2014 as Business Unit Manager responsible for electricity and automation.

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Brainpower for engineering



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- Material Handling Systems
- Industrial Production Systems
- Boilers and Power Plants

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