



PULP & PAPER

GET TO KNOW OUR TISSUE EXPERTS

**A DAY IN THE LIFE OF ERWIN WALCHER
SENIOR SALES MANAGER TISSUE**

ANDRITZ

ENGINEERED SUCCESS



Get to know our tissue experts: One of them is Erwin Walcher

Our tissue experts, their know-how, their passion and excitement are what make the difference for our customers when it comes to best-in-class tissue technology, production equipment, and service.

Satisfied customers all over the world operating more than 100 ANDRITZ tissue machines prove that our experts deliver more than just simple machinery. These experts are the ones who have made ANDRITZ one of the top 3 global players.

Get to know them personally or join them virtually for a day, for example with Erwin Walcher, Senior Sales Manager Tissue, and experience the difference.

ANDRITZ IN TISSUE

With global experience at production speeds exceeding 2,000 m/min, the ANDRITZ tissue product range comprises complete lines and key equipment for the production of dry-crepe, textured, and structured tissue.

From stock preparation to the tissue machine, including pumps and automation, including services, engineering and site installation, we are ready to implement your tissue projects.

ANDRITZ offerings to the tissue industry continue to go from strength to strength as innovations developed at the *PrimeLineTIAC* Tissue Innovation and Application Center come into operation: the Papillon refiner for stock preparation, the *PrimeLineTEX* tissue machine for textured products, and METRIS digital solutions, which are set to revolutionize production efficiencies at tissue mills.

"I really enjoy working together with our tissue customers from all over the world, the interaction, the challenges, and building up long-term relationships."

Erwin Walcher
Senior Sales Manager Tissue
ANDRITZ

A DAY IN THE LIFE OF ...

... ERWIN WALCHER

Workplace: ANDRITZ Headquarters, Austria
Function: Senior Sales Manager Tissue

Erwin Walcher works for the ANDRITZ tissue sales team. He joined ANDRITZ in 1978 as a trainee in the workshop and then gained extensive experience as part of the site installations team for paper machines. For more than 10 years he was in charge of many projects that took him all over the world. His key regions and markets were Germany, Spain, Egypt, the Nordic countries, and Indonesia.

For about 20 years now, Erwin has been taking care of tissue sales projects. He is our expert when it comes to dry-crepe machines and steel Yankees. His key customers are the larger Eastern European and Asian tissue suppliers. The perfect balance for his working life is his beautiful fruit garden at home where he can relax and recharge his batteries.

Erwin really likes his work in Graz and comments: "I really enjoy working for ANDRITZ. Our head office here in Graz is full of life and contains many different cultures. We have decades of expertise in the tissue industry, and we have already installed many proven key components and complete lines successfully all over the world."



Just like each tissue project, each day is unique!

One day in the life of Erwin Walcher

05:30 // ARRIVAL AT THE OFFICE

Erwin gets up very early – at about 4:00 am. It takes him about an hour to drive from his home in Burgenland to his place of work, the ANDRITZ headquarters in Graz.



06:00 // STARTING THE DAY

Erwin usually starts his day with general office work. He checks his e-mails, and drinks his first coffee of the day. Due to the time difference, he starts first by communicating with colleagues in Asia. As he is a member of the global tissue sales team, his job involves being in the office about half the time, whilst the other half is spent travelling. Erwin constantly keeps in contact with customers, coordinates sales projects and prepares technical specifications.

09:00 // SALES PROJECT MEETING

Sales managers meet regularly to discuss current projects with colleagues from other departments, Erwin often joins the meetings. Today he has a meeting with Tine Kocbek – Project Manager, Stefanie Maxones – Project Planner, and Thomas Morgenbesser – Director Mechanical Design. Discussions take place on project timelines, customers' production targets and issues relating to their various projects over the last weeks. In case of any challenges, the whole team decides on the action required.

11:00 // AT THE TISSUE PILOT PLANT

In order to always be up-to-date and have first-hand information on the latest results of trials and development work, Erwin pays regular visits to the ANDRITZ tissue pilot plant *PrimeLineTIAC* (Tissue Innovation and Application Center) and ANDRITZ workshops in Graz.

The tissue pilot plant can produce dry-crepe, structured and textured tissue. Apart from the trials with all types of fibers, the pilot plant is used for R&D activities to develop new technologies and enhance existing technologies. Here Erwin is talking to Boris Jancic, ANDRITZ Head of Tissue Pilot Machine Operation.

12:00 // AT THE WORKSHOP

The ANDRITZ workshop is very large – 95 thousand square meters – or more than nine soccer fields put together. The workshop is configured to produce and assemble components for approximately 90 different products for various industries such as the pulp and paper industry or hydro power plants.

16:30 // ON THE WAY TO THE AIRPORT

Erwin has been traveling for thirty years now and still enjoys being on the move. "I like to work with people from different cultures all over the world – no matter if it's in Europe, the jungles of Indonesia, China, Russia or America. The various approaches to handling tissue projects and the different ways of life in the countries help me to keep an open mind towards cultural diversity," says Erwin.

17:30 // ON THE WAY TO THE CUSTOMER

Together with the ANDRITZ tissue team, Erwin always strives for the best, individual solution for customers, while keeping well-proven standards in mind at all times. Different requests often make projects very dynamic, so unexpected journeys are part of his daily life. However, he really enjoys these challenges.



Watch the video on
[ANDRITZ.COM/TISSUE-EXPERTS-EW](https://www.andritz.com/tissue-experts-ew)

THE SECRET OF HIS POSITIVE ENERGY

Erwin lives in the southern part of Austria where he enjoys his leisure time in his house or outside in the garden. He has many fruit trees with apples, cherries and apricots and his own vineyard. The work in the garden helps him to relax and to recharge his batteries.



PrimeLine tissue machines: Q&A with Erwin Walcher



One of Erwin's first projects: dry-crepe tissue machine for Wepa Papierfabrik P. Kregel (Arnsberg-Müschede, Germany) in 1996.



World record in the Indonesian jungle: Erwin's customer Lontar Papyrus (Jambi) holds the speed record for dry-crepe tissue machines at 2,125 m/min (in 2004 for 3 days).



Long-lasting relationship: The Hengan Group has 13 ANDRITZ dry-crepe tissue machines successfully in operation.

You have more than 40 years experience in tissue for ANDRITZ. What were the major milestones from your point of view?

We started by delivering single equipment and became a turnkey supplier, from bale handling to reel. Major milestones were thus organic growth as a result of innovations like our refiners, shoe presses and steel Yankees, as well as growth by acquisitions: With the air and energy systems by Novimpianti and fabrics and rolls by Xerium, we can now cover all areas of the process.

How do you experience the need for automation and digital transformation?

Apart from commissioning, start-up assistance and optimization on site after start-up, ANDRITZ can provide dedicated remote support. From our Metris Performance Center in Graz, we can change settings, take over the control of all equipment, operate and also optimize the plant. Our Metris Optimization of Process Performance (OPP) services provide a clear advantage for tissue producers to maximize efficiencies across their mills. These services are accompanied and secured by cyber security solutions, artificial intelligence, preventive and predictive maintenance, as well as many other services.

ANDRITZ is very successful in China. What do you put this down to?

ANDRITZ was one of the first European suppliers to bring advanced tissue machine technology to China, for example with new machines for Hengan. Secondly, ANDRITZ has extensive local capabilities in our workshop in Foshan, which have been strongly enhanced over the past few years in order to fulfill the demand for local manufacturing, and backed up by global quality management.

What is the difference in your view between ANDRITZ and other tissue machine suppliers?

We serve the tissue industry with a complete product range, from dry-crepe tissue, across intermediate technology right through to the high-end premium TAD machines. For all these technologies we can offer extensive R&D work and specific product development in our tissue pilot plant (ANDRITZ.COM/TIAC). Various technologies are also available for energy-saving solutions, for example our ShortFlow stock preparation and approach system, double-dilution approach flow, shoe press for post-press dryness increase, steel Yankees for efficient drying, steam generator heat recovery systems, as well as re-evaporation and co-generation plants. We offer

complete support throughout all projects, right up to full production and beyond.

FIND OUT MORE
tissue-experts@andritz.com
Watch the video on
[ANDRITZ.COM/TISSUE-
EXPERTS-EW](https://www.andritz.com/tissue-experts-ew) or YouTube



DISCOVER OUR FULL-RANGE PORTFOLIO FROM FIBER PROCESSING TO PAPERMAKING

An outstanding paper product requires outstanding production – matched with the particular needs of the raw material and final product. Discover the full-range portfolio from ANDRITZ: Excellent stock preparation that allows best fiber development according to furnish and with economical use of resources. *PrimeLine* paper machines that are a synonym for producing top-quality tissue, paper, and board grades. Complete lines or single units, upgrades, and modernizations. Contact us and benefit from your individual package in papermaking technology.

AUSTRIA

ANDRITZ AG, Graz
p: +43 316 6902 0

ANDRITZ AG, Vienna
p: +43 508 055

ANDRITZ AG, St.Pölten
p: +43 508 052 1754

GERMANY

ANDRITZ Küsters GmbH
p: +49 2151 340

ITALY

ANDRITZ Como S.r.L.
p: +39 031 396332

ANDRITZ Novimpianti S.r.L.
p: +39 0583 30219

FINLAND

ANDRITZ OY
p: +358 0 20 450 5555

RUSSIA

LCC ANDRITZ
p: +7 812 315 0863

CHINA

ANDRITZ (CHINA) Ltd., Foshan
p: +86 757 8250 2636

ANDRITZ (CHINA) Ltd., Beijing
p: +86 10 8526 2720

JAPAN

ANDRITZ K.K.
p: +81 3 3536 9700

INDIA

ANDRITZ Technologies PVT Ltd.
p: +91 11 4937 2900

BRAZIL

ANDRITZ Brasil Ltda.
p: +55 41 2103 7601

CANADA

ANDRITZ Ltd.
p: +1 514 833 5079

ANDRITZ Paper Machinery Ltd.
p: +1 514 631 7900

USA

ANDRITZ Inc., Glens Falls
p: +1 518 683 5793

ANDRITZ Inc., Springfield
p: +1 413 733 6603

ANDRITZ Paper Machinery Ltd.
p: +1 815 389 8200

TISSUE-EXPERTS@ANDRITZ.COM
ANDRITZ.COM

All data, information, statements, photographs and graphic illustrations in this leaflet are without any obligation and raise no liabilities to or form part of any sales contracts of ANDRITZ AG or any affiliates for equipment and/or systems referred to herein. People shown: Erwin Walcher, Senior Sales Manager Tissue, Thomas Morgenbesser, Director Mechanical Design Tissue, Tine Kocbek, Project Manager Tissue, Stefanie Maxones, Project Planner, Boris Jancic, Head of Tissue Pilot Machine Operation. © ANDRITZ AG 2019. All rights reserved. No part of this copyrighted work may be reproduced, modified or distributed in any form or by any means, or stored in any database or retrieval system, without the prior written permission of ANDRITZ AG or its affiliates. Any such unauthorized use for any purpose is a violation of the relevant copyright laws. ANDRITZ AG, Stattegger Strasse 18, 8045 Graz, Austria. Due to legal requirements, we must inform you that ANDRITZ AG processes your data for the purposes informing you about the ANDRITZ GROUP and its activities. Find out more details about our data privacy declaration and your rights under the data protection legislation on our website: andritz.com/privacy. TissueWalcher_01/102019 EN