



Firmennachrichten

## **Mantsinen celebrates 60th Anniversary with largest Order in Company History**

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*Ylämylly, Finland –*

Many large modern Pulp Mills in Latin America have put their trust in Mantsinen material handling machines when optimizing operations and utilizing best practices in their wood yards and mill feeding operations. Brazilian Pulp manufacturer Suzano Papel e Celulose, one of the largest pulp manufacturers in the world, has relied on Mantsinen's material handling expertise since 2018. The partnership is continuing with the largest machine order in Mantsinen's history.



Suzano's new material handling machines, painted in Suzano brand colors at Mantsinen factory in Ylämylly, Finland. Picture: STC Tuotanto Oy. (Pictures: ©Mantsinen Group Ltd. Oy)

Suzano has been using Mantsinen machines at their Aracruz mill since 2018, with 4 units of Mantsinen 70 and 4 units of Mantsinen 120 operating around the clock. The feedback and satisfaction with these machines as well as the local service and parts support from JT Partners, Mantsinen dealer in Brazil, has ensured a continued trust in this partnership. A total of 10 additional units are already being delivered to Suzano's new greenfield Cerrado Mill opening later in 2023.

Mantsinen is pleased to announce, that this fruitful and rewarding partnership has now resulted in the largest equipment order for Mantsinen in the company's history. One single order of 16 units of Mantsinen 70 machines will replace older equipment at Suzano's Tres Lagoas and Mucuri mills as well as some aging machines at the Aracruz factory.

Mantsinen CEO Mia Mantsinen considers the order as a tribute to the company's extensive know-how:

"This order is a sign of trust in the forest industry expertise our team has accumulated over the past 60 years. Who would have guessed back in 1963 that our passion and innovativeness would later be rewarded with the trust from some of the world's largest forest industry companies."

According to Mantsinen Area Sales Director in Latin America Mr. Samuli Seilonen, an increasing number of high capacity pulp mills have turned to Mantsinen when they need equipment that ensures both high productivity as well as low cost of ownership.

"Our long history in wood processing gives our 60-year-old company a clear advantage over our competitors, Mr. Seilonen says."

The equipment will be delivered in batches starting last quarter of 2023 running into the middle of 2024.

## **Low Carbon Foot Print**

Many of the machines ordered will be electric powered, with Hybrilift used as additional means of energy saving. As the pulp mills produce their own electricity from wood residue, it is natural to save in the energy bill as well as minimize CO2 emissions wherever possible, contributing to Suzano's environmental goals.

All the wood grabs will also be supplied by Mantsinen, in this case the RGB and RGT 20 R3 designated wood grabs that are also trusted by Mantsinen Logistics Services at many of its own mill service contracts.

Additionally, a Mantsinen 100 Powerpack is included in the contract. The Powerpack provides added flexibility to move the electric powered machines, e.g. when changing the site of operation or moving the machine to the workshop for scheduled maintenance, decreasing the time switching between machines at the mill feeding table.

## **Service Commitment**

According to Operations Excellence Specialist Mr. Pierre Provete from Suzano, choosing Mantsinen as continued partner to replace the aging equipment was easy.

“We already had experience of Mantsinen machines from our Aracruz operations, so we had all the opex costs available. We need reliable material handling machines that can handle wood with low operating cost. We have very high standards in our operations, and with Mantsinen we can reach them. For the operators, Mantsinen material handling machines have proven to be the most desired workplace, with A/C as standard and big, spacious cabin with great view, says Mr. Provete.”

Mantsinen local service partner JT Partners will be servicing and supporting Suzano in the use of the new machines. In fact the machines being delivered to the greenfield site in Cerrado will be under full maintenance contract, with JT Partners’ full service support at site.

Mantsinen Global Sales Director Patrik Starck highlights that Mantsinen has a dedicated Spare Parts stock in Uruguay for machines located Latin America. Now, with the new order, JT Partners will open additional Spare Part centers in Brazil. “Additional Spare Parts centers will be established in Brazil with dedicated Mantsinen 70 spare parts available. The parts will already be customs-cleared, to ensure the parts’ availability required by a high frequency operation like Suzano”