



“Life Cycle Partnership” presented in China – High interest in lasting partnership

In late September/early October 2006 Voith Paper China held three seminars in Qingdao, Shenzhen and Shanghai for paper industry customers in these regions. The interest was so high that 250 customers from 60 large and medium size companies attended these events. Among the leading Chinese papermakers welcomed by Voith Paper China were Hua Tai, Gold East, Sun Paper, Nine Dragons, Lee & Man, Hong Ta and Gold Huasheng.

For these seminars Voith Paper China had put together a first-class team of its own specialists, supported by experts from Voith Technology Centers worldwide.

The seminar was led by Ming Ming Lou, President Voith Paper China. She began by introducing Voith Paper as a supplier and partner covering the entire papermaking process from stock preparation and sheet formation to finishing and slitter-winding. Voith Paper also supplies the entire web transfer system and components such as rolls and fabrics, she explained, as well as the complete automation. This enables single-source delivery of complete “Process Line Package” (PLP) production lines comprising optimally matched modules and components. To further consolidate Voith Paper’s reputation for innovation leadership,

70 million Euros had been invested in the new Paper Technology Center at Voith headquarters in Heidenheim. President Ming Ming Lou pointed out how Chinese customers can also benefit from this R&D center by having trials carried out there under realistic conditions.

Life Cycle Partnership, the theme of these seminars, is an all-embracing approach covering technical service for paper production lines right through their operating life time. This also includes technical consulting, rebuild concepts, spare parts supplies, ongoing process optimization and comprehensive after sales service (AMB products). “We offer all-inclusive service and support for the entire production line right through its operating life”, explained Ming Ming Lou, “and that is why we aim for life-cycle partnership with our customers”.

And as a new development: in future the Voith Paper China headquarters will be in Kunshan, just outside Shanghai. Among other departments located here will be sales and marketing, development and engineering, spare parts logistics, project management, and automation. Voith Paper Fabrics and Rolls Service division plants were already established in Kunshan some years ago. Voith Paper China also has state-of-the-art manufacturing facilities and service centers in the Chang Jiang Delta and Round-Bohai regions, where a large part of China’s paper industry is concentrated.

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