

LOHSE: Biggest contract in the company's history

HEIDENHEIM. The Palm Group is investing around five hundred million euros in a new paper mill in Aalen-Neukochen, Germany. In awarding the contracts, CEO Dr. Wolfgang Palm chose primarily regional companies – including the LOHSE Group of Heidenheim. The long-established company will supply all the valves for the most modern paper mill in the world. “This is the biggest single contract in the history of our company”, explains LOHSE Managing Director Ulrich Sekinger. “We have been working together with LOHSE at various locations throughout Europe for many years”, explains Dr. Andreas Haas, Head of Technical Planning at the Palm Group. “For the project in Neukochen, there was no question that we would again rely on the expertise of LOHSE.”



The Heidenheim-based company has a reputation as a worldwide market leader for valves. The Palm project is a very special contract, however, as Thorsten Grimmeißen, Deputy Operations Manager at LOHSE, explains. “We will deliver all valves for the project, from ball valves with an inner diameter of 15 mm to gate valves with an opening diameter of 800 millimetres.” This includes pneumatic OPEN-CLOSE valves as well as manual valves. A special feature of the Palm paper mill: “Many valves can be close separately”, explains Grimmeißen. The project has a new aspect for LOHSE: While most contracts are concluded upon delivery of the valves, the new paper mill is an ongoing project. “Our production continues even though the first valves have already been

installed”, explains Grimmeißen. Managing Director Sekinger adds: “Of course, this huge contract allows us to continue full-capacity production during the pandemic.”

For LOHSE the project began last autumn with the construction of the new sewage works. It includes both production of the valves and inventory management at the factory in Heidenheim. “We keep the components ready for just-in-time delivery to the construction site”, explains Sekinger. The logistics process is planned down to the last detail. LOHSE components are used not only for control of pulp preparation, but also for the processes at the paper machine, which will be further developed in the coming months. LOHSE works in direct cooperation with the manufacturers of the different systems: for the paper machine, Palm chose the Finnish company Valmet, and the pulp preparation system is provided by Voith.

While LOHSE initially received the contract for delivery of valves produced in-house, the long-standing company meanwhile is in charge of the entire valve management of the Palm project. “That means that LOHSE is responsible for all valve components: from ball valves with a weight of 500 grammes to gate valves weighing almost three



tons”, explains Grimmeißen. In the biggest investment project in the eastern Württemberg region in recent decades, the role of LOHSE is therefore not only as a component manufacturer, but also as the main supplier of valve technology. “We are also a cooperation partner for numerous other suppliers”, explains the deputy operations manager. The manufacturers and developers of the various subsystems coordinate their activities in advance with the company in Heidenheim. Grimmeißen points out the dimension of the contract: “We are responsible for a total of nearly 5000 components.” This is a central advantage for Palm,

since the Aalen-based company receives all components from a single source.

“Of course, we are very pleased that the Palm Group shows so much confidence in us; we are proud of that”, says Sekinger. “We received the contract primarily due to our decades of experience in this area.” Since the company was founded, LOHSE valves have been installed in paper mills, followed in recent years by numerous other areas of application, such as disposal and recycling plants. “We have become a real global player”, Sekinger emphasises. Haas explains: “Our decision for LOHSE was due not

only to the company's regional accessibility and our long-term cooperation, but also due to the quality of the valves and the company's flexibility as a service provider.”



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