



HewSaw[®] magazine 2023

Choose the Original - HewSaw Grey

Time to Travel

On the Road

with a HewSaw Sales Rep

**New European
Office and
Warehouse
- HewSaw
International
B.V.**

**New
Projects for
HewSaw
Around the
Globe**



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HewSaw is a family owned company which employs almost 300 people. Its main products include high production HewSaw saw machines and sawlines. Exports account for 80% of the company's business.

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CHIEF EDITOR Bill Tice
MAJOR CONTRIBUTORS Lotta Jeskanen, Sarah Stotler
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LAYOUT Sarah Stotler
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Editorial

What Does it Mean to be a Global Market Leader?

In business and marketing, the term “market leader” is often thrown around indiscriminately. But what does it really mean? Quite often there is very little evidence behind these bold statements as companies and marketers pick and choose what areas of their business they want to promote. For example, markets can be divided in many different ways: geographically (countries or regions); by raw material (small log sawmills/ large log sawmills/species); by company size (public listed/private companies); by production volume; etc.



HewSaw has been very strong in many markets for a number of years and we don't take these market statements lightly. In our home market of Finland, Sweden and the Baltics we have been an absolute market leader for years in many measures or categories. We are also selling our products to multiple market areas outside of our home market, and we are now present on six continents and in almost 40 countries, making us the true global market leader in this category.

And when it comes to small log sawing, globally we are the number one option and have been for many years, hence our long-term marketing slogan of “The Small Log Specialists”. We are proud of our heritage and track record in this category. Even in large logs, we have done a great job. We only introduced our first large log lines in the early 1990s and our products are already market leaders in most market areas. Some of the fastest speeds and highest production numbers globally are attributed to our technology. Not bad for a product that is only one generation old.

At HewSaw, we have strong history of working with family-owned companies. We have often won the trust of owners because of our proven strength in project management, flexibility and perseverance. These same values are nowadays understood in the corporate world. It may come as a surprise to many people that today, HewSaw is often the choice for some of the largest companies as well. In fact, 18 out of the world's 20 largest sawmilling companies trust HewSaw technology and have

at least one HewSaw in their arsenal. Again, this is the highest number of any primary breakdown manufacturer worldwide.

When it comes to global softwood production, out of 350 million cubes our machines produce over 30 million cubes or 8.7% of global softwood production. In this area, we concede we are not the market leader, yet, but we are working on it! We are still at a good number and we feel there is a huge potential for us in the future. Based on our most recent sales, we already know that by end of 2025 our share will be closer to ten percent! In growth we are dominant.

Although we can show fantastic numbers and statistics in many areas, what actually matters to us is our main driver: Customers' profitability. This is extremely difficult to compare in different markets, but what tells us we are successful in this area is the amount of repeat business we experience worldwide. No matter how you look at the numbers, customer profitability results in repeat business and this is an area where we know we are the best. And once the decision to go HewSaw has been made, it's very likely that the next saw line for that customer will be also be a HewSaw!

Tuomas Halttunen
Vice President, HewSaw

Spring 2023

By Lotta Jeskanen



A Little HewSaw History

HewSaw and its parent company Veisto Oy, have been in business for about six decades. 30 years ago, a local newspaper reported on the company's introduction of the "new" R200 and R250 machines, complete with edging. The original newspaper report was in Finnish, but here is the translated article:

Veisto-Rakenne Rautio Oy has developed a sawing machine for large log handling. Until now they have manufactured sawing machines for smaller logs for Finnish sawmills and for export, but these new machines produce edged boards from logs up to a half meter in diameter. These new models are called the R250 and R260.* Capacity and technology is improved from the R200 model, which was the breakthrough in the export

market for the Rautio brothers ten years earlier. The R250 has the capability to produce 60,000m³ (36 million BF) annually of sawn goods and R260 can produce 100,000m³ (60 million BF). "We have applied the newest measuring and servo technology into the sawing machines. The mechanics of the machines were developed to be simple and reliable. Many of the solutions have been patented," says design engineer Kai Rautio when discussing the newest features of the R250 and R260.

Since this article was published, the HewSaw R200 and R250 machines have gone on to be a top seller for HewSaw and hundreds of these machines have been delivered worldwide.

**The R260 is no longer produced.*



New Construction Projects at the HewSaw Factory Utilize CLT

Cross Laminated Timber (CLT), has been utilized as the main building material in recent construction projects at the HewSaw factory site. One of the projects was a major upgrade to the employee cafeteria. Following the renovation, the cafeteria features a refreshing new look, is much brighter, and includes more space for the dining area. New features like larger serving counters and practical dish returns were adopted into the design. Cafeteria workers and other employees have offered positive feedback on the renovation, so we could say that the improvements were successful and our employees have put an "Approved" stamp on the project.

Another, even bigger CLT construction project on the HewSaw factory site was completed in fall 2021 when a whole new building was constructed. It includes employee facilities and office space for the Production Department. You can read more about the project on page 13.



New Machinery in the Workshop

As part of 'The Sawing Machine Plant 2025' investment project, implementation of two new machining centers has been completed. Both centers, an MCT800 and an MCX900 were delivered by German manufacturer BURKHARDT+WEBER, who is the main supplier of machining centers to the HewSaw workshop. The MCT series is designed specifically for multitasking, so it can be used for milling, drilling and turning. HewSaw is the only company in Finland to use the MCT centers.

Co-operation with BURKHARDT + WEBER continued during the summer 2022 with two MCC800 machining centers being commissioned. You can read more about the BW equipment at HewSaw on pages 16-17.

The BW's are not the only new machinery investments at the HewSaw workshop. The list of new equipment is long and includes two new turning and milling machines. The first one was installed at the end of 2021 and second was delivered in spring 2022. The machines are identical DMG Mori CTX Gamma 3000 TC models, and feature a counter spindle for 6-sided complete machining.



Are you our next HewSaw Employee?

HewSaw completed many projects in 2021 and 2022, and the order book is already almost full for the next two years. Machinery investments and increased business have resulted in a need for new employees and recruitment is ongoing at our Mäntyharju factory and at our subsidiaries for field mechanics. If your skills include: lathe turning, CNC-machining, welding, or other mechanical capabilities, don't hesitate to contact us. HewSaw collaborates with a number of technical schools and universities and many employees have come to us on an apprenticeship contract. There are also plenty of opportunities for traveling technicians, as approximately two thirds of HewSaw projects are international and we need our specialists on the construction site during installation, and down the road for maintenance work. For more information on careers at HewSaw go to www.hewsaw.com.



Two Long Term HewSaw Employees Retire

Two long-term employees of HewSaw retired in 2022. One of them was HewSaw's Sales Manager, Alar Kask. Alar was responsible for sales in Russia and the Baltic regions for over 22 years. He was a familiar face at many Eastern European and Russian trade shows, such as Lisderevmash and Woodex.

Alar says that over the years he witnessed HewSaw evolving as a company. He is glad that he was able to be part of this development as it made his work even more interesting. He wants to thank all his colleagues and customers throughout the years for their cooperation!

HewSaw's long-term Technical Director Raimo Karjalainen, has also retired. Raimo worked at the company almost 30 years and led the Product Development and Design department. "Decades have gone fast with fulfilling work assignments, but now it's my turn to step aside and leave the field to younger people," says Raimo. HewSaw's former After Sales Manager, Marko Järvinen, has moved into Raimo's position as Technical Director.

Enjoy your retirement Alar and Raimo!

New Projects for HewSaw Around the Globe

Recent market conditions for wood products have many producers looking to upgrade their equipment and facilities with new technology and primary processing gear.

By Bill Tice, HewSaw Machines Inc.

The past couple of years have been one of the busiest times ever experienced by HewSaw with many new projects being delivered from now through 2025.

"The current demand for our equipment is unprecedented," says HewSaw Vice President, Tuomas Halttunen. "We are currently running at full speed at our factory in Finland. Fortunately, we have invested heavily in our factory over the past few years with new and modern equipment, including robotics and we have been able to hire a number of new staff members, which is helping us to keep up with the demand."

Metsä Fibre Rauma in Finland

One of the largest projects currently on the HewSaw books is the new Metsä Fibre sawmill at Rauma on the west coast of Finland. Construction on the 260 million euro sawmill, which Metsä Fibre says is the "world's most modern sawmill" started back in May 2020.



Photo courtesy of Metsä Fibre.

The building construction has been completed, the equipment and machinery installations finished and crews worked through the start-up and commissioning of the mill in Winter of 2022. It is now fully operational. The primary breakdown at the mill is handled by a HewSaw SL250 5.5 dx line with scanning and optimization from Canada-based Prologic+ and Finland-based Finnos.

The new Rauma sawmill will produce around 750,000 cubic metres (450 million BF) of pine sawn timber

annually. The annual consumption of logs sourced in Finland is estimated to be around 1.5 million cubic metres. Finished lumber products produced at the sawmill will be sold mainly in Europe and Asia.



*The line was put in place in 2022.
Photo courtesy of Metsä Fibre.*

Versowood Vierumäki

Finnish wood products producer Versowood will increase its Vierumäki sawmill's annual production from the current 475,000 cubic metre (285 million BF) level to more than 600,000 cubic metres (360 million BF). The company will upgrade an older non-HewSaw large line at the Vierumäki mill with a number of HewSaw components, including a cant turner, cant measuring conveyor, two-sided chipper, infeed conveyor and an SL250 rip saw with edging followed by an EK3 board separator. This upgrade was completed in the end of 2022.



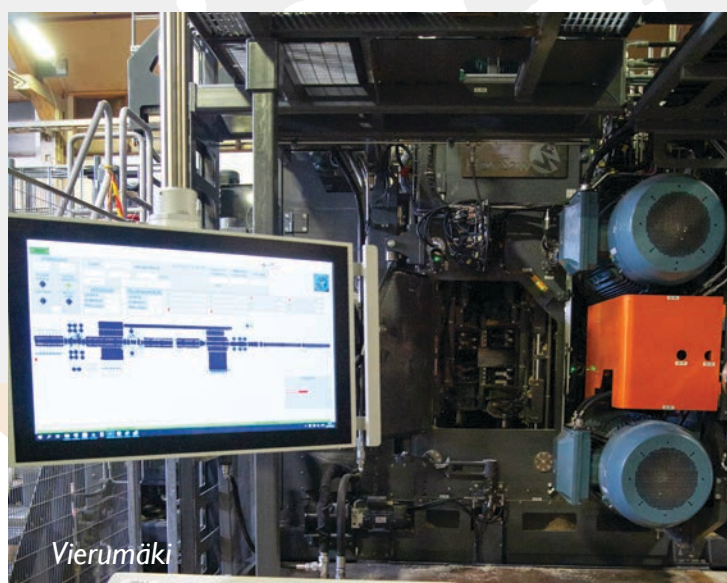
Vierumäki

The mill also built a new green sorting line from Finland-based Jartek Oy during the spring of 2022. This investment will significantly improve the cost efficiency and productivity of the line and unit. The total value of the investments will reach about 15 million Euros. Once the new equipment is up and running, the annual sawmill production company wide for Versowood will increase to more than 1.5 million cubic metres (900 million BF). Versowood is Finland's largest private sawn timber producer and processor.

An existing HewSaw at Vierumäki, a HewSaw SL250 2.2 line installed in 2007, will continue to operate at the mill. Versowood also has HewSaw lines at their Otava sawmill and Hankasalmi mill in central Finland.



Vierumäki



Vierumäki

Setra Skinnskatteberg in Sweden

Across the Baltic Sea in Sweden, the Setra Group has announced a major investment at its Skinnskatteberg sawmill, which is located about a two-hour drive northwest of Stockholm. Setra Group has seven sawmills in Sweden.

The company's Skinnskatteberg sawmill originally started in 1911 and currently produces around 230,000 cubic meters (138 million BF) of sawn wood products per year, most of which is delivered to customers in the domestic Swedish market, Japan, and the Middle East/North Africa.

The investment will result in “good conditions for creating efficient flows in the business while also creating an excellent work environment for our staff.” - Mikael Romlin, Setra Skinnskatteberg

The new HewSaw sawing machine, an R200 I.I., will be used for small diameter logs and will provide major efficiency improvements and increased resource utilization. The new HewSaw sawing machine along with improvements in other parts of the mill will amount to an investment of approximately SEK 170 million (17 million Euro). The HewSaw R200.I.I VI will be delivered in October 2023.

According to Setra's CEO, Katarina Levin, the new investment enables the mill to have highly efficient production in safe working environment on the small timber range in Setra's southern Sweden raw material area while having a positive effect on productivity at other nearby Setra sawmills. “This will enable us to increase our total production by 150,000 cubic metres (90 million BF) of sawn timber over a period of a few years,” notes Katarina.

In addition, Mikael Romlin, the site manager at Skinnskatteberg says the investment will result in “good conditions for creating efficient flows in the business while also creating an excellent work environment for our staff.”

In 2020, HewSaw completed a major upgrade for Setra Group when they installed an SL250 Ripsaw at Setra's sawmill in Nyby, Sweden.

Continued on next page

Moelven Edanesågen in Arvika

Moelven, which is one of Scandinavia's largest wood products companies with operations in Norway and Sweden and has an annual production volume of about 2 million cubic meters (1.2 billion BF) of wood products, is installing a new HewSaw SL250 3.3 line at its Edanesågen sawmill in Edane, Arvika, Sweden, which is located just over 3 hours northeast of Gotenborg, Sweden's second largest city. The new line will be delivered in the Spring of 2024.

“We have been impressed by HewSaw when it comes to operational availability, dimensional accuracy of the sawn timber, flexibility in their sawlines, and the company’s knowledgeable staff and willingness to constantly develop new technology.” - Jörgen Olofsson, Moelven Edanesågen

“With the new HewSaw line, our production costs at the Edanesågen mill will be significantly reduced while at the same time our saw yield will increase,” says Jörgen Olofsson, CEO of Moelven Edanesågen. “Looking forward, we have strong sales projections for our products and we are confident that wood will be the building material of choice in the ongoing environmental debate around building materials.” Jörgen says he has followed HewSaw for many years and likes



Construction on the foundation is underway at Moelven Edanesågen.

what he has seen. “We have been impressed by HewSaw when it comes to operational availability, dimensional accuracy of the sawn timber, flexibility in their sawlines, and the company’s knowledgeable staff and willingness to constantly develop new technology. Their new maintenance system is an example of the latter.”

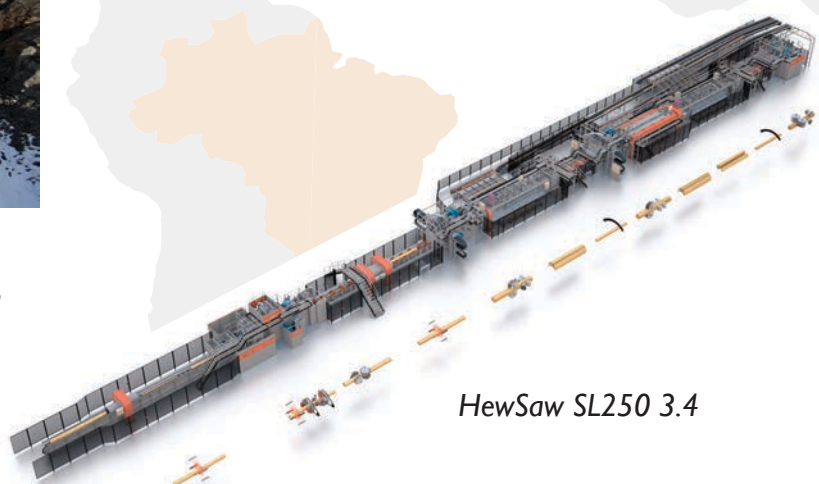
Moelven has also chosen HewSaw for its investment at their Valåsen sawmill in Karlskoga, Sweden. Valåsen is the Group's largest sawmill with an annual production of 375,000 cubic meters (225 million BF) of sawn wood products. A HewSaw R200 I.I machine will be delivered to the mill in Spring of 2024.



New log infeed and foundation for sort bins in front of the sawline at Moelven Valåsen Karlskoga.

New Sawline for France

France is one of Europe's most forest-rich countries and HewSaw has been a significant supplier of primary breakdown equipment in the country for a number of years. Much of the French business is conducted by Christian Lallia, who lives in Paris and has been active in the wood products industry for his entire professional life. Since 1999 he has operated the agency Finnsobois, which represents HewSaw in France and has four employees. Finnsobois has an office in Paris and a workshop near Clermont- Ferrand in central France. One of Finnsobois' latest HewSaw projects involves the company Lemaire et Fils in eastern France. In the summer of 2020, the existing sawmill on their site in the village of La Petite Raon was impacted by a devastating fire. It was replaced with a completely new line - a HewSaw SL250 3.4, which is recognized as one of HewSaw's most versatile and flexible sawlines.



HewSaw SL250 3.4

Groupe Damaboïs in Quebec

HewSaw's North American business has also seen a significant increase over the past couple of years, including the supply of two new sawing machines in the French speaking Canadian province of Quebec and one sawline in British Columbia, Canada.



HewSaw R250 1.1 at Groupe Damaboïs

Groupe Damaboïs purchased an R250 1.1 package for its Cap-Chat, Quebec mill. The new machine, which was installed in the Summer of 2022, features a HewSaw LogIn system (V-flight scanning conveyor and 2R log positioner) and the R250, which includes a moveable saw assembly and a separate edging unit. Also included in the package is true shape scanning and optimization from St. George, Quebec-based Prologic+ and a motion controls package from EBI Electric, which is also based in St. George.

The new HewSaw will process balsam and spruce softwood logs along with poplar hardwood logs. Diameters will range from 75 – 560 mm (3 - 22 inches), while the lengths processed through the HewSaw will be 2.4 – 3.7 metres (8 - 12 ft). Feed speeds range from 75 - 180 m/min (250 - 600 fpm), depending on log size. Originally built in 2005, the Cap-Chat operation is one of several production facilities operated by Groupe Damaboïs, which focuses on the pallet business. Cap-Chat is located 700 kilometres east of Montreal on the St. Lawrence River. Other Damaboïs operations are located in Quebec and New Brunswick, Canada and New York State, USA.

Hampton Fort St. James

On the western side of Canada, a new line is currently in the final stages of commissioning. There are many single pass R200 machines in Canada but Fort St. James will be home to the country's first SL line, an SL200 3.3 specifically designed for high speed short log production. Products from the new line, which became operational in 2022, range from 2.4 to 3.0 metres (8 to 10 ft.) in length and will include 50x75 – 50x150mm (2x3 in. - 2x6 in.) products primarily for the building industry, along with smaller amounts of 25x100mm (1x4 in.) and 100x100mm (4x4 in.) products. Log diameters will range from a 75mm (3 in.) small end to a 330mm (13-in.) large end diameter and the speed range of the line is rated between 150 to 215 metres/min (500 and 700 FPM), depending on pattern.

The new Fort St. James line replaces two older lines at the mill, which was acquired by Hampton Lumber in 2019 from Conifex Timber.



HewSaw SL200 3.3 at Hampton Fort St. James

HewSaw will also provide the automation for the new line, including the scanning and optimization from their scanning partner, Prologic+, and their process controls partner, EBI Electric. 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.

Other features of the HewSaw supply include a high speed 2R log positioner with servo drive package; walkways and stairs for easy maintenance access; safety fencing with residual containment; HewSaw chipping and edging knife grinders; and participation in HewSaw's predictive maintenance program.



HewSaw is Taking Steps to Keep up with Demand

These are busy days at the HewSaw workshop in Finland, but new initiatives are helping the company handle the unprecedented volume of incoming orders.

By Bill Tice,
HewSaw Machines Inc.

Managing the workshop at HewSaw's headquarters in Mäntyharju, Finland has always been a busy and challenging job, but with the surge in orders the company has experienced over the past few years, Production Manager Jari Hirvonen has taken some additional steps to help keep up with the demand. Jari handles the day-to-day production at the workshop along with short and long-term production scheduling and planning.

"It is definitely a challenging environment right now as we have received far more orders than normal, but we are finding ways to keep up with the demand," explains Jari. "In addition to the new machine orders, we are also experiencing an increase in parts orders."

In Jari's position as Production Manager, he works on a regular basis with Capital Sales, After Sales, HewSaw's senior management group and the production team. His typical day starts out with a 35-minute train ride from Mikkeli, which is the largest city in the region and home to many HewSaw employees, followed by a brisk 10-minute walk from the Mäntyharju train station to the workshop.

Next on his schedule is a read through his e-mails followed by meetings, taking care of the necessary day-to-day tasks, supervising production work along with handling any production challenges that have come up, and fitting in some time to work on development and investment planning.

As for the current challenge of delivery times, Jari says they often try to manufacture parts in multiple numbers if there is a need. "If it's possible, we will manufacture common or similar parts and components at the same time," he explains. "If we have two very similar machines being produced on a similar schedule, we will double up on the parts and we also produce certain parts for our inventory so that for future orders, we may have some required parts available in our warehouse."

Jari says whatever they can do at the early stages to speed up the parts production helps when it becomes time for the machine assembly, but where they really face challenges is with parts or components that are sourced from outside. "When we have to order parts from outside sources, the delivery of the parts can really determine the

schedule so we have to be very mindful of this," he explains.

Longer delivery times can also impact costs as the price of some components or raw materials can be inflated between the time the HewSaw sales representative finalizes a project and the factory receives the order and builds the machine. "We try to order the parts as early as possible in the production process so that it locks the price in, but we can still face difficulties if the supplier can't deliver on time. We have to monitor the process and stay on top of it."

Once an order is received, it goes through a series of steps to completion. First, the order is entered into the HewSaw ERP (Enterprise Resource Planning) system and then it's sent to the design team for their inspection and input. After that, Jari says they complete the job planning, manage the procurement of components and subcontracting, and then they start the manufacturing process and the installation of components. Simultaneously, the hydraulic and pneumatic components are being put together along with the lubrication system,

safety fences and systems and any noise protection equipment that is specified for the project.

To help keep up with the current demand for HewSaw equipment, Jari says they have made some modifications to the factory and opened up extra manufacturing space. This has been made possible in part with the implementation of the factory's new storage towers (see pages 14-15 for more information on the storage towers project) along with some other modifications to the factory, including moving some departments to new spaces. The company has also hired quite a few new employees for the workshop to help with the current demand. "At the moment we are continuously recruiting new people to the workshop," explains Jari. "Training of new employees includes basic orientation about the company, safety training, and general instructions for their position. Then the new employees are placed at their work station where an experienced employee will initially work with them until they are ready to work on their own."

Meet Jari Hirvonen

Jari Hirvonen joined HewSaw seven years ago in his position as Production Manager for the company's workshop in Mantyharju, Finland, a small town in the Finnish lake district.

Jari is originally from Lahti, which is one of Finland's larger cities and just over an hour from Helsinki, but before coming to HewSaw he was living in North Karelia, which is a region in southern Finland that is close to the Russian border. While living in North Karelia, he was a Production Manager for Outotec Oy, a Finnish company that specializes in mining technology.

When not at the workshop, Jari spends time with his wife Minna and their blended family of five children with the youngest still living at home. He also likes to spend time walking and hiking in the local woods, fishing, participating in team sports such as the very popular Finnish sport of floorball where he plays on HewSaw's company team, and taking part in what in Finnish is called "lähimatkailu." In English, this is what is commonly called a "staycation" or taking small vacations and exploring in your local area.



HewSaw International B.V.

is Open for Business in Swalmen, Netherlands

A new HewSaw subsidiary has been established to serve new and existing central European customers.

By Sarah Stotler;
HewSaw Machines Inc.



HewSaw International B.V. office is located in Swalmen, Netherlands

Located between the banks of the Maas River and the German border, the town of Swalmen in the Limburg province of the Netherlands is the picturesque home of HewSaw's new subsidiary, HewSaw International B.V. Swalmen is part of the municipality of Roermond. The area is well known for its fantastic shopping, beautiful old architecture, and quaint farmland. When you think of this area, you should think not of tulips, but of asparagus! The province of Limburg is the Netherlands' main producer of white asparagus. The season lasts for about two months with the traditional harvest typically starting on the second Thursday of April until about June 24. This delicious harvest is so important to the local economy that it is often referred to as white gold. HewSaw International B.V. will serve central European customers, and the location was selected due to excellent logistics for both existing and future customers. Customers can expect the same high level of service provided by all HewSaw offices worldwide in English

and eventually Dutch. Services offered will include; spare parts and tool sales, technical support, machine upgrades and more. The warehouse is well stocked with parts and tools selected specifically to support existing customers and maintains over 3 million euros worth of inventory.

Long time HewSaw employee Mauri Nikkinen was extensively involved in setting up this new subsidiary. Mauri has been with the company since 1986 and says in one way or another he has been involved in the set up of most of the HewSaw subsidiaries outside of Finland, most recently in South Africa, USA, Australia and now the Netherlands. According to Mauri, the biggest challenge with opening a new location is to improve and increase the presence of HewSaw in the area. "Actually getting the office running is the easy part," he says. "The most rewarding part of opening a new location is when the subsidiaries are able to run on their own and it is also especially enjoyable getting to know people from around the world and their cultures."

HewSaw's European customers will soon become well acquainted with André Odendaal, who joined the team in the Netherlands in December 2022 as Technical Manager. André however, is not new to HewSaw. He got his start with the company while working in his previous role as Maintenance and Project Manager for Swaziland during their HewSaw installation. When the project was completed in 2010 he came onboard with



Left: André Odendaal in front of HewSaw International B.V.



Right: Parts ready to go at the new warehouse.

HewSaw to open the South African subsidiary. Andre's wife Liza is also involved and is processing all orders and billing remotely from South Africa. Andre says he has really enjoyed his time in the Netherlands so far and especially appreciates the peace among the people. When asked about cultural differences he jokes "As South Africans, you know that barbeque is our number ONE priority in life, and it will be my mission here to promote it."

Andre will continue to be involved with HewSaw Africa Pty, but with a focus on Sales. All of the daily tasks at the office will be handled by Stephen Potgieter. Stephan is an excellent addition to the team as he has worked in mills with HewSaws for over 10 years and is very familiar with the machines and their parts. Andre also notes that their accounting company is excellent

at supporting HewSaw Africa. Having a strong team makes it not only possible, but easy to balance the work between HewSaw Africa and HewSaw International. Andre notes, "it all comes down to good support, I always say you are only as good as the team working with you!"

Speaking of teams, HewSaw International B.V. has hired two new employees. One to handle the warehouse's inventory and all aspects of shipping / receiving and another to start in Parts Sales and Customer Care. Details on these positions and other open positions worldwide can be found at **www.hewsaw.com**

"Proost" as the Dutch say, or "cheers" to all involved in the successful opening of our new subsidiary, HewSaw International B.V.

HewSaw Relies on CLT in Building

By Lotta Jeskanen

HewSaw's factory site in Mäntyharju, Finland continues to grow as new additions and buildings are rising on the premises. One of these new projects is a 550 m² (6,000 sq. ft.) building made of cross-laminated timber (CLT).



HewSaw has used CLT in several past projects, including an office addition for the automation department and two storage towers at the factory, so the material choice for the new building was easy.

The project took only a few months to complete. Construction started in February 2021 and employees moved into the building by the end of September 2021. The number of employees at HewSaw has grown immensely in the last couple of years and is still growing. Utilizing CLT has allowed HewSaw to quickly and effectively add new employee facilities. Inside the building is a sauna, shower and sanitary facilities for both men and women, offices for the production department and a meeting room. The capacity of the staff facilities totals 140 employees and currently the offices hold workstations for 10 employees.

The building has a ventilated base floor and it is built on piled steel beams. Piling minimized the groundwork and the usage of concrete which decreased the carbon footprint of the building and shortened the total time of the construction. The building contractor for the project was Rakennusyhdyntymä Putkinen Oy, and they have overseen most of the construction projects at the HewSaw factory site. After the foundation was completed, the roof elements were assembled on site and then lifted on top of the walls. All floor and wall elements

were made of CLT and it took only 16 days to build up the frame from the floor to the roof. The CLT material was supplied by a Finnish company, Oy CrossLam Kuhmo Ltd. All the building elements came with inlets, window holes and doorways and were ready for installation.

The finished building sequesters 350 tonnes of carbon-dioxide, which is comparable to all of HewSaw's employees driving emissions for one and half years. Operating in the sawing industry is not the only reason HewSaw relies on CLT - it is also an ecological and cost-effective construction material for any office, residential or public building. This CLT project won't be the last one at HewSaw as more will be built in the upcoming years.

New Storage Towers at HewSaw Finland a Giant Vending Machine for Parts

In spring of 2020, two new storage towers were added to HewSaw's workshop and headquarters in Mantyharju, Finland. The towers were built to free up workspace on the factory floor. But, you may ask, how did HewSaw's factory in Finland end up with towers made from CLT (cross-laminated timber) that utilizes a sustainably harvested timber by-product that came all the way from the Colville National Forest in Northeastern Washington, USA?

This project has come to fruition after 30+ years of partnership between HewSaw and the Vaagen family in Colville, Washington, USA. Vaagen Brothers Lumber in Colville has invested in several HewSaws over the years, including one of the first to land on the shores of North America. They currently have three HewSaws. Russ Vaagen, whose grandfather started Vaagen Brothers, branched off a couple of years ago and is now running Vaagen Timbers, a new manufacturing facility to produce CLT, a large-scale, prefabricated wood panel. CLT is lightweight, strong and boasts superior fire, seismic, and thermal performance. It's also environmentally friendly. The new Vaagen Timbers plant is located just across the back fence from the Vaagen Bros sawmill in Colville, which is where Russ got his start in the business.

According to HewSaw's Managing Director, Markku Rautio, they had been planning to utilize CLT for the new storage towers for a long time. "Having a long-term relationship with the Vaagens provided us with a really good opportunity to execute the plan," says Markku. HewSaw and Vaagen Timbers had a mutual interest in this project in testing how cost effective it is to transport the CLT panels by ocean. Vaagen Timbers specifically designed the CLT panels to fit in the shipping container, as well as to a pre-determined size so once on site in Finland, assembly was quick and safe. Markku noted that everything went according to plan and both parties are pleased with the outcome of the project. Costs for CLT are comparable to traditional construction methods, however using CLT is much easier and faster. In fact, the construction company HewSaw used for this project did not have prior experience with CLT but they were positively surprised with how easy it was to work with. Buildings made of CLT do not require separate insulation or surface finishing, meaning the building is ready to use almost as soon as it is erected. Each tower took approximately 10 days to build. The smaller tower, which is approximately 13 m (43 ft) tall and is used as storage space for the welding shop, was built first. A Kardex storage system was then installed inside the tower.

The taller tower, which is approximately 20 m (65 ft) tall and stores spare parts for machine assembly and parts sales was actually built the other way around! So the storage system was put in place first and then the tower was built around it.



Kardex is an industry leader in automated storage and retrieval systems.

For both the warehouse and the welding tower, all products stored are listed in HewSaw's ERP (Enterprise resource planning) system along with their location. To access parts, employees print a list of needed parts and their location from the ERP system. Then they enter the product location in the Kardex system and it brings down the correct bin. Once the employee has picked the parts from that location, they enter the next location, the bin goes back up and the Kardex system brings down the next one. So it essentially works like a giant vending machine.

Factory Are Like

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By Sarah Stotler,
HewSaw Machines Inc.

The warehouse tower has 94 levels or bins and the welding tower has 37 levels. The maximum weight for each level is 850 kg and each bin is 4 m x 0.9 m. (13 ft x 3 ft). As you can imagine, this has freed up a lot of storage space in the old warehouse which can now be used for manufacturing. According to Jari Hirvonen, Production Manager at the HewSaw workshop in Finland, the towers are user friendly.

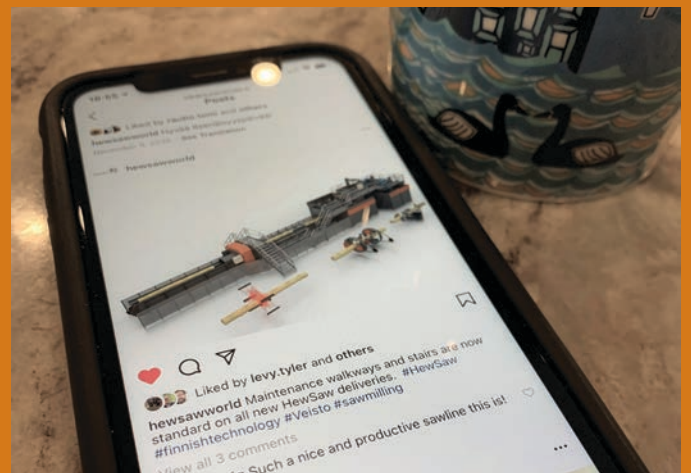
“There is much less walking or driving with a forklift than there would be if the parts were stored in a traditional warehouse, explains Jari. “This makes it much faster to pick orders and safety for employees is also improved as there is no need to pick up parts from the floor.” - Jari Hirvonen, Production Manager, HewSaw

There are of course some limitations, and this system works best with smaller and lighter parts. They need to be items that can be moved by hand and don't require a forklift. Since the max weight is 850 kgs per slot, the lighter the item, the more you can store! Currently there is only one Kardex system per tower, so only one employee can collect parts at a time, but with current capacity employees haven't found it to be an issue.



Left: Kardex system in place prior to having the CLT tower built around it.

Above: Kardex work station in the storage tower for picking parts.



HewSaw Goes Social

By Lotta Jeskanen, HewSaw

Nowadays, almost everybody is on social media in one form or another. Therefore, you probably, and hopefully, have come across HewSaw's social media accounts. We haven't started learning TikTok dances yet, but we are providing other valuable information about what's going on at HewSaw.

HewSaw can be found in all major social media channels in Finland and globally. Today, social media is one of the most important marketing channels among companies and even the smallest entrepreneurs have at least one account. Using the channels to market products or services is important but brand marketing is becoming more and more relevant in these times.

Our YouTube channel has been our longest running social media medium. On this video platform we provide videos about our products, including collaborations and videos from our reference sawmills. In these reference videos we demonstrate how particular sawing machines work. One of our latest video projects was filmed in fall 2021 in Wunsiedel, Germany at the Gelo Timber sawmill. Good weather for the for two-day filming trip helped achieve some very nice footage with a drone, both outside and inside of the facilities. You can watch the final result now on our YouTube channel.

You can find us also on LinkedIn, which is HewSaw's latest social media channel. The platform itself is trending in Finland but also around the world and the content is highly work-related and people use it to share their thoughts on professional and academic life as well as networking with colleagues and even with "strangers" throughout many industry sectors.

In addition to these channels, you may have noticed our account "hewsawworld" on Instagram and "HewSaw" on Facebook. These platforms show more casual content and updates from our projects around the world and from the factory.

If there is any certain content you would like to see on our channels, leave a comment. And don't forget to use hashtag #hewsaw.



A Partnership Made in the Machine Shop

By
BURKHARDT+WEBER

HewSaw and BURKHARDT+WEBER (BW) have been working hand in hand for over 25 years. During that time many things have changed and technology has progressed, but one thing that remains consistent is the great partnership between the two companies.

Michael Wiedmaier, Head of Competence Center Sales at BW feels almost like he is coming home when he travels to Mäntyharju in Finland's Lake District and HewSaw's hometown. This is not surprising, since it's his umpteenth journey up to the far north. He does not keep records, but he has been assisting HewSaw and their parent company, Veisto Oy, since 2003. After taking over the sales management in 2007, he continued to support the customers in Finland with whom he shares a friendship-based relationship. Their greeting always starts off with a friendly "Hyvää huomenta" (Good Morning) or a simple "Terve" (Hello). Wiedmaier even manages to communicate with some useful Finish phrases despite it being a notoriously difficult language to learn. These days, he is accompanied on his visits to HewSaw by the BW representative for Finland, Mr. Tapani Laaksonen. You could say, together they are a "dream team."

HewSaw has thrived in the last couple of years, despite challenges brought on by COVID, as demand for sawing machinery increased during the pandemic, reports Markku Rautio, CEO and Managing Director at HewSaw. Further, they also took the opportunity to expand their manufacturing site in the serene community of Mäntyharju. The company has an impressive production and assembly area of 15,000 m² (160,000 square ft) to meet the high demands. Products from Veisto Oy are branded under HewSaw and are supplied to the domestic market and worldwide, including: Australia and New Zealand, USA, Canada, South America and other European countries. Even in Germany, Veisto was able to successfully establish their position as an industry leader despite domestic competitors from southern Germany. "The modern, high-precision

machining centres from BW have played a part in their success," reckons Wiedmaier.

Returning from his journey to the north, Wiedmaier brings along in his luggage an order for two small machines from the MCC line. With this, HewSaw now owns the entire range of machining centres from BW. Markku relates the growing demand for small machines to HewSaw's increasing vertical range of manufacturing. "When we are able to control the supply chain from start to finish, we are able to drive the quality of our products towards perfection and are less dependent on supplier components," explains Markku. In this context he specifically points out the delivery times and current production bottlenecks in the market.

The two BW MCC 800 A machines will be tasked with machining various components such as the characteristic chipper heads from HewSaw which are made of high-tensile forged steel. The 5-axis design of the machine is particularly important, as a wide variety of components for sawing machines can be completely finished with fewer set-ups. Meanwhile,



HewSaw can claim themselves as a true BW-fan, having purchased machines from the entire product range of BW-machining centres over the years. It all began with a machine from the legendary MC 80 series in 1995, which is still in use today. Since then, the BW machine portfolio at HewSaw has grown to eight machining centres, including a MCX 1400 with extended automation and integrated 5-axis capability and an added C-axis. HewSaw is proud to own the smallest and largest BW-machines in Finland, which is confirmed by Wiedmaier. When BW presented the new MCC 630 series at the EMO in Hanover in 2017, HewSaw was one of the first to purchase the succeeding model to the MC 60. As a result, we can confirm that BW practically has a showroom at HewSaw factory in Finland. An additional workshop was recently built specifically for the recently commissioned MCT 800 and MCX 900 HVC.

Long operating times are a requirement for the machining centres and are one of the many reasons HewSaw always chooses the BW Mechanical

maintained by the experts from Reutlingen, notes HewSaw's Production Manager, Jari Hirvonen. It is crucial to him that the BW machining centres are running at maximum capacity in order to keep up with demand.

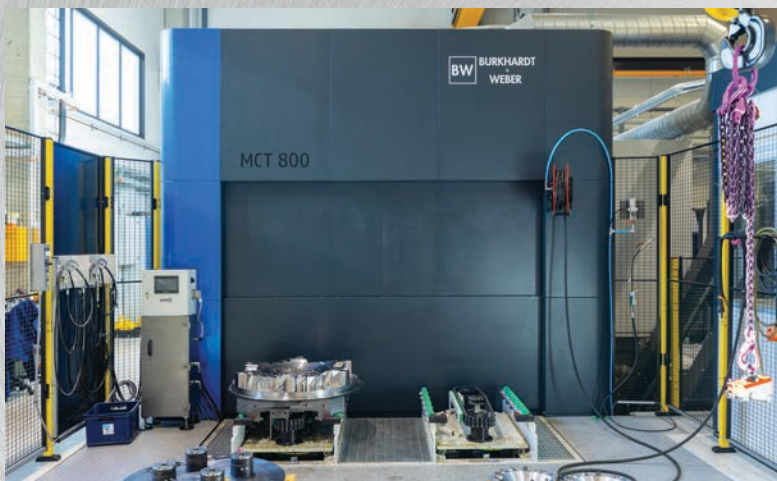
"We appreciate BW as a partner, because they perceive the requirements and needs of the production equipment from a customer's point of view and react to our needs", says Markku. "Another benefit is that the technology experts from Reutlingen contribute their input, combining the best know-how from us as users and from BW as machine supplier," he adds.

Wiedmaier believes good cooperation and a similar business style is the secret to the success of the relationship. "We are similar sized companies and we have similar philosophies." He also adds that "long-term loyalty between both companies makes communication easier because people know each other." They exchange experiences on the latest topics in the global market environment, considering that as machine manufacturers the challenges with customers or suppliers are quite similar.

HewSaw not only praises BW – they are also highly satisfied with the machines supplied by ROMI, which is BW's parent company. HewSaw has already integrated a second ROMI DCM 620 5x into their production workshop. It has been completed with robotic automation to produce high-alloy steel cutting tools for the chipper heads in a 24/7 operation.

HewSaw's two ROMI machines were sold by Michael Wiedmaier and clearly prove the successful and transparent integration of BW into Indústrias ROMI. Tapani Laaksonen was also involved in this project as he initiated the business deal.

As for the next steps, HewSaw is planning to build additional production halls. Therefore there are plans for HewSaw to grow their collection of BW machining centres. Hopefully this "success story" will be continued for another 25 years.



Engineering experts from Reutlingen in Germany's Swabia Region, states Markku. Further important criteria includes high performance, flexible expansion and upgrade options and the innovative energy of the Swabians are important factors when selecting new machines – after all both companies are similar in that they are always aiming to keep up with the latest industry technology.

HewSaw also appreciates that the competent BW service crews react quickly, directly, and proactively. Opportunities for retrofitting of new features are also taken to keep the machinery up to date. HewSaw has had trust and confidence in the reliable manufacturer's service for decades and regularly have their machines

Company Introduction:

Machines from BURKHARDT+WEBER represent the heart of manufacturing processes worldwide. Since 1888 BW is driven by the question of keeping business in motion by developing sustainable solutions for increasingly complex manufacturing processes for the future. As a mid-sized traditional machine manufacturer with 220 employees and based in Reutlingen, they focus on modern corporate structures, short decision-making processes, flat hierarchies, and agile teams.

On the Road with a HewSaw

By Sarah Stotler,
HewSaw Machines Inc.

After an unprecedented couple of years, things are slowly returning to normal and our HewSaw Sales Reps are excited to get back on the road. We chatted with 4 sales reps from around the globe about what it takes to do the job.

Coffee in hand and music playing, Bill Tice, Capital sales and Marketing Manager, HewSaw Machines Inc, drives up the Crowsnest Highway on a rainy Monday morning. It's a main route between British Columbia (where HewSaw's Western Canadian office is located) and Alberta, Canada. He's on the way to visit several existing HewSaw customers and a potential new one. Bill knows this route well as he's driven it many, many times throughout his career at HewSaw.

Like our other HewSaw sales staff around the globe, Bill spends a good chunk of his time travelling to visit customers. Although things have been a little different since late 2019, travel is picking up and HewSaw's sales staff is getting back on the road. In a normal year a HewSaw sales rep will typically spend 40-50 percent of their time on the road. Sami Helminen, Sales Manager, Finland, is heavily involved in several global markets including Australasia, South America, and his home territory of Finland. Since Sami's customers are widespread across

the globe, he states that the most challenging part of the job for him is the long flights.

"Travel days can also be long and hectic," agrees Bill. "I would have to say an average day on the road includes covering a lot of kilometres. Here in North America, the mills are spaced very far apart and many don't have a commercial airport close by, so some days, you see one or two mills and drive anywhere up to 900 kilometres, sometimes more. Apart from that, road trips generally involve early mornings and late nights, catching up on e-mails and other work in the evenings and in some cases, going out with customers."

Tuomo Kauppinen, Sales Manager, Finland, also has had his share of long travel days. Despite his extensive experience trip planning, Tuomo jokes

"I do make overly ambitious plans and end up arriving at the hotel late. Usually really late." Travelling so often also comes with additional challenges. He adds, "For this job it helps to have a family that has endless nerves for quick changes of plans." HewSaw reps need to be adaptable and sometimes travel on a moment's notice.

Magnus Karlsson, Sales Rep for HewSaw Sweden, travels a lot within the Nordic countries. Typically his trips last 2 days, but can be up to a week. He explains, "it depends how many quotes we have at the moment and if we are doing any testing for existing customers." In addition to sales, Magnus completes testing for the LogIn, chip quality, and sawblades. He also provides technical support to existing HewSaw Sweden customers, helping them with troubleshooting and connecting them with his colleagues in Sweden or Finland if necessary. He adds that his team of colleagues from around the world is the best part of his job, "everyone is so helpful and always does their best for our customers."



Bill and Tuomo on a sales trip in Thailand.



Sami with a customer on a Safari in the USA.



Bill on his way to visit a remote mill in the North.

aw Sales Rep

Like Magnus, most of HewSaw's sales reps also have additional responsibilities depending on their backgrounds and experience within the company. For example, Tuomo also supports some of the independent HewSaw agents from around the world and even does some project management for the projects he has sold. He also has a hand in marketing and helps with the European tradeshow and the production of HewSaw promotional videos. Bill says the best part of his job is the variety of what he does and working with customers. "No two days are ever the same and travelling to sawmills in different regions keeps things really interesting. It's also very satisfying to see logs pass through a sawline for the first time on a project where you have been involved from the project conception and planning stages. There are a few challenges but nothing that isn't insurmountable. One of the biggest challenges is staying patient while working on sales projects. Purchasing a new sawline is a huge decision for a sawmill so it can take anywhere from months to years of working with a customer before we finalize a project, but I also understand how important it is for these customers to be comfortable with their decisions. The other challenge is staying on top of the ever-changing new technology. With our own in-house engineering group, we are constantly developing improvements to our products, but we have a great team atmosphere here at HewSaw so there is always someone to help with the technical side."

Tuomo agrees and mentions that he has an added challenge with this as he speaks German, English and Finnish. He explains, "one of the biggest challenges I face is trying to keep up with the new technical details in 3 languages!"

Bill finishes by saying "It is more than just a job. It becomes part of what you do in your daily life and it is really motivating to work for a company like HewSaw where you have the opportunity to be autonomous but still have a team of colleagues who can help you out when needed."



"It is more than just a job. It becomes part of what you do in your daily life and it is really motivating to work for a company like HewSaw where you have the opportunity to be autonomous but still have a team of colleagues who can help you out when needed."

- Bill Tice, HewSaw Machines Inc.



Meet Our Sales Staff who were Featured in this Article:



Magnus Karlsson

HewSaw Sweden - Sales

Magnus started at HewSaw in 2017, but he has been involved with the sawmill industry for much of his career. He first became familiar with HewSaw when he was working for a sawmill running one of HewSaw's machines. Later, HewSaw actually became his customer when he was working for Swedex Saw Blade Manufacturing. During this time he got to know Claes Backlund, General Manager of HewSaw Sverige AB, who eventually ended up offering Magnus a job.

Magnus says that some of his favourite things about the job are meeting customers and the responsibility and freedom that he has working for HewSaw. When asked what the most challenging part of his job is he says "guiding the customer to the right kind of machine or upgrade, it's more technical than many people realize."

Magnus says his favourite trips so far have been the Wood Safaris to the US and Canada. HewSaw has offered Safaris to Western Canada and the US and to Eastern Canada in the past. They showcase a variety of machines and include some interesting cultural stops such as an NHL Hockey Game. HewSaw hopes to offer another North American Safari in the near future and you can find out more on these trips from your local HewSaw representative. Magnus also always enjoys visiting the HewSaw factory in Mäntyharju, Finland. He suggests that all HewSaw customers visit at some point. "HewSaw stands for quality - I know my customers like that and they will see it in action at the factory."

Magnus says the first sale you make is always very memorable, but aside from that the sale to Setra Group AB Nyby in Sweden really stands out for him. They have a HewSaw SL250 XX installed in xxxx. "The sale was one of the quickest I've been involved with, from first quotation to handshake was just a few months." Choosing and moving ahead with purchasing a new machine is a big decision for a sawmill and our HewSaw sales reps understand that and offer support and guidance every step of the way.

Magnus lives in a countryside house, so a lot of his free time outside of work is spent doing maintenance on it. He has 2 hunting dogs which also take up a lot of his time, Magnus is an avid hunter which keeps him busy in fall and winter. He also has some classic cars, which in the summer he enjoys driving and maintaining so they'll run for many more years.



Sami Helminen

HewSaw, Mäntyharju, Finland – Sales Manager

Sami Helminen's years of experience and technical knowledge make him an invaluable member of the HewSaw team. Sami has worked for HewSaw for 26 years, however, his experience with HewSaw actually started even earlier! Sami attended a Finnish technical school and as part of his program he spent time working at HewSaw's Mäntyharju factory as a trainee. A couple years down the road, Sami was working for another Finnish company, when he received a job offer at HewSaw.

Sami worked as a Service Technician and Project Manager for 20 years before moving into sales. Despite his job title being Sales, Sami is still utilizing all his technical skills. He remains highly involved in product development and provides technical support for customers. When asked what the best part of his job is, Sami replies with certainty, "the people, both my colleagues at HewSaw and our customers." Sami looks forward to travelling again, mentioning that it is impossible for him to say what his favourite sales trip has been as they are all so interesting and different. As a HewSaw sales rep it's important to always be flexible with travel and open to new experiences.

Sami remarks that his most memorable sale was to Sguario Indústria de Madeiras, in Sao Paulo, Brazil. They run a HewSaw R200 A.I, installed in 2018. "A family company that took a big step with modern technology. It's always nice to see the development from old style to a modern sawmill" Sami says.

When Sami's not busy with customers or travel, he enjoys working around his house, noting that there is always something to fix or build. He is also a passionate hockey fan and goes to see his home team play whenever possible.



Bill Tice

HewSaw Machines Inc., Canada - Capital Sales / Marketing Manager

Bill Tice celebrated his 10-year anniversary of working for HewSaw in February 2022. When asked about how he ended up at HewSaw he says, "It was interesting as I came from a communications and marketing background, but within the forest industry. I spent a number of years on the corporate side with two of the major forest industry companies in Canada and then prior to joining HewSaw, I was the editor of a trade magazine for the forest industry. While in this role, I was invited to join a HewSaw Wood Safari to Sweden and Finland and to cover it for the magazine. While on that trip, I had the opportunity to really learn about HewSaw and their products and then not long after returning, an opening in sales and marketing came up at the Abbotsford, Canada office and as they say, the rest is history."

In addition to Capital Sales, Bill also looks after North American Marketing and as a native English speaker with a communications background he helps out as needed with the global English marketing. He mentions that he really enjoys this part of his job as it gives him the opportunity to work with colleagues from HewSaw offices all over the world.

Bill says that his most memorable sale was the SL250 3.3 line to Idaho Forest Group in Lewiston, ID, USA. "It was one of the first sales I was involved in right from the start and it was our first multi-unit sawline in North America, so it was game changing for our market on this side of the Atlantic."

When asked about his favourite sales trip, Bill replies, "There have been many favourite sales trips. Our Safaris are always great as we get the opportunity to really get to know our customers and guests, but the one sales trip that really stands out for me was to Vietnam. Southeast Asia is definitely outside of my usual sales territory, but we had a customer in Thailand that wanted to visit a HewSaw R200 reference mill. The closest mill was in a fairly remote area of central Vietnam and our employee who handled SE Asia at the time was unable to host them. We have a small sales team worldwide so we all pitch in to help each other out when needed, and I was asked to host the customer. It was quite the experience, especially since the mill was in a very non-tourist area of the country. And then the customer asked me to visit them in Thailand so I did another trip there with one of my Finnish colleagues." Many of our HewSaw sales reps have opportunities to work outside of their usual markets.

When Bill is not busy with work he enjoys spending time with his wife Sandra and their family. He can often be found riding his bike and loves to travel, especially off the beaten path to places like the Lofoten Islands north of the Arctic circle in Norway, Iceland, and Southeast Asia.



Tuomo Kauppinen

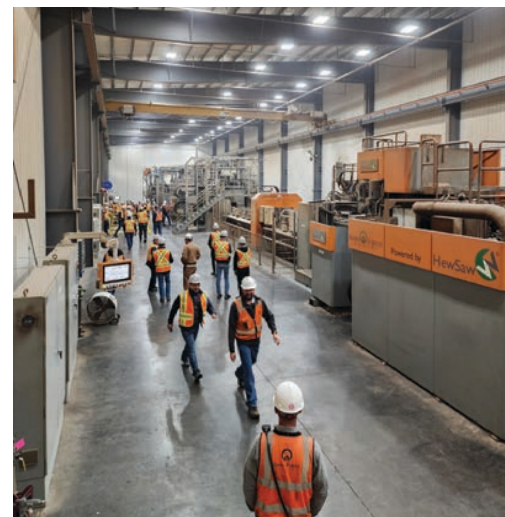
HewSaw, Mäntylä, Finland – Sales Manager

Tuomo also recently celebrated a big milestone with HewSaw. 2022 marked his 20th anniversary working for the company. When asked about how he got his start at HewSaw Tuomo says, "I was ready to go to work in the plywood industry after my studies in the Lappeenranta University of Technology in Finland, but during my last year HewSaw hosted training for wood engineering students and I was chosen to do my final thesis on sawmill machines." Tuomo has been with HewSaw ever since.

Tuomo often helps out with HewSaw's Global subsidiaries and agents so he has been on plenty of interesting trips throughout his career with HewSaw, however his favorite place to travel for work so far has been South Africa. He remarks "South Africa is always a pleasure to visit. It always surprises, and so far the surprises have been nice."

According to Tuomo, his most memorable sale was a HewSaw R250 A.1.2 to S.C Sylvania Interforest S.R.L. in Lunca Ilvei, Romania. The machine has been in operation since 2009. He says, "At the time I was not too familiar with the Romanian market, but they had a vision of their "small log line" with our R250 A.1.2. They were able to obtain assistance with funding for the project through the local government and the EU. The mill's purchase strategy was based on negotiating with Central European suppliers, so finding the right mix was a little tricky, but integral to a successful project. However, when everything settled, there was a new HewSaw family member in a new HewSaw country." Tuomo continues, "The building project was another story, but we fitted the machines to Lunca Ilvei and they continue to cut Carpathian spruce today."

In his free time Tuomo enjoys spending time with his family. He likes to keep up on exercise and can often be found in the forest fishing and hunting. He says he finds having a vacation hut in the forest also helps to keep some separation between work and free time.



Time to Travel!

– Check Out Multiple HewSaw Mills in Just One Week on One of our Safaris

By Sarah Stotler,
HewSaw Machines Inc

Finland, Sweden, Estonia, Latvia, Canada, USA, and South America. These are all places our HewSaw customers from around the globe have traveled for past HewSaw Safaris. The HewSaw Safaris, which are hosted by our own team of sawmill specialists, offer a week of intensive industry related visits as well as some interesting cultural stops.

HewSaw Safaris are a great way for sawmillers to share ideas, learn from industry experts, and see some HewSaws in action. One past attendee said their favourite thing about the trip was “The people on it. Such a great group and I learned as much discussing the industry with them as I did visiting the mills. Second, was the diversity of not only the sawmills but also the other stops such as the seedling nursery, harvesting, and the HewSaw machine shop.” Another attendee said, “This week has been great. The days were well planned and there was plenty to keep me involved and interested. HewSaw’s hospitality was spectacular!”

As the world re-opens, HewSaw is excited to start offering safaris to our customers once again. In Fall 2022, HewSaw was elated to be able to offer their first Safari post pandemic. Over 30 participants joined from North America, Europe and South America to tour 11 sawmills in the Western United States and Canada. One of the highlights was Idaho Forest Group’s state of the art mill in Lewiston, ID. The mill boasts an HewSaw SL250 3.3 line, and other technology such CT scanning. The Safari concluded with an NHL Hockey game where the participants watched the Vancouver Canucks face off against the Buffalo Sabres from a private box.

HewSaw is planning some exciting Safaris for 2023 including one in Finland and another in South America. Please contact your local HewSaw representative for more information.

Upcoming Safari to Finland

HewSaw is back on the road with our popular HewSaw International Wood Safaris. **October 9-15, 2023**, we will offer a one week tour in HewSaw’s home country of Finland where we will visit 11 world class sawmills, including one on the north side of the Arctic Circle in Finnish Lapland. Many of the mills we will visit in Finland are new installations where we will also see some of the latest x-ray scanning equipment in use. After our many stops we will conclude the tour in Helsinki where the Safari will wrap up with a traditional Finnish dinner on Friday October 14. Hotel accommodations until Saturday morning Oct. 15 and breakfast on Saturday are included.



UPCOMING EVENTS

15-19 May, 2023

Ligna
Hannover, Germany

29-31 May, 2023

Interior Lumber Manufacturers Association
Conference
Osoyoos, British Columbia, Canada

23-25 August, 2023

Southern Forest Products Association Forest
Products Machinery and Equipment Expo
Nashville, Tennessee, USA

6 – 8 September, 2023

Wood Fair 2023
Jyväskylä, Finland

27-29 September 2023

Alberta Forest Products Association Conference
Jasper, Alberta Canada

6-9 February 2024

Eurobois 2024
Lyon, France

3-6 Sep 2024

Trä & Teknik 2024
Göteborg, Sweden

Welcome to Ligna 2023 where HewSaw will Showcase Exciting New Products

By Bill Tice, HewSaw Machines Inc.

Trade Fairs are back, and the largest wood products fair in the world is returning during 2023!

It's been a few years since trade fairs have played a significant role in the lumber business, but as we say goodbye to travel restrictions and the world re-opens, we look forward to meeting up with our customers and industry colleagues at events around the globe.

The largest wood products fair is undeniably Ligna in Hannover, Germany. The event was cancelled in 2021 but will be back in full force in 2023 from May 15 to May 19.



HewSaw had a strong presence at Ligna 2019

Other Upcoming HewSaw Events

In many HewSaw markets local staff will be on hand to talk with customers during trade fairs, conferences and technical seminars. As of our publication date, please see the list of events to the left where you will find HewSaw on site or at a trade show booth.

Rebuilt Machines Delivered in Canada and Latvia

By Sarah Stotler, HewSaw Machines Inc.

When not busy with installs and maintenance for existing customers, HewSaw Technicians have been busy in the company's workshops as the demand for rebuilt machines continues to grow.

HewSaw's Western Canadian shop in Abbotsford, British Columbia has rebuilt and refurbished a number of machines recently including their two latest projects – both 1996 HewSaw R200 A.I machines. The first was purchased by Western Canada's San Group after its original owner purchased a new HewSaw. After being completely stripped, refurbished and upgraded, HewSaw's Technicians then installed the R200 A.I at the San Group mill on Vancouver Island. The second rebuilt HewSaw was delivered to its new home with an existing customer in the United States after its time in HewSaw's shop.

Another recent rebuild project took place at HewSaw's workshop in Sundsvall, Sweden where they rebuilt a used machine that was originally from the Lövhölmén sawmill in Piteå, Northern Sweden. Also a HewSaw R200 A.I, it was originally built in 1994 and was upgraded at a later date with a HewSaw log positioner. Before being rebuilt it was purchased by the Latvian company Biocore. Biocore started in 2016, has just over 60 employees and produces approximately 36 million BF (60,000 m³) of pallet wood per year.

Investing in an older HewSaw with upgrades and refurbishing provides sawmillers with major benefits, including increased productivity and recovery at a significant cost reduction compared to a new machine. And in many cases, the upgrades to these older machines can be completed on a short timeline.

Many of the new advancements on our latest machines can also be fitted to the older model HewSaw equipment. For more information, contact your HewSaw representative.



This R200 A.I was completely stripped and refurbished at HewSaw's western Canadian workshop before being delivered to San Group.



Sauna Etiquette and Traditions are Part of Everyday Life in Finland

By Mikael Takalo

When you think of Finnish culture, there's one thing that Finns are known for; their love of saunas.

The sauna is a Finnish way of life from birth to death. Believe it or not, some Finns are even born in the sauna. Throughout life, the sauna is used for many purposes such as; to celebrate milestones and events, for relaxation, for enjoyment and time with friends and family, to refresh after work or travel, and to heal illness. In some cases, the sauna is even used for cleaning bodies after death and before burial or cremation. The number of saunas in Finland is estimated to be upwards of 3 million, depending on the source. With a population of about 6 million people, that's one sauna for every two residents and almost every lake in the country is surrounded by sauna houses.

The basic concept of the sauna hasn't changed in over a thousand years. Each sauna is equipped with a kiuas (heater) which is the heart of the sauna; and lauteet (benches). Saunas are either electric or wood-burning. The wood-burning kiuas can be classified into two main systems - ulossavuava (smoke goes outside from the chimney) and sisäänsavuava (smoke sauna, without a chimney) which is the oldest type of sauna. There can also be many other items people use to personalize their saunas. One of the most common things is the kiaskivi (rock of the heater). It's hollow, and when you pour water on it, the water will start boiling and starts splashing onto other rocks. Then you and your friends just watch it quietly from the lauteet and enjoy the heat.

Superstitions, traditions and folklore are a big part of Finnish sauna culture. The most common is that a Saunatonttu (sauna elf) is said to live somewhere in the sauna. Many Finns leave the kiuas warm for a little bit after leaving the sauna so the saunatonttu can enjoy the last löylyt (steam from the heater). Another common tradition in sauna is called vihtoa, which means to hit yourself and your friends with a bunch of twigs from a young birch. This relaxes you and increases circulation. In winter it is common to go avantouinti (ice swimming) while in the sauna. But why would anybody want to jump into +5°C water? The answer is simple – It's rewarding. The first time you partake in this, you feel



Bucket, ladle and birch twigs

like you have won in the battle of pushing yourself to your limits. But after a couple of times, you really start to enjoy the invigorating feeling you get. It is positive for the mind and because any stress hormones in your body will be released, you will feel good. In the long term, it reduces stress and helps reduce blood pressure changes.

The official recommendation is that you shouldn't go straight to avanto after the sauna as the temperature drop is so dramatic and your body could go into a stress state. It is best to wait a little before dipping into the frigid water, allowing your body temperature to stabilize. After a short cool down you are good to go, and avantouinti isn't any more dangerous than jogging for a healthy adult. But if you have cardiovascular diseases or asthma, you should be careful and check with your doctor before taking part in this ritual. It is also important not to go to avanto when you are under the influence of alcohol! When taking part in avanto, do it slowly and concentrate on your breathing. Never jump into avanto! Breathe deep all the time and don't panic. You don't have to be in avanto more than couple of seconds. After you have been in avanto, the air will feel warm, so you are in no hurry to return to the heat of sauna. But remember to move slowly because the blood pressure changes, it isn't unheard that you can faint. After avanto you should dress warmly. So once again don't panic and listen to your body. When doing avanto and/or sauna, always remember to drink lots of water.

Normally you are going to be naked in the Finnish sauna. After all sweating with your swim wear isn't the most hygienic thing to do. It is common to talk and agree about the sauna shifts before going to sauna. With friends it is normal to have unisex sauna when men and women are close to equal in number. When men and women go to sauna together it is more often that the participants use swim wear but not unheard of to be naked either. It normally depends on the person. Families go to sauna together when the children are small, but it usually changes when the children grow up. In business meetings it is normal to have separate shifts for women and men but after all you can do whatever you have agreed together. The Sauna is meant to

be relaxing place for everyone, so it is crucial to take everyone's opinion into account.

(Mikael Takalo is a sauna enthusiast working in HewSaw's technical documentation.)

Finnish Sauna Vocabulary

Avantouinti - ice swimming after being in the sauna

Kiuas - heater

Kiuaskivi - rock of the sauna heater

Lauteet – benches

Löylyt - steam from the heater

Sisäänsavuava – wood burning smoke sauna, without a chimney

Saunatonttu -sauna elf

Ulossavuava – wood burning sauna with a chimney

Vihtoa – tradition where you hit yourself and your friends with branches



Top Left Page: HewSaw's lakehouse includes a sauna.
Above: Interior of Finnish sauna

Doing Business in South America



South America is rich in natural resources, including timber and it's a continent where HewSaw has slowly been making in-roads.

By Sarah Stotler,
HewSaw Machines Inc.

One of the biggest challenges for a company doing business in multiple regions of the world is understanding and respecting the culture, business etiquette and language of the people in the countries they operate in.

For Finland-based HewSaw, which now does business in almost 40 countries, they have spent decades developing and building long-term relationships on the ground in markets outside of their home territory. In larger markets such as North America, Sweden, Australia, and Africa, HewSaw has wholly-owned subsidiaries with local sales, service and administrative staff members who are full time employees of HewSaw, but in many of the smaller markets, the company has found working with local independent representatives who speak the language, know the territory and understand the challenges faced by customers can also work well.

South America is one of these markets and HewSaw currently has five sawing machines operating in this region – two in Argentina, two in Brazil and one in Uruguay. The company has two agents in South America. Dario Rodriguez of Inderfor S.A handles enquiries and customer requests in Argentina, Brazil and Uruguay, while Emmerich Kohle of M.T.T. Chile handles any work in the Chilean market. Both Dario and Emmerich

have represented HewSaw for over 20 years.

For Dario, who is from the Santa Fé Province in North Eastern Argentina, working with a company like HewSaw was a natural fit. "In my younger days I was studying and living in Finland and I had the opportunity to work with a few Finnish forest industry manufacturing companies that wanted to do business in South America," he explains. "I got to know HewSaw and I have been with them ever since."

Dario has spent most of the last 20 years living in Argentina but at the start of the pandemic, he ended up stranded in the US city of Tampa Bay, Florida and due to on-going COVID complications in his home country, he stayed with his family in Tampa Bay and now works remotely,



Top & Right: The business park in Santa Fé, Argentina where Inderfor S.A.'s warehouse is located..

Bottom: HewSaw parts at the warehouse.

visiting South America as needed. He also runs a company in Uruguay called Vatzyl, which operates a parts warehouse for HewSaw in South America. "When we are as far away from the factory in Finland as we are, it's key to have local parts and service available, which is why we started Vatzyl," says Dario. "The goal of the warehouse in Uruguay is to provide fast and efficient parts delivery to the HewSaw customers in our region. Our staff at Vatzyl speak Spanish and Portuguese and have a vast knowledge of the import and export rules which can be quite complicated in South America."

The parts warehouse is located in Uruguay's main city of Montevideo and is in a Free Trade Zone which also eases some of the local paperwork required. And in addition to staff in Montevideo, Vatzyl also has an employee at the HewSaw factory in Mäntyharju, Finland who works side by side with HewSaw's spare parts staff at the factory.



The biggest challenges for Dario include currency fluctuations, capital availability for customers and competing against locally made equipment that is not as advanced technologically as the HewSaw equipment. "Budgets for our customers are tight and currency devaluation has really impacted them as well and securing capital is much harder than in Europe, North America and other parts of the world, so they are always looking at alternative technology," explains Dario. "This alternative technology may cost less in the short term, so we have to show our customers how our equipment can benefit them in the long term through efficiency, build quality and one area that is very important to South American sawmillers, yield or recovery from each log."

Emmerich, who is originally from Germany and now works mainly in Chile, faces many of the same challenges as Dario when it comes to the financial side of the business. "In Chile, we sell our

equipment in US dollars, so currency fluctuations can play a major role in the decision making of the end users," says Emmerich. "Another factor for us in Chile is the major companies in the forest industry earn most of their income from the pulp and paper side of the business, with sawmilling being secondary so they tend to invest more on the pulp and paper side. And then the small to medium sized sawmills depend on the larger companies for their log supply so in reality there are very few totally independent sawmills in Chile."

Emmerich started out working directly for HewSaw in his native Germany but when he decided to move to Chile, he became an independent representative for that region. He also played a key role in the one HewSaw in Uruguay and was the project manager for that project during the installation, start-up and the early days of production.

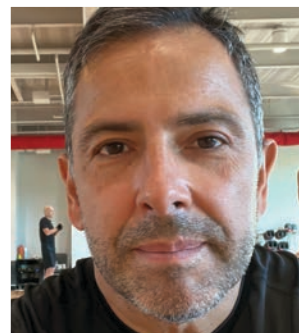
Both Emmerich and Dario credit the relationships they have with the Finnish owners and staff of HewSaw for their long-term success.

"I have always been fascinated with HewSaw as a company and the on-going development of their machines and the technology that goes along with them, and the work culture and open-minded attitude of the Finnish people," says Emmerich.

Dario explains, "I have always had a very good relationship with the people I work with at HewSaw. Having that relationship has been very important to me, and I also like the fact that

HewSaw products are reliable even in the tough conditions we often face in South American mills. It is a pleasure to know that you are offering a product that is going to work great and provide our customers with a piece of equipment that will make their business more profitable."

When it comes to time away from the office both Emmerich and Dario like to spend time outdoors. Emmerich is an avid hunter and fisherman and also likes to ski and ride his electric mountain bike. As a serious runner, Dario likes to participate in marathons and also enjoys bike riding, reading and family time.



Dario Rodriguez, Inderfor S.A



Emmerich Kohle of M.T.T. Chile

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Woburn, Quebec, Canada
HewSaw R200 A.1

Kuhmo Oy
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HewSaw SL250 3.3

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HewSaw R200 1.1

Junnikkala Oy
Oulu, Finland
HewSaw SL250 3.3

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Skinskatteberg, Sweden
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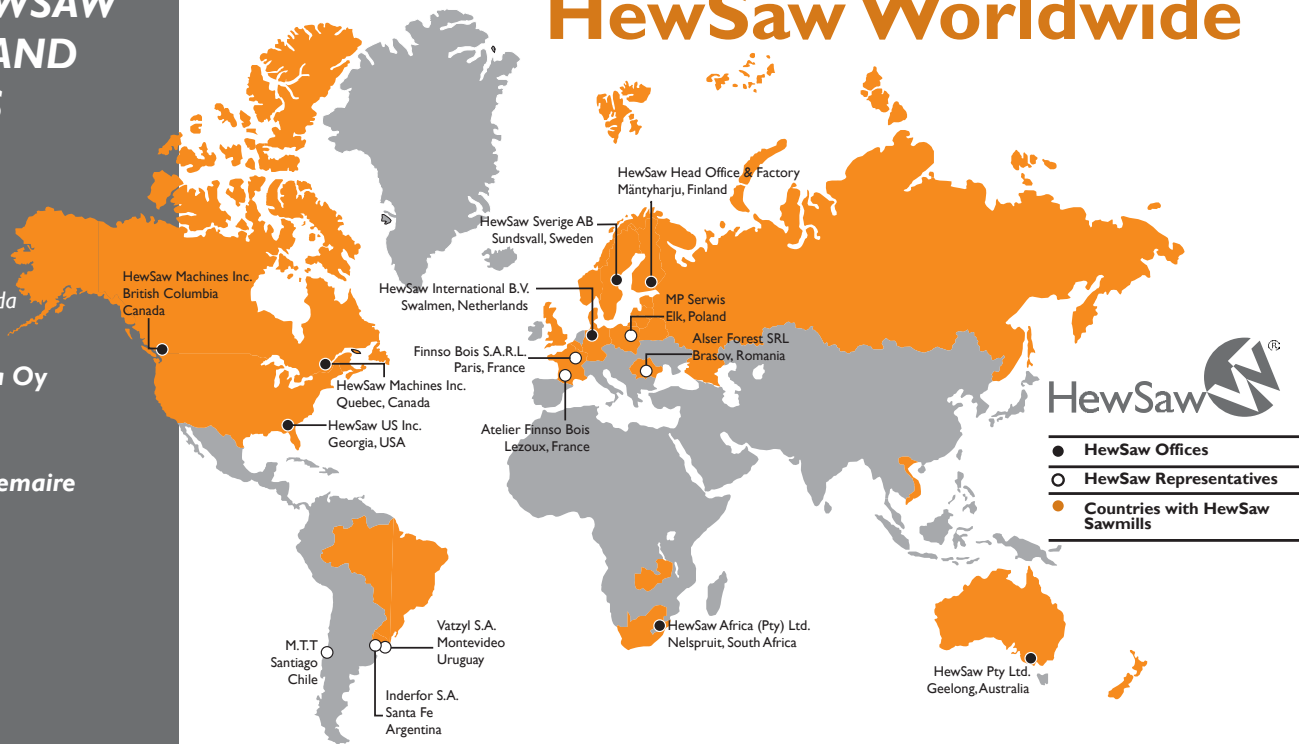
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Karlskoga, Sweden
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Moelven Edanesågen Ab
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HewSaw R200 A.1

HewSaw Worldwide



HewSaw Offices

FINLAND	Veisto Oy - Head Office & Factory Mäntyhärju, Finland Tel. +358 20 773 8 773 Email: sales@veisto.com
BALTICS	Veisto Oy Tel. +358 400 818 269 Email: tuomas.halttunen@veisto.com
SWEDEN	HewSaw Sverige AB Sundsvall, Sweden Tel. +46 70 260 34 11 Email: info@hewsaw.se
NETHERLANDS	HewSaw International B.V. Swalmen, Netherlands Tel. +358 40 736 1807 Email: mauri.nikkinen@veisto.com
CANADA	HewSaw Machines Inc Abbotsford, BC & Lévis, 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. Mbombela, South Africa Tel. +27 0 13 754 6671 Email: andre.odendaal@hewsaw.com

HewSaw Representatives

ARGENTINA	Indefor S.A.
BRAZIL	Rosario, Santa Fé, Argentina
URUGUAY	Dario Rodriguez Tel. +54 (0)341 679 2566 Whatsapp: +1 813 416 5444 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

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