



Aerial photograph of Polarputki

Three-day trainee programme at Buderus Edelstahl Finnish Polarputki Oy managers in Wetzlar

From 12 to 14 February 2008, three managers from the Finnish Buderus Edelstahl agency Polarputki Oy attended a three-day trainee programme in Wetzlar. They learned much about the production of forged steel bar, and its theoretical and practical operational aspects.

Polarputki Oy Product Manager Sari Kokkonen, Quality Manager Karri Kanervo, and Key Account Manager Tuija Salomäki were evidently impressed by the large amount of information and insights they gained into steel bar production and Buderus Edelstahl. "We now have a better understanding of the Buderus Edelstahl materials and processing stages", says Sari Kokkonen. "All this will strengthen our position in selling Buderus Edelstahl products to our customers."

The trainee programme further strengthened the cooperation between Polarputki Oy and Buderus Edelstahl, which have been working together 26 years. What started

off on a small scale in 1982 has developed to the point that Buderus Edelstahl transferred its Finland agency to Polarputki Oy in 1989.

Wetzlar steel bar for Finnish gear and machine building

The company Polarputki Oy located in Helsinki has been supplying the Finnish gear and machine building industry, shipbuilding industry and power station construction industry with steel since 1973. The main products are gear steel and tempering steel in bar form, and seamless pipes sawn to length at customer request in their own service centre. The modern cen-

tre extends to 17,000 m², providing the facility of also supplying smaller quantities, and serving customers very efficiently. More than half the products are sawn pieces, 500,000 of them were supplied to Finland in 2007.

Since the summer of last year the company has been capable of sawing discs up to a diameter of 1080 mm, and moving piece weights of up to 16 tonnes by expanding its crane capacity. This reflects the increasing importance of the gear steel market, because forged steel bar has long been a significant part of the Polarputki product range. The company stocks and saws it in the grades 18CrNi-Mo7-6, 42CrMo4+QT and S355J2. Polarputki has a workforce of 60, and generated sales of € 76.5 million last year.

"We are pleased about our good working relationship with Polarputki Oy", says Björn Rech, Engineering Steel and Sales Depart-

ment Manager at Buderus Edelstahl. "For us it is important that our partners can identify fully with Buderus Edelstahl special steels on the world market. As one of Europe's market leaders in the field of large scale gear building, it is our philosophy not just to sell steel but to develop entire concepts starting with melting and going through production, sales and delivery by our partner companies, through to supporting our end customers."

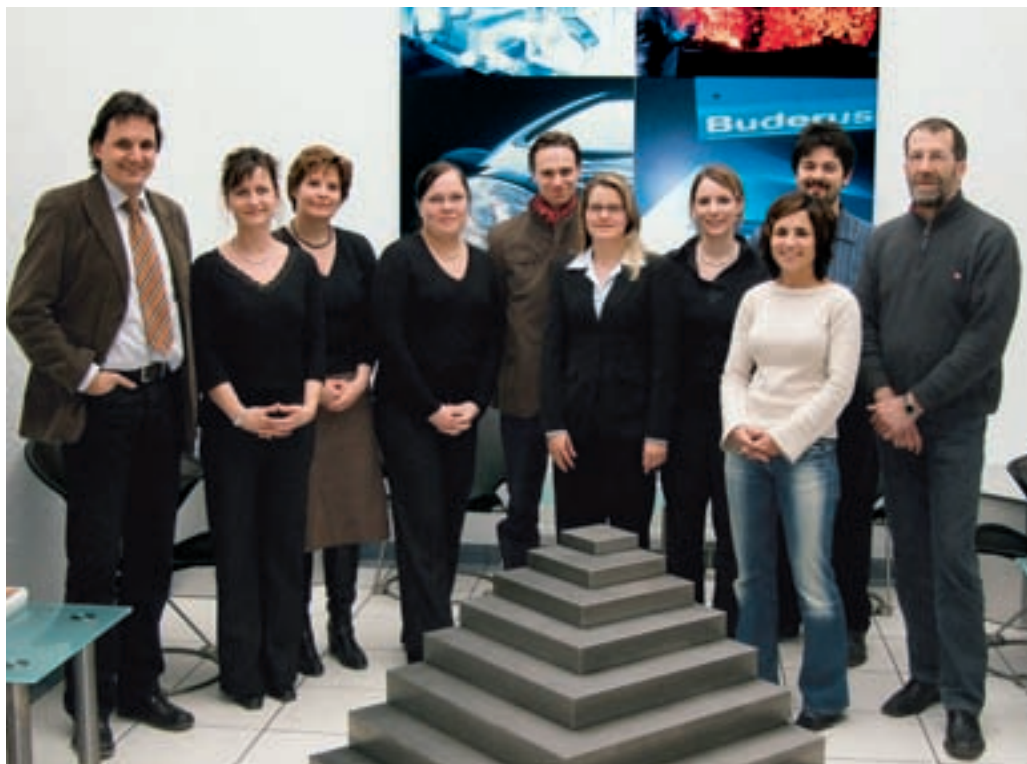
Large scale gear steel has a special position

With comprehensive training and information, it is possible to create ideal win-win situations with partner companies, emphasises Björn Rech who places special importance on developing steel for large-scale gears within the positive overall development of the steel market. "As well as the increasing general need for industrial and railway gears and the requirement for new container ships with associated gear systems due to the growing global freight levels, another decisive factor is the widespread installation of wind turbines that are overwhelmingly equipped with large-scale gear units." Steady growth is to be anticipated over coming years, believes Rech.

To serve this growth as well as possible, partner companies like Polarputki Oy receive from Buderus Edelstahl thorough product and production training in all matters relating to special steel as a material. The three-day trainee programme also provided an opportunity for the Finnish managers to reinforce personal contacts, as well as just gaining information. "In addition to visiting the steel mill and the forge, which were undoubtedly some of the highlights for our guests", says Björn Rech, "there was also an accompanying programme with a tour of the old town, shopping and a bowling evening with employees from Sales and Engineering."



The Polarputki stockholding facility



Group photograph with trainees: Björn Rech (Department Manager), Diana Spaja, Diana Schmidt, Tuija Salomäki (Key Account Manager Polarputki Oy), Karri Kanervo (Quality Manager Polarputki Oy), Sari Kokkonen (Product Manager Polarputki Oy), Sandra Reinders, Michaela Neuhaus, Christopher Bott, Reiner Fritsch (from left to right)