

# HewSaw® magazine 2021

Choose the Original - HewSaw Grey



Eastern Canada Safari a Big Hit



HewSaw Africa Celebrates 10 Years



New Small Log Sawmill in Bavaria



Technologically Advanced Sawmill in Finland Selects HewSaw



# Contents

## HewSaw magazine 2021

Editorial.....	3
HewSaw News Bites.....	4
HewSaw Line Selected for Metsa Fibre's Modern Sawmill in Western Finland.....	5
Meet Our Robots.....	6
A Customer in Georgia, USA Upsizes to a New HewSaw R250.....	7
One of the World's Largest Markets for Sawmill Gear is Right on HewSaw's Doorstep.....	8-9
HewSaw to Deliver Two Lines For Mega Project in Russia.....	10-11
HewSaw Stays at the Forefront of the Industry by Continuously Developing New Technology.....	12-13
Small Logs, High Speeds & Green Integration at a New Sawmill in Bavaria.....	14-15
Looking Back on Some Major Events.....	16-17
Sawmills, Good Food and NHL Hockey Highlighted HewSaw's Eastern Canadian Sawmill Safari.....	18-19
Do You Have What It Takes to be a HewSaw Tech?.....	20-21
Meet a Few Members of Your Parts Team.....	22
HewSaw Africa Celebrates Their 10th Anniversary.....	23
Latest Projects.....	24
HewSaw Offices and Representatives.....	24

HewSaw is a family owned company which employs 250 people. Its main products include high production HewSaw saw machines and sawlines. Exports account for 80% of the company's business.

PUBLISHER ..... © HewSaw, Yrittäjätie 1, FI-52700, Mäntyharju, Finland  
 CHIEF EDITOR ..... Bill Tice  
 MAJOR CONTRIBUTORS ..... Lotta Jeskanen, Sarah Stotler  
 PHOTOS ..... Authors of the articles, partner companies, HewSaw photo archive  
 LAYOUT ..... Sarah Stotler  
 PRINTED BY ..... Teroprint

[www.hewsaw.com](http://www.hewsaw.com)

# Editorial

## Investing for the Future

*Re-investing profits in our business has always been important to us at HewSaw and our parent company, Veisto Oy. Last year, we completed one significant investment plan and then started another – Saw Machine Factory 2025.*



For the past three years (2018, 2019, 2020), the financial results at HewSaw and our parent company, Veisto Oy have been positive, consistent and steady. During this 3-year time span, we did not experience any significant drops or spikes in our annual turnover which has been approximately 50 million Euros.

However, in 2020, we started to see a change, mainly in how busy we were on the capital sales side of the business. For us this translates into increased results that will be realized in 2021 and 2022 due to the turnaround time between when a new HewSaw line is ordered to when it is delivered and commissioned.

Although an increase in business volume is welcome, it also poses some challenges, but we are pleased to tell you that we are ready. We were already operating at a good pace with a healthy order file and many projects in our workshop, but we always look forward in our projections, and in doing so, we plan for the future. During 2020, we completed a 6.5 million Euro investment plan that was started back in 2017, and we initiated a new 7 million Euro investment plan called "Saw Machine Factory 2025."

This new investment plan includes 1,600 square metres (over 17,000 square ft.) of new buildings at our factory and office site in Mäntyharju, in Finland's lake district; an investment in half a dozen new machines, including CNC machines, machining centres and mill turn centres; and a modern Enterprise Resource Planning (ERP) system which will help us streamline our business activities.

Despite how helpful this technology and equipment is, you still need good people, and that is what we have at HewSaw. But it takes more than just hiring skilled employees – you need the right mix to make your team a success. In recent months, we have hired over 10 new employees for our After Sales group to take care of the installation and commissioning of new projects and to handle the on-going maintenance at existing customer sites. These newer employees will work side-by-side with some of our experienced and seasoned veterans giving us a worldwide after sales team of well over 40 people and the ability to communicate in multiple languages, including Finnish, Swedish, French, German, Russian, Spanish, Portuguese, Afrikaans, Dutch, Estonian and English.

This human resources approach is prevalent throughout the company and we feel strongly that it is a formula that is not easy to reach, but very worthwhile to maintain. Our millennials, many of whom come to us right out of college or university, have a drive for success and an appetite for more responsibility. Combine these attributes with the mentorship they receive from our longer-term employees and management team and everybody wins. It has allowed us to create a team environment where success and hard work are rewarded, and it's one of the reasons we have an average employee tenure of over 12 years.

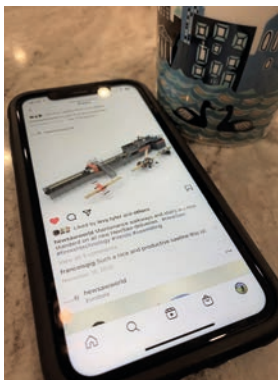
What we are also experiencing is repeat business. We are always finding new customers, but we also see a significant number of customers coming back for a second, third or even fourth HewSaw. Our technology is proven and it works in meeting our customers' varying needs. We provide a package that combines high quality products, manufacturing flexibility, production efficiency and modern technology and we wrap it up with professional installation and a proven commitment to after sales service.

But we don't stop there. The modern technology we deliver to our customers has been developed by our own in-house R&D engineering teams and includes things such as dx sawing, camera-aided motion control, the HewSaw predictive maintenance program, robotics, AI and more. You can read about some of these developments in this issue of the HewSaw magazine.

In recent times, the sawmill business has been good to our customers and the mills have been running well while global lumber prices and demand for sawn goods have been rising. Timber is also a renewable resource that can help us fight global warming. For us, it all adds up to a strong future with growing demand for our products and it tells us what we have known for a long time – we are in the right business!

**Tuomas Halttunen**  
**Vice President, HewSaw**

## Follow HewSaw's Journey on Social Media



Please join us on our social media platforms where you can find stories and other information about our ongoing projects and collaborations. You can have a closer view of our products, manufacturing processes and the people behind HewSaw. You can find us on Instagram as **HewSawWorld**, on LinkedIn as **HewSaw – Veisto Oy**, and on Youtube as **HewSaw**. We would love to see your likes and comments.



HewSaw  
Channel

Visit the HewSaw stand at  
the rescheduled Ligna Fair:  
September 27 – October 1,  
2021  
Hannover, Germany

## New Storage Towers at HewSaw Factory

Year 2020 has changed the skyline view of the HewSaw factory in Mäntyhärju, Finland as two new storage towers were built during the spring.

The main purpose of the towers is to free up working space in the manufacturing and production areas. The higher tower is almost 20 meters (65 feet) high and it stores components and parts for the assembly process and spare parts sales. Even the lower tower is 13 meters (43 feet) high and it serves as a storage space for the welding shop. Retrieval of items in the storage towers is automated and works somewhat like a large vending machine.

Both towers are made of cross laminated timber (CLT) elements, which were supplied by a long-term partner in the USA. The CLT panels were manufactured by Vaagen Timbers and made from Inland DFL (Douglas fir/Western larch). They measure 1.2 meters (4 ft.) wide and up to 10 meters (32.8 ft.) long. Building with the CLT elements is fast and easy, as the product is ready-to-use when it arrives on site and doesn't need separate insulation or surface finishing. The use of wood elements in the CLT panels is also environmentally responsible as the new buildings store absorbed carbon.



The tallest storage tower is nearly 20 m (65 ft.) tall and the smaller storage tower (pictured) is 13 m (43 ft.) tall.



Racking in the new warehouse in Swalman, Netherlands is set up and ready to be filled with spare parts to support central European customers.

## New HewSaw Subsidiary Established in Netherlands

HewSaw's most recent subsidiary, HewSaw International B.V. was established in Swalmen, Netherlands in October 2019. At the same time, the German subsidiary Veisto Sägemaschinen Vertrieb GmbH was closed and its operations were moved to the new premises in Swalmen.

The Netherlands office employs two people at the moment, long-term employee **Mauri Nikkinen** who started the operations in the new office, and inside sales coordinator **Brenda Jacobs**, who started in the Autumn of 2020. The Netherlands subsidiary expects to hire additional employees in the future as the business grows. This new warehouse will be able to service customers in central Europe quicker and will handle all aspects of our parts business. In addition to doing business in English and Dutch, HewSaw International B.V. services will also be offered in German.

## A Fast and Efficient HewSaw Line for Western Canada



Fort St. James Forest Products in Northern Canada is installing a new high speed HewSaw SL200 3.3 line

Hampton Lumber Canada has ordered a high speed HewSaw SL200 3.3 sawline for their recently acquired sawmill complex in Fort St. James, British Columbia, which is 600 km north of Vancouver in western Canada.

Foundation and other site preparation work are already well underway in preparation of the delivery of the new HewSaw, which will replace two older breakdown lines. Hampton is also building a new planer mill at the site.

HewSaw will also provide the automation for the new line, including the scanning and optimization from their scanning partner, St. George, Quebec-based Prologic+, and their process controls partner, EBI Electric, also out of St. George, Quebec. A new scanning and bucking optimization system to streamline production and featuring a HewSaw scanning conveyor; an additional Prologic+ scanner and HewSaw supplied process controls is also part of the package.

The new sawline, which will run at speeds of up to 700 ft/min (215 metres/min), is scheduled to be fully operational by 2022.





# HewSaw Line Selected for Metsä Fibre's Modern Sawmill in Western Finland

By Bill Tice, HewSaw Machines Inc.

*A new, highly-efficient and productive sawmill in Rauma on the West Coast of Finland will feature a HewSaw line and advanced technology that is not in use at any other sawmill in the world.*

A new HewSaw line will be part of Metsä Fibre's modern sawmill project in Rauma, Western Finland. Slated for a Q3 2022 start-up, the single-line mill will produce approximately 750,000 m<sup>3</sup> (465 Million Board Ft.) annually of sawn pine lumber products.

Metsä Fibre says the company's investment value in the new mill is approximately €200 million, making it the largest sawmill investment ever in Finland. In addition, the new sawmill will be a worldwide leader in technology and efficiency and the company adds that in a significant new development in sawmill design, the Rauma project will feature machine vision and artificial intelligence in various stages of the sawmilling process. This new technology is yet to be utilized anywhere else in the sawmill industry.

"The next-generation sawmill to be constructed in Rauma is a significant leap forward for the whole industry, says **Ismo Nousiainen**, CEO of Metsä Fibre. "The new technology allows for the transition from workstations to control room monitoring and continuous operation. The key elements of the Rauma sawmill's operating model include employees' in-depth expertise and multiple skills as well as user maintenance."

In terms of the economic impact in Finland, the new sawmill will employ approximately 100 people directly and another 500 people across its direct value chain. It is estimated the mill will consume 1.5 million m<sup>3</sup> of Finnish-sourced logs annually and during the construction period, Metsä Fibre estimates an employment impact of roughly 1,500 person-years.

The new HewSaw line for the Rauma mill will be built at HewSaw's factory in Mäntyhärju, located just over 2 hours north of Helsinki in Finland's lake district.

"We are very pleased to be working together with Metsä Fibre on this exciting new project," says **Timo Koljonen**, HewSaw's Finland-based project manager. "This is a high-profile project featuring newly developed technology and we are thrilled that Metsä Fibre has chosen HewSaw as the primary breakdown supplier for the mill."

HewSaw also supplied the primary breakdown at Metsä Fibre's Vilppula Sawmill in south-central Finland – an SL250 3.4 line commissioned in 2013.

Rauma, which is located on Finland's southern west coast is considered "logistically excellent" as it enables efficient integration with the company's Rauma Pulp Mill, a 650,000 tonne (annually) facility that came on-line in 1996. In addition, the sawmill's location offers smooth logistics for sawn timber customers through the Port of Rauma. Synergies between the integrated sawmill and the pulp mill will be realized in power generation, side-stream utilization, logistics and services.

"The full utilization of the wood raw material is central to our unique bioproduct concept," explains Metsä Fibre's Ismo Nousiainen. "Log wood is used as a raw material for the sawmill. The bark and sawdust generated during the production of sawn timber are used for bioenergy, and the chips are used as raw material for pulp. Pulp production generates bioenergy for the sawmill and the remaining energy is sold outside the integrated mill. In the future, this investment will enable both the Rauma sawmill and pulp mill to operate without using any fossil fuels."

Metsä Fibre is the world's largest producer of softwood market pulp and Finland's largest producer of sawn timber. Metsä Fibre is part of Metsä Group, which is a Finnish forest industry group that operates in international markets. Metsä Group has annual sales of €5.3 billion and employs 9,300 people.

You can follow Rauma project on the Metsä web page, where you can see monthly updates and views from a live web camera.

Link to webcam: <https://www.metsafibre.com/en/about-us/Production-units/Pages/Webcams-Rauma.aspx>



Pillars for the new Rauma project.



# Meet our Robots - They are taking on numerous repetitive tasks at the HewSaw factory and beyond!

*HewSaw's R&D team are continuously looking at ways to streamline productivity and increase profit levels for our customers and robots are currently front and centre.*

**By Bill Tice,  
HewSaw Machines Inc.**

Walking through the cavernous welding shop at HewSaw's modern factory in Mäntyharju, Finland, the first thing you see is a small team of Robots meticulously completing welds on parts destined for a current HewSaw line that is in the production queue.

These robots seemingly complete their tasks with ease, rotating, stretching their arms and flooding the area with bright, blue light created from the welding process in what looks like a scene from a sci-fi film. They quietly go about their work, not phased by any other activity or disruptions in the area.

"We have been using robotics at our factory for several years now," explains **Markku Rautio**, HewSaw's Managing Director. "In the welding shop, we started with robotic welding of smaller parts and now we also use robots for some of the work on our machine frames. Looking forward, we see robots playing an increasing role in the manufacturing of our products, especially as we face challenges in finding qualified people for many of the repetitive tasks robots can do."

In addition to the robots in the welding shop, HewSaw's factory also has robots working in the knife grinding area, the cutting tool shop where they are taking care of some materials handling tasks, and in the future robots will be used to load our machining centers.

In the factory's knife grinding shop, robots can handle all of the functions, including removing knives from the tray, weighing the knives, removing burrs and cleaning up the knives before finally loading the knives into the knife grinder and then unloading when completed.

Of course, this technology can also be used at customer mills where they are grinding HewSaw chipping and edging knives, and in the near future, robots will also be seen on the actual HewSaw production line. Initially, these robots will be used for maintenance purposes, such as cleaning the sawing machines where as part of the PLC, robotic arms equipped with wands will automatically blow down the line, improving safety and efficiency for the mill's maintenance staff.

HewSaw has gradually been building its robot team with help from their main robotics supplier, ABB from Sweden. "This technology is continuously improving and becoming more common in the work place," explains Markku.

Today, HewSaw has four robots working in the Mäntyharju factory. Also part of the HewSaw group is Polaria Oy, a producer of metal bathroom cabinets for the European market. At the Polaria factory, which is on a site adjacent to the HewSaw factory, they have another six robots taking care of a number of functions and tasks.

"We are always excited when a new robot is commissioned at one of our facilities," adds Markku. "We see this as a growing trend for the future and we are very pleased to be on the forefront of this technology as we feel it offers some major benefits to us and our customers moving forward."



*Robots are currently being used in several areas of the HewSaw factory.*





The new HewSaw R250 I.I during installation at DS Smith in Riceboro, Georgia.

## A Customer in Georgia, USA Upsizes to a New HewSaw R250

*The sawmill team at DS Smith in Riceboro, Georgia recently upsized their HewSaw to a new and larger model.*

**By Bill Tice,  
HewSaw Machines Inc.**

A new HewSaw R250 I.I machine at DS Smith in Riceboro, Georgia was installed in late 2019 and replaces an older and smaller HewSaw R200 machine.

Prior to the installation of the new HewSaw, the Riceboro mill was producing 4x4 inch (100 x 100mm) and 4x6 inch (100 x 150mm) products, along with 1x6 inch (25 x 150mm) side boards. The new HewSaw adds 6x6 inch (150 x 150mm) squares to the mix. All production is Southern

Yellow Pine. The jacket boards are sold rough green while 95 per cent of the mill's production is dried and a majority of that is dressed.

In addition to the lumber products, the sawmill is a major in-house supplier of chips to the neighbouring DS Smith paper mill, while other residual materials such as planer shavings and hog fuel from the trim saw help power the paper mill's BFB boiler. The customer's motivation for investing in the new HewSaw was to have the ability

to heavily chip the logs and produce a significant volume of high value chips utilizing the HewSaw line's chipping heads, while at the same time producing sawn goods from the short fibre heart wood, which is not as valuable for chips.

**Bill Guthrie**, General Manager, DS Smith Riceboro, was happy with the project organization, timing, and the results. "From the project's kick-off to the first log being processed was around 18 months, with just over 4 of those months being dedicated to construction," explains Bill. "Despite shipping from Finland, the HewSaw arrived ahead of schedule, becoming operational within 4 weeks' time. The HewSaw is currently running well and is typically outpacing our ability to feed it."

Bill says there were some challenges as there are with any project, but he also noted that the whole process was rewarding.

"Being a retrofit project, and a much larger machine than the one we took out, there were many challenges posed by the project. Overcoming those challenges was both exciting and rewarding for the team. One of the highlights for me was the opportunity to visit HewSaw's factory in Finland and tour some of Europe's most impressive mills. Everyone we worked with at HewSaw, from sales to start-up, was not only knowledgeable, but eager to help. Overall, an excellent team and excellent equipment."

Riceboro, Georgia is located just 45 minutes south of the HewSaw US office and parts warehouse in Savannah, Georgia.



The new DS Smith line in Riceboro, Georgia processes Southern Yellow Pine.





A pair of HewSaw R200 A.I machines at the ULK Ustyansk project in Russia.

## One of the World's Largest Markets for Sawmill Gear is Right on HewSaw's Doorstep

*HewSaw has customers in well over 30 countries around the Globe, but one of the biggest markets for the company is just two hours away.*

**By Bill Tice, HewSaw Machines Inc.**

Russia – It's the largest country in the world in terms of area with a land mass of just over 17 million square kilometres (6.6 million square miles). It shares land borders with more than a dozen countries, including Finland, and sea borders with the USA and Japan. It has a population of 145 million people with over 100 ethnicities and languages. And it is also one of the world's largest economies with a GDP of €1.45 trillion (\$1.7 trillion US), much of which is fuelled by natural resources, including forestry.

For HewSaw, having a country the size of Russia on its doorstep is significant. Especially when it's a country where forests cover 50 per cent of the landscape and the forest industry is a vital part of their economy. To date, there are about 60 HewSaws operating in Russia, and every year that number grows.

"Russia has the most forest resources in the world and a large part of its huge sawn goods production capacity is still from the Soviet time, meaning that potential for mechanising production is huge," says **Tuomas Halttunen**, Vice President of HewSaw. "There are also vast areas that have not been harvested by the forest industry due to the lack of infrastructure. In the future more and more of these areas will be accessible and therefore available for the sawmilling industry."

Working and doing business in Russia is not easy due to the vast distances between sawmills, the logistics of travel both to and within Russia, the language, and of course the business culture, which can be quite different from the more conservative business culture in Western Europe. But at HewSaw, we have been operating in Russia for a number of years and we have built the infrastructure within the company to meet the needs

and requirements of the Russian market. Much of the work in Russia has been done by **Alar Kask**, the company's long term and committed Estonian-based Sales Manager for Russia and several other Baltic countries, including Estonia, Latvia, Lithuania and Belarus.

"In recent years, I have travelled to Russia about 10 times per year," explains Alar who has been the recipient of HewSaw's Salesman of the Year Award four times (2000, 2003, 2016 and 2019). "It's important to be there for the customers when they need you and because we can deliver a quality product and provide the on-going after sales service, we have a very good reputation in the market," adds Alar, who speaks Russian, Estonian, Finnish and English.



Photo courtesy of Ponsse.

*A Ponsse harvester working in a Russian forest. Russia's forests cover over 50% of the landscape.*



**Laura Nipuli**, who is based out of HewSaw's corporate office and factory in Mäntyharju, Finland and speaks the same languages as Alar, also works in the Russian market and looks after documentation and spare parts and assists with trade fairs.

"It is not just about making the original sale," says Laura. "It's really key to make sure we are there for the customers long term and that means delivering parts and providing service when needed."

With the HewSaw factory in Mäntyharju located just over 100 kilometres and a 1.5 hour drive from Russia's western border with Finland, a HewSaw technician can be on Russian soil quickly for service visits to the Western region of Russia and convenient flights from Helsinki to Moscow offer excellent connections to the rest of the country, including Siberia where a number of HewSaws are located.

When it comes to sales calls in Russia, the vast distances between mills can make for long days travelling and in many cases only one mill visit a day, or even less. The answer to this is heavy participation by both HewSaw and our customers in trade fairs, which are held at strategic locations throughout the country. For Laura, that means about 5 trips a year to Russia.

"Because many of the customer sites are so remote, we find the trade fairs are a convenient way for us to reach our customers as they all come to one place, and for the customer, it is convenient because they can meet with all of their suppliers at one venue."

For more on Russia's trade fairs, see the article on trade fairs starting on page 16.



*R250 A.1.2 line at the Rusforest factory in Magistral, Siberia, installed in 2018*

Up until now, the largest HewSaw project in Russia was the LDKI project in Siberia, which features an SL250 3.3 line side by side with an R200 A.1.2 line, but during 2020, HewSaw sold equipment for three new projects in Russia, including an SL250 4.5 dx line that will sit next to a smaller SL200 2.2 line at the ULK Group's Karpogory site in northwest Russia (See more on this project starting on page 10). The first plate frame R200 A.I machine which was originally built for the Ligna trade show was sold on short delivery time to OOO Belozerskles in Russia.

"That was a really quick project as the customer visited Finland in February, 2020 just before travelling restrictions were implemented and the machine was in full production by the end of August of the same year," says Tuomas. "It certainly wasn't the easiest project but it demonstrated that when working together towards a common goal, everything is possible."

Near the End of 2020, OOO DOK from Nizhny Novgorod also ordered an R200 A.I machine which will be delivered in the Autumn 2021. "Solid sales to Russia seem to be ongoing and accelerating," adds Tuomas.

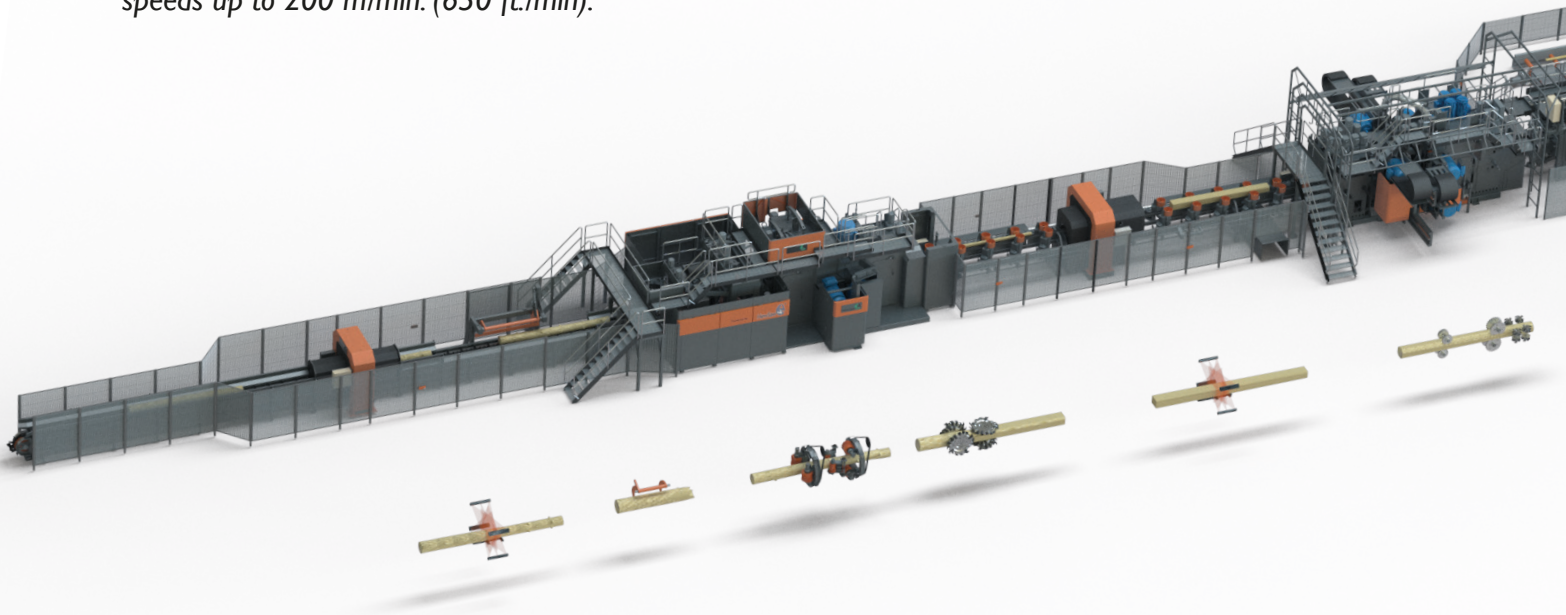


*Russia is a vast country so Laura Nipuli and Alar Kask find tradeshow are a convenient way to meet with customers while they are all in the same place.*

# HewSaw to Deliver Two Lines For Mega Project in Russia

By Thomas Ekenberg

*The larger of the two lines is a HewSaw SL250 4.5 dx line with five sawing machines and dx technology while the smaller one is an SL200 2.2 line. Both lines can run at speeds up to 200 m/min. (650 ft./min).*



Karpogory is a small town 200 km east of Arkhangelsk in northern Russia. Although there are currently no official roads to the town, one of the world's largest sawmills will be built here by ULK Group. The mill will feature two HewSaw lines side by side – an SL250 4.5 dx saw line and a smaller SL200 2.2 line. When the construction is completed in 2023, the plant will produce approximately 1,000,000 m<sup>3</sup> (620 Million BF) of sawn timber per year. The project is estimated to cost a total of approximately 400 million Euros, which also includes a pellet plant that will utilize chips from the sawmill to produce approximately 600,000 m<sup>3</sup> of pellets per year.

Head Office & Factory  
HewSaw  
Mäntyharju  
Finland

HewSaw  
(Baltics, Russia)  
Tallinn, Estonia

Karpogory, Russia

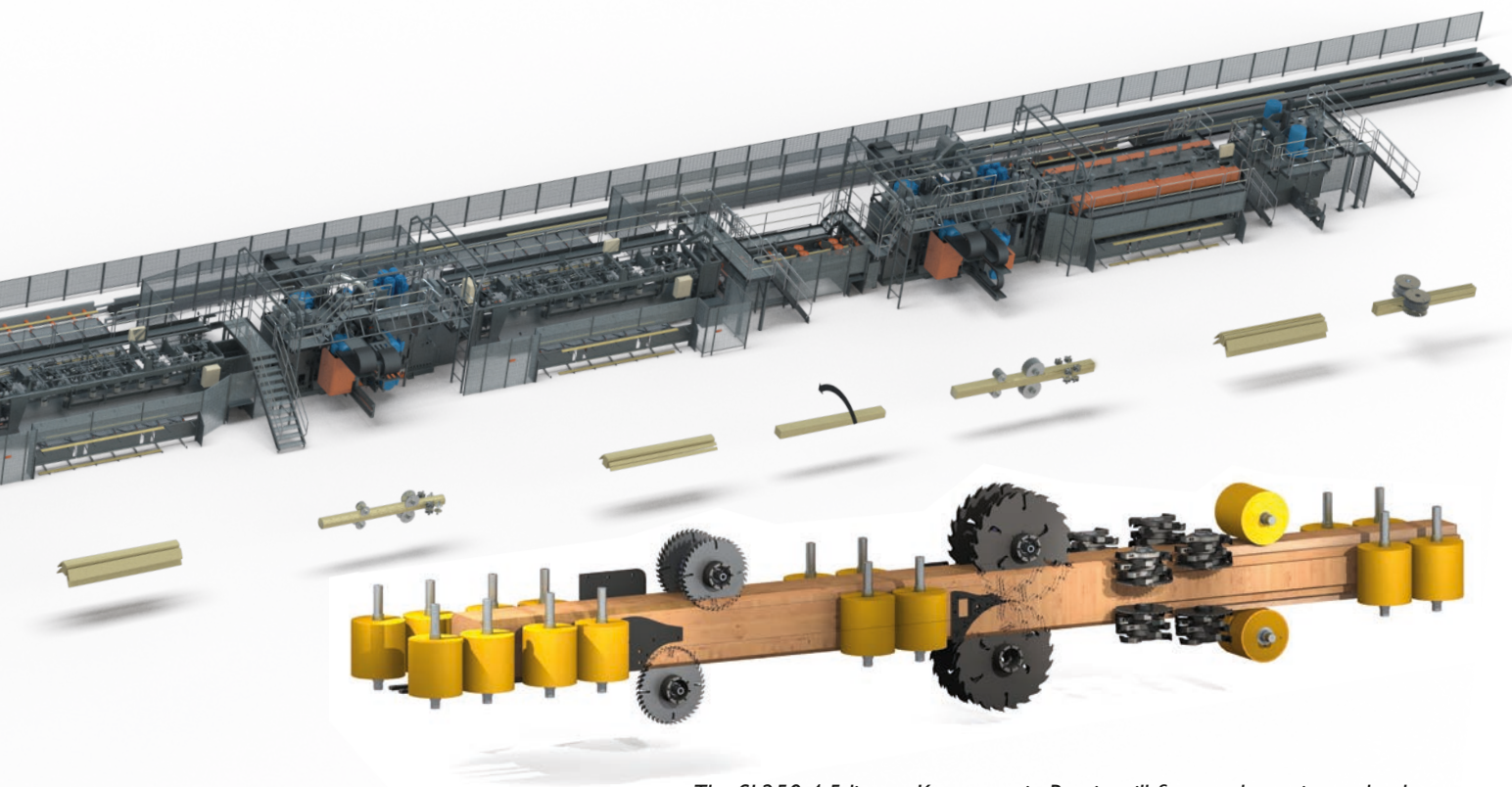
LLC "Lestech-Service"  
Moscow  
Russia

## Good Experiences with Two HewSaw Lines

"We have previously delivered two HewSaw R200 A.1 machines to ULK Group and due to their past experience with these machines and our company, they have chosen to once again to go with HewSaw for this new project," says **Tuomas Halttunen**, vice president at HewSaw.

The Small log line will be a HewSaw SL200 2.2 that will be processing logs with a diameter of 8–28 cm (3–11 inches) and with speeds of up to 200 m/min (650 ft./min). The larger line at the mill will be a HewSaw SL250 4.5 dx which will also have a sawing speed of 200 m/min. The larger line features five processing units, including two Cantsaws and a Ripsaw, all equipped with dx technology. The line also features a Chipper/Canter and a CRS (splitting saw).





*The SL250 4.5 line at Karpogory in Russia will feature dx sawing technology.*

### High Ambitions

"ULK Group wants to build the world's most modern facility and has explicitly sought suppliers who lead the technical development in each area," adds Tuomas. "Therefore, it feels very exciting for us to be able to deliver efficient machines with technical solutions that are at the absolute forefront of our industry."

ULK Group is one of Russia's largest private sawmill groups and with its new investment in Karpogory will have five sawmills with a total capacity of approximately 2,350,000 (1.5 billion board feet) of sawn wood products. HewSaw's deliveries to Karpogory will take place during the first half of 2022 with the entire facility to be completed in 2023.



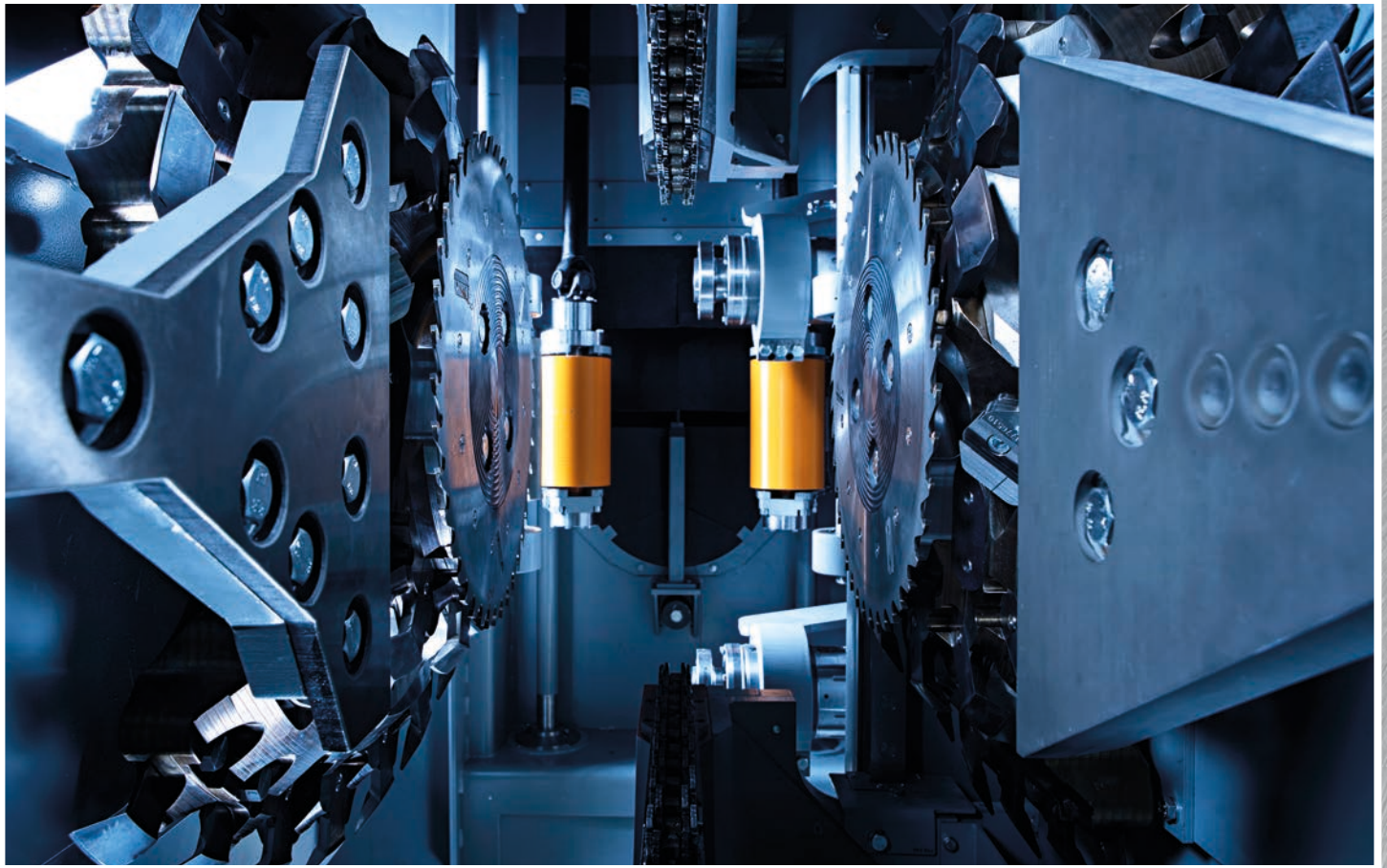
*The Karpogory project is being produced at HewSaw's factory in Finland.*

### Facts. PROJECT KARPOGORY

ULK Group's new sawmill in Karpogory will have two saw lines, a HewSaw SL200 2.2 and a HewSaw SL250 4.5 dx. The latter will be configured as follows:

- LogIn with 2R log rotator; with log kicker prior to the log rotator
- Chipper Canter with four-sided processing
- Cantsaw 1 with dx sawing. Sawing of four edge boards with dx technology.
- Board separation
- Cantsaw 2 with dx sawing. Sawing of further four boards with dx technology, or as an option, 2 boards which can be split, so up to six boards if split.
- Board separation
- Ripsaw with dx sawing.
- Board separation
- Split sawing with horizontal saws - CRS (split saw)





*HewSaw's in-house R&D team is consistently integrating new technology into HewSaw products.*

## HewSaw Stays at the Forefront of the Industry by Continuously Developing New Technology

*In today's world, technology plays a major role in almost everything we do, and sawmilling is no exception.*

**By Bill Tice, HewSaw Machines Inc.**

The modern sawmill is a much different place than it was even a decade ago, and rapid developments are continuously being realized in all aspects of the mill from log and lumber handling and analysis to cutting technology and maintenance.

At HewSaw, we have a track record of embracing new technology and with our own team of in-house engineers and product designers working on Research and Development, we are recognized as industry leaders in this area. Just in the last couple of years alone, we have introduced several new products and programs to help sawmillers increase productivity while reducing manpower and improving safety.

### **Robotics**

One of the most exciting and dynamic advances in sawmilling is the introduction of robots. These modern workhorses can take on repetitive tasks with ease and accuracy and can improve safety for the employees at both

our factory and our customer's mills. For example, at the HewSaw factory in Mäntyharju, in Finland's Lake District, robots are completing welding, cutting, materials handling and maintenance tasks in many areas of the factory from the manufacturing of small parts and machine frames to the grinding of chipping and edging knives. And in the near future, when HewSaw customers order a new line they will have the option of specifying robots for maintenance tasks, such as machine cleaning, included in our supply. For more on this topic, see the article on page 6 – "Meet our Robots".

### **Artificial Intelligence (AI)**

It sounds like something that belongs in a TV episode of CSI, but it's real and it's coming to a sawmill near you. Basically, it involves data solutions derived from information collected from the PLC, scanning and optimization technology, RFID (radio frequency identification) information, VFD analysis and information collected from vibration sensors.



So what does this do for us, you may ask? It's all about improving sawmill productivity and lumber quality. The collected information is used for the development of a data base that can be used for analysis and we can determine best practices for the timing of saw and knife changes, increasing uptime and productivity while improving board finish.

### **The 3R Log Positioner**

HewSaw's already popular and highly accurate 2R log positioner is now available with 3 rotors, appropriately named the "3R Log Positioner". This newest version is already available with new machine orders and improves log positioning accuracy and control with some of the faster speeds now possible on new lines such as those operating at feed speeds in excess of 220 metres/min (720 feet/min).

### **Dx Sawing**

HewSaw has been developing dx sawing for a few years now and during 2021 several deliveries will include this exciting new sawing technology. The main principle behind dx sawing is sharing the sawing load over two phases. Developed and patented by HewSaw, dx sawing includes two sets of saws. The first set of saws makes a pre-cut or pilot cut and then the second set of saws finishes the job. By sharing the load, we can reduce the depth of cut, resulting in thinner kerfs and improved recovery; increased speeds for production volume improvements; and less wear on the saws for increased time between saw changes. dx sawing is available on both the cant saw and the rip saw.

### **HewSaw Maintenance Program**

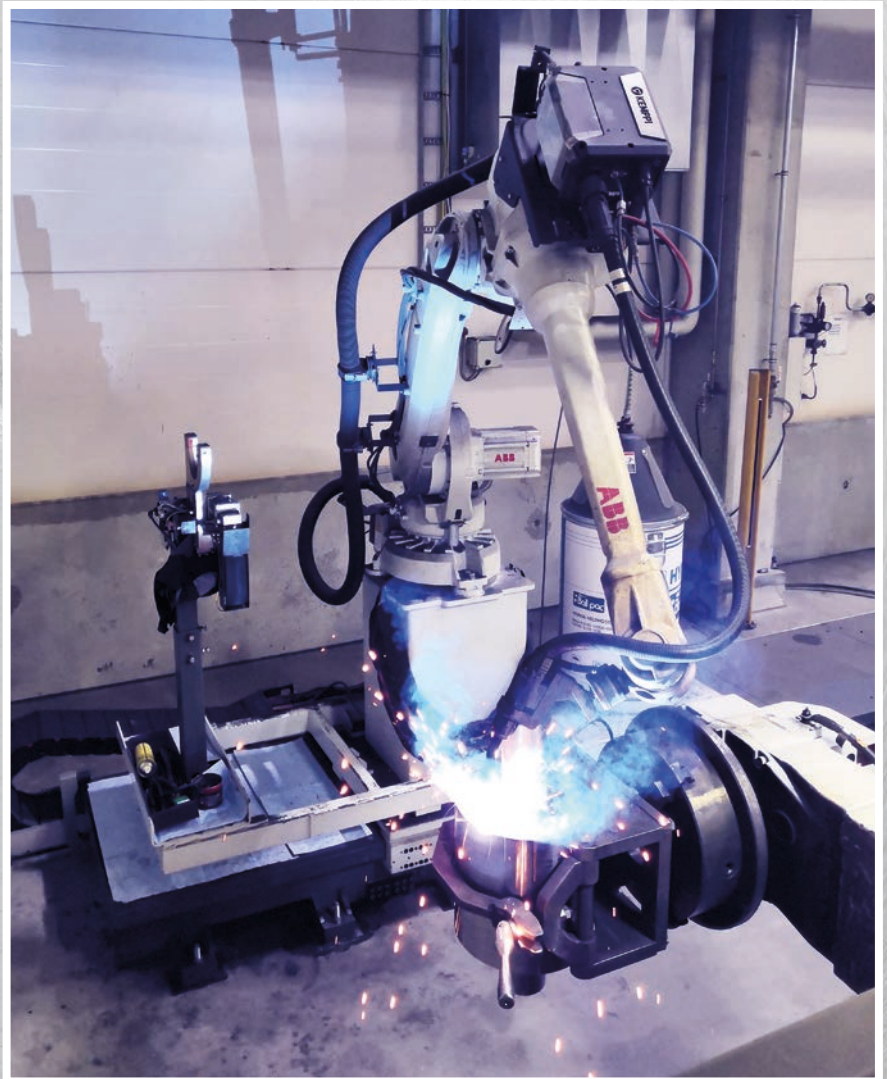
Proper maintenance is key to keeping your sawmill running smoothly, efficiently and accurately and now HewSaw has included a maintenance program with new deliveries. By collecting data from HewSaw equipment around the world, we can predict when parts should be replaced and we can make sure the required parts are at the mill when needed, all resulting in the elimination of costly unscheduled downtime, improved dependability and operational reliability, less component damage, and streamlined maintenance control and programs.

Although HewSaw collects data from mills around the world, that data is confidential and only identified by machine type or part. That means our customers can benefit from the experiences of other sawmills with similar equipment, allowing them to better manage their spare parts, mill maintenance personnel and overall maintenance planning.

### **Camera technology for log positioning on the sawline**

Several years ago, HewSaw patented a system to monitor a log's position on the sawline with video cameras. The concept is that machine vision provides the position of the top and bottom of each log, so the PLC knows at all times where the log is positioned on the sawline. When cutting tools start to dull near the end of the sawing batch, there might be a small variation in log gaps, which these days needs to be compensated with an extra safety margin on log gap. By knowing the exact position of the logs at all times and not just between photocells, we can adjust the log gap as needed. With the company Virelabs, HewSaw has built a prototype system to test at a customer site and during 2022 a full positioning system will be in operation. You can find a teaser video from HewSaw [YouTube](#) site called **HewSaw and Virebox.AI**.

*For more information on any of these new technology initiatives, contact your local HewSaw representative.*



*Robots are used for a number of functions at the HewSaw factory in Finland.*





*The infeed to the new HewSaw SL200 2.2 line at GELO Timber in Wunsiedel in Germany.*

## Small Logs, High Speeds & Green Integration at a New Sawmill in Bavaria

*A new sawmill in Germany is an excellent example of how to design and build an integrated facility.*

**By Bill Tice,  
HewSaw Machines Inc.**

With a focus on small log production at high speeds, the new GELO Timber GmbH facility in Wunsiedel, in north eastern Bavaria, is expected to deliver a high volume of lumber while feeding a new pellet production plant with the sawmilling by-products.

The new HewSaw is an SL200 2.2 line that runs at speeds up to 200 m/min (650 ft/min) and processes lengths ranging from 2.5 to 5.5 metres (8.25 to 18 feet). The maximum log diameter processed by the new line is SED 25 cm (10 inches).

The pellet plant that will benefit from the HewSaw by-products is located next to the new sawmill in an Energy Park that GELO is also a partner in with several other stakeholders, including the local energy company in the town of Wunsiedel.

"The sawmill is a small but important part of the energy park where our by-products, in the form of chips and sawdust, are used in pellet production and fired in a biofuel boiler," says **Wolf-Christian Küspert**, CEO of GELO Timber. "We, in turn, can benefit from the waste heat from pellet production during lumber drying," adds Wolf.

The energy park includes the modern pellet plant, which was commissioned in 2019, along with wind turbines, solar cells and energy storage. Recently, Siemens also presented a major investment in a hydrogen plant at the park that will run entirely on renewable energy.



*The new GELO Timber sawmill is 110 meters long and 40 meters wide (360 x 110 feet) and is located next to the pellet factory at Energiparken (Energy Park) in Wunsiedel, Germany in northeastern Bavaria. Here, GELO Timber has invested approximately EUR 40 million in a new sawmill together with a local partner.*



### Production Efficiency

For GELO, the sawmill investment also affects the company's existing plant in nearby Weissenstadt, as the forest raw material can now be shared more efficiently between the two sawmills.

"We have done a market analysis and seen that we have plenty of raw material, especially in the smaller diameter ranges, and we also have good sales for what we produce," explains Wolf. "Most of the production at our new sawline will be smaller and used for the production of glulam beams."

Production from the new line is estimated at around 175,000 m<sup>3</sup> (109 million board feet) of sawn lumber per year, compared with around 140,000 m<sup>3</sup> (87 million board feet) of sawn lumber at the older plant in Weissenstadt, where the company will now focus production on larger diameter logs.

"With the new sawmill, we will have better opportunities to control production between our units and we can have more efficient processing, both in terms of small and large logs," adds Wolf.

### Assembly and Installation

HewSaw's technicians handled the assembly and installation of the new sawline and HewSaw was also responsible for the project's electrical and hydraulics, along with the scanning and optimization equipment.

"HewSaw's staff have been very professional and we are very satisfied with their work," notes Wolf. "The collaboration between the various suppliers has also worked very well."

In terms of the decision to go with HewSaw for the new line, Wolf says it is actually a long story, at least in the making. "Like HewSaw, we are a family business and I was part of their very first Wood Safari we took part in almost 20 years ago. Since then we have had contact and I have seen how HewSaw has built up its professional know-how and developed its sawing machines, so it is great that we can finally do business together. When it comes to small timber, the choice was obvious to us. HewSaw has the best solution available on the market."

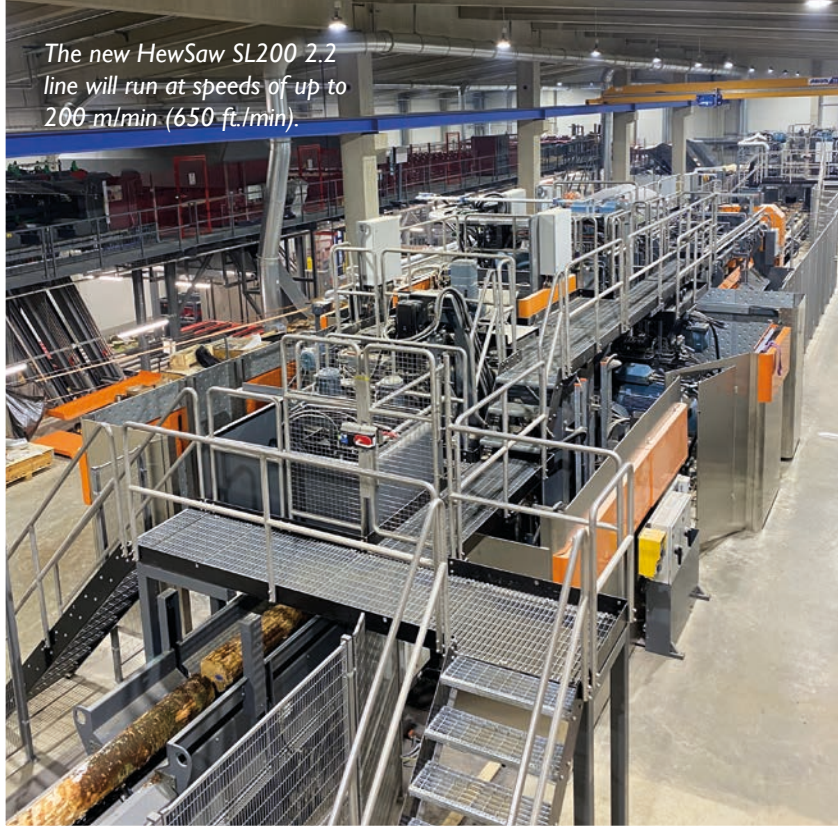
HewSaw's sales manager for the region, **Tuomo Kauppinen**, has worked for many years with Wolf and GELO.

"We have exchanged experiences over the years and I have also watched GELO grow and develop their business and now that they have chosen to invest in a new sawmill, it is very gratifying of course that it is a HewSaw," Tuomo says.

Other major suppliers on the 40 million Euro investment include Holtec, which supplies log sorting and log intake equipment, and Kalfass, which is responsible for lumber sorting. With all of the suppliers working together, the first log passed through the line ahead of schedule.

"We chose to hire the best suppliers in each area and work together with those who are world leaders in each niche," concludes Wolf.

The new HewSaw SL200 2.2 line will run at speeds of up to 200 m/min (650 ft./min).



Wolf-Christian Küspert, CEO of GELO Timber.



The new line at GELO Timber features HewSaw's stainless steel guarding panels.



# Looking Back on Some Major Events

*2020 has been a slow year for events, but in 2019 HewSaw participated in a number of trade fairs and conferences, including two major ones.*

**By Sarah Stotler, HewSaw Machines inc.**

Although there were very few industry events in 2020, HewSaw was busy during 2019 at a number of venues where they showcased new technology to worldwide audiences.

## Ligna 2019

The largest event for HewSaw in 2019 was Ligna in Hannover, Germany, and the company's impressive stand attracted a lot of attention from the over 90,000 visitors who took in the show at the end of May.

For the Ligna fair, which is the wood processing industry's leading trade show, HewSaw showcased one of its latest R200 A.I single pass machines which was designed using the latest 3D-technology and partially built with the company's latest robotic welding tools. These new R200 A.I machines were manufactured with plate frames instead of the tube frames that were used for over 35 years. The benefits of the plate frame machines are big in reducing manufacturing time, but customers also benefit by getting more robust machines. The plate frame structure also

allows for improved service availability for machine parts. The machine also featured the company's new stainless steel guarding. In addition to the R200, a chipper head that was later delivered as part of a new project in the Southeastern USA was on display.

Visitors to the five-day event came from more than 100 countries while 1,500 exhibitors from over 50 countries were on hand to showcase their products at the fair, which consumed almost 1.5 million square feet (132,000 square metres) of net space.

The HewSaw team was well-represented at Ligna, having staff and representatives from all the major market areas around the world, including Europe, North America, South America, Africa and Australasia.

Trade shows provide an important forum for HewSaw to meet customers in an environment different than a sawmill. They offer a more relaxed atmosphere for meetings and networking and provide a great opportunity for students to get to know the companies operating in their industry while discovering future career opportunities.



*HewSaw's booth at Ligna attracted a lot of attention. The new R200 A.I machine with a plate frame was showcased.*





*HewSaw shared a booth with partners EBI, Prologic+, and Bosch Rexroth at FPMEE in Atlanta, Georgia, USA*

"Ligna is by far the largest and busiest trade fair we participate in worldwide," explains **Bill Tice**, HewSaw Capital Sales/Marketing Manager for the company's Canadian subsidiary. "At this year's fair we had the opportunity to talk with existing customers and potential customers from all six continents where we have HewSaws operating. And having our equipment on the floor provided an opportunity for visitors to understand firsthand how our equipment works and to see the quality of our manufacturing."

Ligna is held every other year with the next Ligna trade fair now scheduled to take place from 27.09. - 01.10.2021, also in Hannover.

### **Atlanta, Georgia, USA**

Over 3 days in June 2019, HewSaw once again had a strong presence at the Forest Products Machinery and Equipment Expo (FPMEE) in Atlanta, Georgia, USA. The FPMEE was held at the Georgia World Congress Centre and spanned 2 exhibit halls.

HewSaw welcomed FPMEE attendees to their shared 1,200 sq. ft (111 sq. metres) booth together with long time partners Prologic+, Bosch, and EBI. All 4 suppliers showcased equipment that went on to be installed at DS Smith in Riceboro, GA later in the year.

HewSaw displayed a scanner frame, a portion of a V-flight conveyor, and a Log Positioner 2R, all of which was installed at DS Smith in front of their new HewSaw R250 1.1 V1 (For more on the DS Smith project see page 7).

Prologic+ brought Optimized True Shape Scanner heads, which were installed in the scanner frame for the duration of the show and this equipment was functional during the Expo.

EBI displayed components from the HewSaw's MCC/VFD package. EBI has been a partner of HewSaw in North America for many years, providing motors, controls, and other electrical components.

Bosch Rexroth also joined the HewSaw booth at FPMEE, showcasing a Sytronix Hydraulic Power Unit which delivers high performance power on demand as well as providing energy savings to the customer.

### **Trade Shows Russia and the Baltic Region**

HewSaw participates in several trade shows in Russia and the Baltic Region every year and although there were very few events in 2020, the company took part in a number of events in the region during 2019. The list included Gorod 2019 in Vladivostok, Russia; SibWood Expo 2019 in Bratsk, Russia; Lesprom Ural in Yekaterinburg, Russia; Lisderevmash in Kiev, Ukraine; Woodworking 2019 in Minsk, Belarus; and Woodex 2019 in Moscow, Russia. Minsk, Khabarovsk and Yekaterinburg are part of HewSaw's trade fair agenda every year, while the Moscow trade fair, which is the largest wood products event in Russia, is held every other year.

**Laura Nipuli** and **Alar Kask** are both seasoned trade show hosts. Laura works at HewSaw's main office and factory in Finland as an exports coordinator and is also responsible for the Russian spare parts sales. Alar, who lives in Estonia, is a sales manager for HewSaw and takes care of the sawing machine sales in Russia and several other Baltic countries. Laura and Alar both speak Russian, Estonian, Finnish and English and were on hand to represent HewSaw at all the Russian and Baltic country trade shows HewSaw attended in 2019.

As Russia is the largest country in the world in terms of area and there are extensive distances between cities and towns, it can be challenging for the HewSaw sales staff and customers to get together, so trade fairs are strategically located so that everyone can meet up at one venue. "It is important to go where the customers are and participating in several events around the country gives us that opportunity," explains Laura. "It provides a way for us to meet each other halfway. We can meet up with numerous customers and they can meet up with many suppliers, all in a short period of time."

HewSaw has a long tradition in attending trade shows in Russia, going all the way back to the 1990's. "I have now been working for HewSaw already 17 years, and together with Alar we have participated in Russian trade shows every year ever since," Laura says.

"The first contact with a potential customer is often at a trade show," adds Laura. "Afterwards it's natural to continue the cooperation for example on our wood safaris or at our office and factory in Mäntylä, Finland. We are always glad to have visitors and show them our facilities and technology."





The Safari group in front of the bus that took them through Quebec and the Maritimes.

## Sawmills, Good Food and NHL Hockey Highlighted HewSaw's Eastern Canadian Sawmill Safari

*A contingent of European customers had the opportunity to experience Canadian sawmilling and culture during a one week adventure.*

*By Bill Tice, HewSaw Machines Inc.*

Customers from Finland, Lithuania, Poland and Sweden merged on Eastern Canada and managed to log some significant bus hours and many kilometres on a tour of Canadian sawmills back in 2019. The group of 22 including the HewSaw hosts, was in Canada for one of the always popular HewSaw Wood Safaris. They

started out in Halifax, Nova Scotia, which is a major port city on Canada's East Coast. Following a Sunday night welcome dinner, the group headed out Monday morning to long time HewSaw mill, Ledwidge Lumber just outside of Halifax, which has a HewSaw R200 I.I with a 2R log positioner and a HewSaw R200 A.I with a mechanical prefeeder. Both of Ledwidge's machines produce stud length products and are older models with the I.I having the honour of being the first "Plus" machine to start-up in North America. The HewSaw R200 Plus is the previous name for what is now known as the I.I machine. Owner of the family business, **Doug Ledwidge**, is no stranger to HewSaw safaris and has been to Europe on several safaris, including one to Sweden and Finland in 2018, so he was happy to welcome some European visitors to this side of the Atlantic.

Following the Ledwidge visit, the group travelled just a few kilometres to the neighbouring Elmsdale Lumber Company where they received a warm welcome from one of the mill's family owners, **Mark Wilbur** and several members of his team. Elmsdale Lumber does not have a HewSaw, but it was interesting for the group to see the mill's traditional North American carriage line. The rest of the day was taken up with a comfortable bus ride to Bathurst, New Brunswick which for many provided some well-deserved time to catch up on some sleep and get over their jetlag. The next day with everyone fresh and ready to go again, it was an early stop at the Fornebu Lumber Company in Brunswick



### TRAVEL ROUTE

- |                             |                               |
|-----------------------------|-------------------------------|
| A. Halifax                  | H. Scierie Girard Sawmill     |
| B. Halifax, Ledwidge Lumber | I. Petit Paris Sawmill        |
| C. Halifax, Elmsdale Lumber | J. Les Chantiers Chibougamau  |
| D. Bathurst, Fornebu Lumber | K. Scierie Landrienne sawmill |
| E. JDI St Leonard Sawmill   | L. Val d'Or Sawmill           |
| F. Quebec City              | M. Montreal                   |
| G. Lignarex Sawmill         |                               |

Route for the 2019 Eastern Canada Safari





Photos left to right: Time to sing the national Anthem at the NHL hockey game; the group checks out Scierie Girards' new R2001.1; learning to make traditional Quebecois maple syrup candy.

Mines, New Brunswick. This R200 A.I machine was installed with a mechanical prefeeder in 2010 and then updated a few years ago with a 2R log positioner. This high volume mill was originally built in 1974 and then in 2009 it was purchased by a Norwegian group. The mill produces stud length lumber primarily for the Canadian market.

Next on the agenda was the JD Irving mill in St. Leonard, New Brunswick where the group was treated to a look at two HewSaws – both single pass R200 machines with rotary log positioners. This high volume mill produces almost 400,000 M<sup>3</sup> (250 Million Board Feet) annually.

The rest of Day 3 was spent on the bus with a 350 kilometre journey that took the group across the border to the predominantly French speaking Province of Quebec and their final destination for the day - the beautiful and historic Quebec City which was founded in 1608 and is Canada's second oldest city. Accommodations within the old town section of the city were at the stately Le Château Frontenac with scenic views over the famous St. Lawrence Seaway, which is the route many HewSaw's destined for Canada take when coming into the country.

Over the next two days, the group visited four more sawmills, all with single pass R200 HewSaw machines. The newest line seen on the Safari was an R200 1.1 with a HewSaw 2R log positioner at Scierie Girard in Shipshaw, Quebec. This line was commissioned in 2017 and runs at speeds up to 210 metres per minute (almost 700 fpm). Other Quebec sawmills visited on the trip were

Groupe Lignarex in La Baie, Les Chantiers de Chibougamau in Chibougamau, and Scierie Landrienne, in Landrienne.

In addition to visiting the sawmills, the Safari group also had the opportunity to sample some French Canadian culture, including a visit to a traditional sugar shack where they produce some famous Quebec Maple Syrup and several local restaurants where everyone had the chance to try some local cuisine, including Poutine, which Quebec is well known for worldwide. In addition to some very good food, the group also made a visit to a Quebec forest where they took in a logging show put on by some local loggers and the Canadian representatives of the Finnish equipment manufacturer, Ponsse, and they took a look at the Canadian Malartic Gold Mine, which is one of Canada's largest gold mines.

Next on the agenda was a one hour regional flight to Montreal, Canada's second largest city where the group had a free day to explore followed by an evening NHL hockey game between the local Montreal Canadians and their long-time rival, the Toronto Maple Leafs. The Safari group took in the game from the comfort of a private box and watched the home-town Canadians come from behind in a highly entertaining game to beat the Maple Leafs 6-5 in a penalty shootout!

The hockey game was a great finale to a top-notch week full of sawmills, good food, local culture and a few other interesting stops.

**We look forward to seeing our customers on future Safaris and we hope to all travel again soon!**

## HewSaw Sweden's Mini Safari to Finland

HewSaw Sweden also held a Mini Safari in 2019 when for a few days in September they visited Finland with 15 participants. One very popular stop for the Swedes was HewSaw's state-of-the-art workshop in Mäntyharju in Finland's beautiful Lake District, where the company's head office is also located. While touring the factory, which was their first stop on the tour, the guests had a chance to see HewSaw's new robots in the welding and tool making shops, new CNC machines and the new painting shop. Once the factory visit was completed, the tour focused on large sawlines with the group visiting Versowood in Hankasalmi to see a HewSaw SL250 3.3 line; MetsäFibre's Vilppula Sawmill, which features an SL250 3.4 line; and JPJ Wood, a family run operation with an SL250 2.2 line.

**Claes Backlund** and **Magnus Karlsson** from HewSaw Sweden and HewSaw's Finland-based Vice President **Tuomas Halttunen**, hosted the trip.

**Jacob Nordgren**, production technician, at the Setra Group, Hasselfors was one of the Swedish guests on the tour. "It was very interesting to see HewSaw's workshop and get an understanding of their philosophy around quality and workmanship when building the sawing machines," explains Jacob. "And of course, it was also interesting for us to see how other companies, from small privately owned sawmills to very large organizations, benefit from using HewSaw's machines and technology. Taking part in this tour certainly gave us inspiration for our future projects."



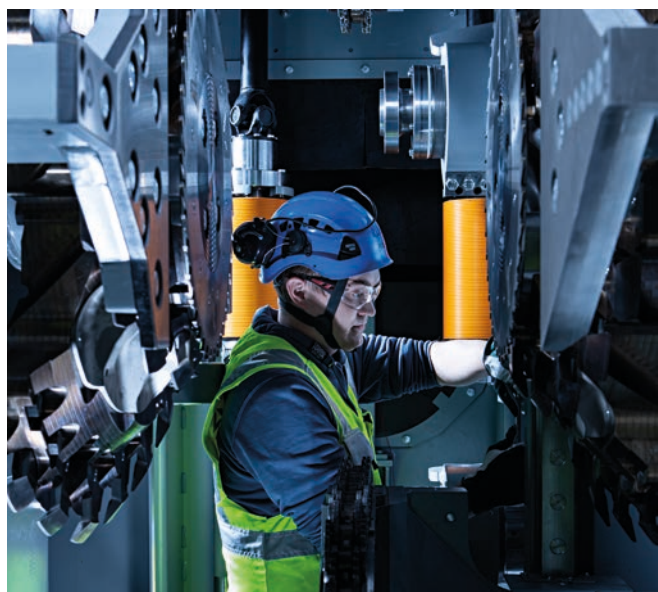
# Do You Have What It Takes to be a HewSaw Tech?

By Sarah Stotler, HewSaw Machine Inc.

*Working as a HewSaw technician requires a special type of person who can live out of a suitcase for weeks at a time. We asked four of our technicians from around the globe to tell us what it takes to do the job.*

"Detail, quality, travel, new, challenging, rewarding." When asked to describe their jobs in just a few words, these are some of the answers our technicians gave.

HewSaw technicians are an important link between HewSaw and the customer. Technicians work directly with customers on a daily basis on things such as routine maintenance, trouble shooting, machine upgrades to increase production, and new installations. Time is split between the office and travelling to sawmills for service calls and new project deliveries.



*HewSaw technicians work on various after sales activities, including machine upgrades, maintenance, repairs and new installations.*

According to **Cameron McCreight**, a Technical Advisor at HewSaw's Canadian subsidiary, "A tech needs to have OCD tendencies. When you work for an OEM, customers expect above and beyond work quality, extensive knowledge of the equipment, and the ability to pay critical attention to detail. Technicians need to be well versed and respectful when dealing with customers and mill staff. A technician also needs to be humble because no one can know it all. If you don't have the answer, it is best to admit you don't know something, get the answer and take that as an opportunity to become more educated."

The other technicians echoed this sentiment with **Leo Ukkonen**, a technical expert from the factory in Finland noting, "You don't need all the qualities as we work as a team, but the most important thing is having the will and desire to learn new things."

According to Leo the biggest challenge for him is time management. "It can be hard to keep up with learning new skills and finding a good balance between the office, home, and travel time," he says. Like the other technicians, Leo has been on the road up to 180 days a year, although since starting his family, he is trying to keep his road time to 50-60 days annually.

As the service calls can be anywhere in the world, and often on short notice, technicians should have a passion for travelling. "It's important to know English and other language skills are an asset," says **Magnus Lundgren**, a Service and Project Manager in Sweden. For Cameron, he says, "The biggest challenge is problem solving in the field, but I love it. There's a crunch time effect of being there and the mill is looking to you for the solution to help with processing."

**Bryan Strauss** is newer to the company and also works at the Canadian subsidiary in Abbotsford (near Vancouver), BC. He notes that his biggest challenge is trying to learn all of the information about HewSaw products fast enough to use this information in the field. This isn't just a challenge for new technicians though and Magnus explains that the job requires constant updating of your skills. "For example, our Swedish group of techs could go more often to the factory in Finland for training. The development of sawline technology is so fast you need to be prepared to learn new things all the time."

Leo says the best thing about working for HewSaw is that he can challenge himself as much as he wants. "There are new things to learn every day so it never gets boring," he says.

HewSaw often offers continuing education opportunities to their employees and Bryan explains that his favourite thing about working for HewSaw is that he has an opportunity to take on more responsibility to provide direct support to customers and grow into a more valuable member of the team. "There are many opportunities to learn new skills and to apply skills I have not been able to make use of elsewhere," he explains.

For Cameron, it's that there is a strong sense of respect and an importance is placed on family. "The company looks after and supports their employees and encourages family time when we are home," he notes.

If you are interested in becoming a HewSaw technician, Cameron advises that you require a great deal of patience. "It takes time to learn and understand the sawing process, the machine sequencing, and function. Be sure to travel as it's the best way to get knowledge in the field and gain experience."

Bryan adds that it is important "To be very observant as that will help you learn the fastest. "Ask a lot of questions and don't be afraid to ask the wrong questions," he says. "Also, share any ideas you have as the team is very open."

Leo explains, "It is important to respect others, keep your ears and eyes open to learn new things but also challenge the old and remember that the individual efforts really matter and are noticed, but it is most important to work as part of a team."

If you are interested in finding out about open positions for technicians in our offices around the globe, please contact the local subsidiary in your area or check out our website at

**[www.hewsaw.com](http://www.hewsaw.com)**.



## Meet our technicians who were featured in this article:

### Cameron McCreight



*Cameron McCreight hard at work in the shop at HewSaw's Abbotsford, BC, location.*

Cameron McCreight is a Technical Advisor at the Abbotsford, BC office. He worked for HewSaw from 2013-2019 and recently returned in September 2020 after 18 months off. Cam has been working around industrial parks and sawmill equipment since he was 14 years old. After high school he attended the British Columbia Institute of Technology (BCIT) for Mechanical Engineering before moving on to work on his machinist apprenticeship. He was a machinist for 8 years before starting at HewSaw. In 2013 he started his millwright apprenticeship and is now a dual ticketed journeyman with Red Seals as both a Machinist and Millwright. His favourite work trip was his first time to the factory in Finland that ended with 2 weeks in Estonia to help with an installation. "It was an awesome experience to see other countries and work in the factory," he explains. Outside of work Cameron enjoys spending time with his wife Carolyn and their daughter Stella, making fine wooden duck calls, snow boarding and mountain biking.

### Bryan Strauss



*Bryan Strauss pictured above with his wife Harmony. Bryan enjoys flying lessons in his free time.*

Bryan Strauss is a Technical Advisor at the Abbotsford, BC office and started at the company in 2019. He worked in Power Generation and HVAC installation and repair for 3 years, and then was a Heavy-Duty Mechanic for 3 years. His favourite work trip has been going to Belarus to help with the installation of a new saw line outside of Navapolatsk. Outside of work he likes to spend time with his wife Harmony and their sons Theodore and Charlie. He also plays sports, takes flying lessons, designs and repairs electronics and enjoys software design and programming.

### Leo Ukkonen

Leo Ukkonen started at HewSaw's head office in Mantyhärju, Finland in 2006 and is a Technical Expert. He attended vocational school to be a car painter then was a car mechanic for 6 months before doing a year of military service. After starting at HewSaw, he worked his way up from a position as a tire re-treader to an Assembly Installer. He then spent 5 years as a Service Technician, 4 years as an Installation Supervisor and has been in his current role as a Technical Expert since the end of 2019. His favourite work trip was the Woodgrain project in Idaho, USA. His kids, Aku and Miko were not in school yet, so he was able to have them and his wife, Maiju join him for his long-term assignment in Idaho. "It was great because I got to be 'home' almost every night without travelling back and forth between the USA and Finland." When Leo is not working he enjoys construction and renovation work and spends almost all his spare time in the summers on these things, plus of course with his kids. He jokes that in the winter he spends his free time preparing for summer. He also enjoys vacations with his family to somewhere warm like Greece, Croatia, or Spain to do nothing except relax.



*Leo Ukkonen and his wife Maiju had the opportunity to explore with their 2 children while Leo was based in the US.. Here they are pictured at Yellowstone National Park.*

### Magnus Lundgren

Magnus Lundgren first started at HewSaw Sweden in 2001 and worked as a Technician until 2006, when he started his family. In 2012 he returned to HewSaw Sweden and has been with the company for a total of 12 years. His current role is Service and Project Manager. Magnus is an electrician by training and prior to HewSaw he worked at a cogeneration plant, as a technician for an electronics company that manufactures circuit boards and as a travelling assembler for sawmill carriers. Magnus says his most memorable project was an installation in Denmark where the team worked on a HewSaw SL200 as it was one of his first HewSaw projects.



*Magnus Lundgren enjoys spending time in the great outdoors when he's not working.*

When Magnus is not at the office or on the road he likes to work on motors; he snow mobiles in the winter and rides his motorcycle and jet ski in the summer. He also knows his way around the forests and is an enthusiastic hunter, especially for moose and wild boars.



# Meet a Few Members of Your Parts Team

*With HewSaw customers now in well over 30 countries on six continents, it is critical to have a parts system in place that can serve these customers in a timely manner and keep them up and running. Let us introduce you to three members of our global team.*

**By Sarah Stotler, HewSaw Machines Inc.**

HewSaw has a vast network of warehouses serving customers around the world, including facilities in Finland, Sweden, the Netherlands, Canada (two locations - one in Abbotsford, British Columbia and one Levis, Quebec), USA, Russia, Australia, and South Africa. Additionally, there are representatives with parts availability in, France, Argentina, Chile, Uruguay, Poland, Romania, and Russia.

Each HewSaw warehouse is stocked with parts based on their local customers' needs, including the machine type in their region, the normal consumption of wearable and consumable parts for these machines, and service reports completed by HewSaw technicians when they are on-site for service calls.

HewSaw's staff regularly analyze stock consumption to ensure that the spare parts inventory is adequate to support customer needs, and in the event that a required part is not in stock, HewSaw staff will order it from the factory in Finland or obtain it from another HewSaw warehouse. If coming from overseas, the part can be shipped either by ocean or air depending on the customer's timeline.

"The after sales team in Finland is very prompt in getting the parts out ASAP when needed," explains **Peter Hainz**, Operations Manager at HewSaw Pty Ltd in Australia. "During service visits we do a condition report on the HewSaw and pre-plan the parts we need. If they are not in our warehouse we order what we need and if possible, we ship via ocean freight as this is the least expensive way to ship the parts and this saves the customer money."

In a typical order, the customer will send a purchase order for their spare parts. If there are questions about what to order they can be advised by our spare parts sales team or a technician. The HewSaw team will then reply with an order confirmation that includes pricing, stocking levels, and lead times if the part is not in stock. In stock parts are usually picked from the warehouse,

packed up and shipped either the same day or the next day.

There can of course be challenges, but the HewSaw team goes above and beyond with customer service. **Brandon Yost**, Inside sales and Shipper / Receiver at the Abbotsford, BC, Canada warehouse explains, "Most of the time the shipping and logistics side of things go very smoothly, but sometimes there are variables that you cannot control such as weather delays, mechanical breakdowns and customs delays. This can be challenging if we are trying to meet a deadline with a customer. There are even times if it is a Friday afternoon and the couriers and trucking companies are shut down for the weekend and flying the parts isn't an option, where we drive the part to the mill or meet the customer half way to ensure they get up and running ASAP and don't lose valuable production time."

The HewSaw offices around the world often collaborate in order to best serve their customers. Brandon explains that he works closely with **Régis Gamache**, the Inside Sales and Shipper/Receiver at the Levis, Quebec warehouse. The two of them support each other in shipping parts to Canadian and Western USA customers and if one of the warehouses is out of stock a part can be transferred between locations. Brandon and Régis both often collaborate with the team at HewSaw US Inc, located in Savannah, Georgia, USA as well. This also works with international warehouses sharing parts if needed.

The parts sales team all note there is a lot of support from the factory in Finland and all parts staff worldwide are kept up to date on new parts and upgrades. This keeps the staff knowledgeable about what's new and helps the parts team in keeping customers informed and their machines running in top condition. "The bottom line is that we all work together to find the best solution in supporting our customers," adds Brandon.



## **Brandon – Inside Sales and Shipping / Receiving – Abbotsford, BC, Canada**

Brandon has worked for HewSaw since October 2014. In addition to parts sales and shipping / receiving, he is also responsible for the purchasing for capital projects and parts inventory for Canada. Outside of work he likes to spend time with his family; his wife Christy and three boys. Brandon also has a love of sports, he plays softball with his church's team, golfs and is an avid hockey and football fan.



## **Régis – Inside Sales and Shipping / Receiving – Levis, Quebec, Canada**

Régis has been working for HewSaw since February 2015. In his free time Régis enjoys spending time with his wife, Christine and his 6 sons. He can often be found on the ice, playing hockey or on the bike path cycling. He also enjoys reading and working on his house. Régis looks forward to holidays with his family every summer. They usually rent a chalet by a lake or the sea.



## **Peter - Operations Manager Australia & New Zealand**

Peter works alongside his wife Katrina at the Australian office. They have been with the company for over 6 years. When Peter is not busy working, he enjoys fishing, hunting, camping & watching Australian Football League (AFL). AFL Football is played during the winter months and Peter and Katrina's son plays, so they attend every game. Peter and Katrina recently became grandparents as their daughter had her first baby and they love to spend time with their family and new grandson.



# HewSaw Africa Celebrates Their 10th Anniversary

By Sarah Stotler, HewSaw Machines Inc.

January 1, 2021 marks a decade from when HewSaw opened their African subsidiary, so we say “*Veels geluk HewSaw Afrika met jou 10 de verjaardag!*” which is Afrikaans for “Congratulations HewSaw Africa on 10 years!”



Andre in front of HewSaw Africa (pty) Ltd.

The city of Mbombela, South Africa has been home to HewSaw Africa (Pty) Ltd. for the last 10 years. It is a fast paced, modern and growing city, surrounded by a beautiful, lush landscape compliments of the region's sub tropical climate. This makes it perfect for forestry and agriculture. Common crops in addition to pine trees, include orange, mango, litchi, avocado and sugarcane. Mbombela is approximately 60 km (38 miles) from Kruger National Park, which is a popular tourist destination. The national park was established in 1898 and covers approximately 2 million hectares (5 million acres) and is home to an incredibly large population of the big five animal species (lion, leopard, rhino, elephant and buffalo). Mbombela is an outdoor lover's paradise with many outdoor retreats in the surrounding area and many locals are passionate about hiking and mountain biking and trails are abundant and easily accessible. HewSaw Africa even sponsors a mountain biking team in the local area.

The HewSaw Africa subsidiary is led by **André Odendaal**, who prior to working for HewSaw was maintenance and project manager for Peak Timbers in Swaziland during their HewSaw installation. Through the duration of the project he got to know the HewSaw team and equipment before joining HewSaw to establish the African subsidiary in 2010.

Today, André is responsible for all that is necessary to run HewSaw Africa. Technical, accounting, spare parts, cleaning, administration, etc. He explains, “On an average day I run around advising clients, fixing sawmills in person and over the phone, delivering and shipping spare parts and providing a lot of customer service. A great deal of time is spent on the import and export of spare parts and when I am very lucky, I give input on new projects and installations.”

André also helps out with service in other markets and when he is travelling abroad, **Reinette Jansen van Rensburg** covers for him at the office. She has been with the company for the past 5 years and keeps things moving while he is away. André says it is great to have Reinette at the office and says he is happy to have a women's organizational skills to help him out and is the first to jokingly admit, “I have a vast network of people that help me make HewSaw Africa a success, and all of them are women.”

Currently there are five HewSaws operating in Africa. Three are located in South Africa while the other two are in Zambia and Tanzania. The HewSaw customers mostly process pine and all five produce construction grade timber.

André and his wife of 24 years, Liza, have 2 biological sons ages 19 and 17 and 2 adopted daughters ages 19 and 7. When André is not working, they love spending time together as a family at the beach and André also enjoys pottery, wood working projects, making furniture from recycled items and says he is “always busy restoring the house.”

When asked about South African culture and how it affects the sawmill business André replies, “South Africa has a vastly diverse culture, and the sawmilling community has its own unique culture. They are obsessed with recovery and passionate about production. Money is generally scarce and the guys at the mills are always coming up with ingenious ways to make things work, which we call in South Africa: ‘n Boer maak 'n plan... which roughly translated means “a farmer makes a plan to do the job!” André adds, “I am always mindful to make spares accessible to assist my customers in achieving their end goal in the best and most economical way.” Although the South African culture is quite different from Finland, there is one thing they can both agree on - Barbeque! Or “Braai” as it's known in South Africa. André says, “Braai is incredibly popular in South Africa, but we love to grill huge steaks instead of the sausages and fish that are popular with the Finns.”

One thing is for sure, BBQ or Braai will play a role in HewSaw Africa's 10th anniversary celebrations!

*Veels geluk HewSaw Afrika met jou 10 de verjaardag!*



Andre and his family.



# HewSaw Worldwide

## LATEST HEWSAW PROJECTS AND DELIVERIES

**ACME Pallet Inc.**  
Holland, Michigan, USA  
HewSaw LogIn

**OOO DOK**  
Syktyvkar, Russia  
HewSaw R200 A.1

**BestWood Schneider GmbH**  
Messkirch, Germany  
HewSaw R200 1.1 V4

**Fort St. James Forest Products**  
Fort St James, BC, Canada  
HewSaw SL200 3.3

**ULK Group Karpogory**  
Karpogory, Russia  
HewSaw SL250 4.5 dx  
+ HewSaw SL200 2.2

**Metsä Fibre Oy**  
Rauma, Finland  
HewSaw SL250 dx

**OOO BelozerskLes**  
Belozersk, Russia  
HewSaw R200 A.1

**TPD Jacek Frankowski**  
Włoszakowice, Poland  
HewSaw R200 A.1

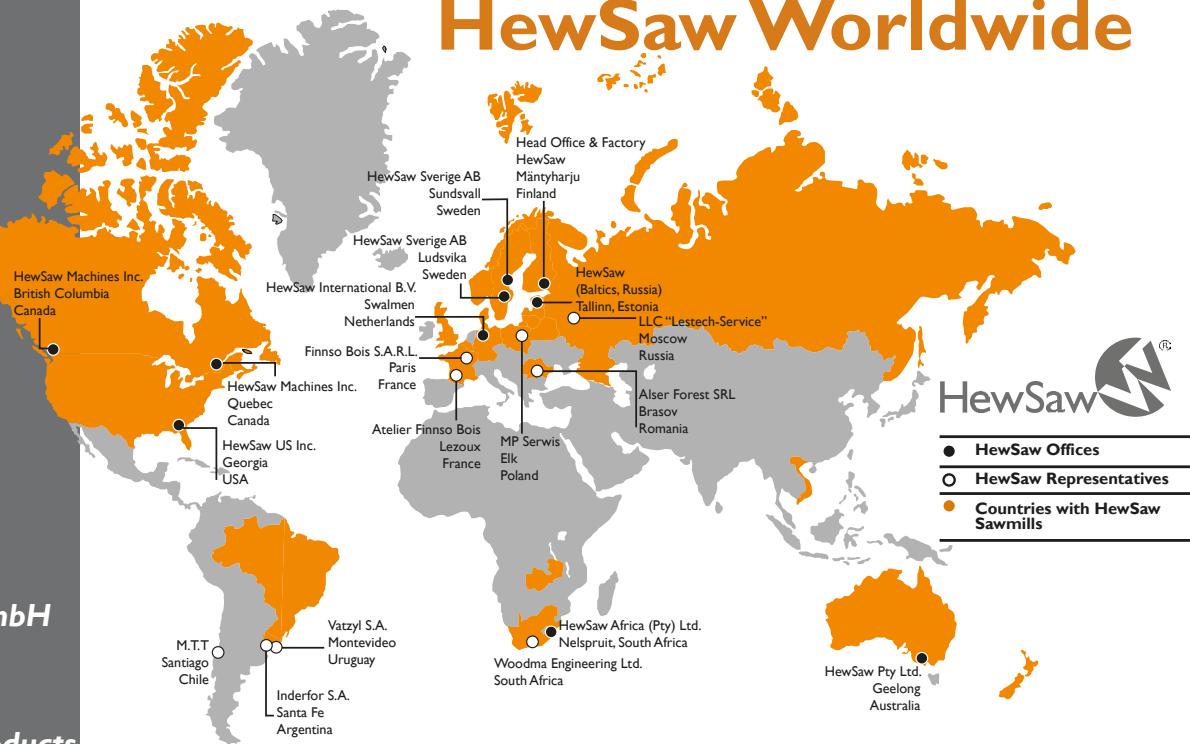
**Setra Group AB Nyby**  
Nyby, Sweden  
HewSaw SL250 Ripsaw

**Gelo Timber GmbH**  
Wunsiedel, Germany  
HewSaw SL200 2.2

**AB Hilmer Andersson**  
Åmotfors, Sweden  
HewSaw SL250 Ripsaw

**OOO KimaBel**  
Polatsk, Belarus  
HewSaw SL250 2.2

**DS Smith**  
Riceboro, Georgia, USA  
HewSaw R250 1.1 VI



## HewSaw Offices

### FINLAND

Veisto Oy - Head Office & Factory  
Mäntyharju, Finland  
Tel. +358 20 773 8 773  
Email: sales@veisto.com

Veisto Oy  
Helsinki, Finland  
Tel. +358 40 741 3184  
Email: tuomo.kauppinen@veisto.com

### RUSSIA AND BALTICS

Veisto Oy  
Tel. +372 511 3109  
Email: alar.kask@veisto.com

### SWEDEN

HewSaw Sverige AB  
Sundsvall & Ludvika, Sweden  
Tel. +46 24012880  
Email: info@hewsaw.com

### NETHERLANDS

HewSaw International B.V.  
Swalmen, Netherlands  
Tel. +358 40 736 1807  
Email: mauri.nikkinen@veisto.com

### CANADA

HewSaw Machines Inc  
Abbotsford, BC & Levis, QC, Canada  
Tel. +1 604 852 7293  
Email: info@hewsaw.com

### USA

HewSaw US Inc.  
Garden City, GA, USA  
Tel. +1 912 436 6897  
Email: bruce.delicaet@hewsaw.com

### AUSTRALIA

HewSaw Pty Ltd.  
South Geelong, Australia  
Tel. +61 419 345 037  
Email: peter.haintz@hewsaw.com

### SOUTH AFRICA

HewSaw Africa (Pty) Ltd.  
Nelspruit, South Africa  
Tel. +27 0 13 754 6671  
Email: andre.odendaal@hewsaw.com

## HewSaw Representatives

### ARGENTINA

Indefor S.A.  
Santa Fé, Argentina  
Dario Rodriguez  
Tel. +54 (0)341 679 2566  
Email: dario@inderfor.com

### CHILE

M.T.T. Chile  
Santiago, Chile  
Emmerich Kohle  
Tel. +43 664 2711 699  
Email: ekohle@veisto.com

### FRANCE

Finnso Bois S.A.R.L.  
Paris, France  
Christian Lallia  
Tel. +33 1 45 27 73 40  
Email: christian.lallia@finnsobois.com

Atelier Finnso Bois  
Lezoux, France  
Tel. +33 (0)4 73 73 83 05  
Email: vincent.plante@finnsobois.com

### POLAND

MP-SERWIS  
Elk, Poland  
Marek Piskorski  
Tel. +48 502 409 463  
Email: mpi@elknet.pl

### ROMANIA

Alser Forest SRL  
Săcele, Romania  
Albert Serban  
Tel. +4 0744 995 450  
Email: albert@utilajedepadure.ro

### SOUTH AFRICA

Woodma Engineering Ltd.  
Veijo Mäki-Hoimela  
Tel. +358 400 210 343  
Email: veijo.maki-hoimela@woodma.fi

### URUGUAY

Vatzyl S.A.  
Zonamerica -Montevideo, Uruguay  
Dario Rodriguez  
Tel. + 598 2518 2555  
Email: yanina@vatzyl.com

### RUSSIA

LLC Lestech-Service  
Moscow, Russia  
Svetlana Averyanova  
Tel. +7 (495) 780 92 06  
Email: lt-s@mail.ru

[www.hewsaw.com](http://www.hewsaw.com)