



SAEL s.r.l.

ANOTHER STEP AHEAD

Paolo Andrighetti - Sales manager B.U. Paper at SAEL - talks about 2016 and the key points of this successful year, all the jobs acquired and the B.U. Team.

by: **Fabrizio Vallari Edinova**

In 2017 SAEL will celebrate its 30th anniversary. But we're still in 2016 and it's time to have a look at the achievements: many open jobs, export sales activities incremented, Platform ONE Drive largely used and required by the market – thanks to the new water cooled Drives, more compact, the Platform One is even more powerful and space effective. Two are the main elements that rose up SAEL over the last years on Paper Mills

automation: Reliability of the systems and cost effectiveness

The Paper Mill market corresponds to 65% of the total SAEL yearly revenue, and 2016 lands on +20% y.o.y.

For the second year in a row the global turnover will be higher than 10Mio euros. This is an important achievement for the Company. 60 directs (actually 120 counting the local Service Points), and many

European customers who constantly award SAEL as the benchmark between the standard product vs. the custom one - especially made for the Paper Mill industry -. The main goal comes from the systems engineered during the last 5 years and today used by all the Paper Mills – n.d.r. Paolo Andrighetti -. Actually, having the existing drive, together with our new systems generation, we can revamp the machines and the electrical



The “PLATFORM ONE DRIVE” Inverter, equipped by ONE Card – A Single board fits all the drives: DC, AC, Brushless and Reborn -, Film capacitors for a long life inverter.

equipment, saving a lot of cost for our customers.

We are very proud of ourselves, because the continuous growth of our systems allows us to be considered one of the most important players and popular brands on the market.

“Platform ONE Drive” strengths

Launched on 2011, the “ONE DRIVE” technological platform is an innovative and real alternative to the standard drive available on the market. To control all A.C., D.C., Chopper, Bldc, Reborn Drives, against the trend, since 2011 SAEL uses a single regulation Board. Just one board in stock as a spare part for all the drives! The replacement can be done in 3 minutes because all the data are stored into a flash memory card – and/or in the keypad eventually – easily mounted by everyone without particular technical skills: no programming, no settings or complicated reinstalling operations are required.

The “ONE DRIVE” inverters, made to meet the Paper Mill needs, are equipped with film capacitors vs. electrolytic (who typically have a 60/70.000hr life cycle). As long as the capacitors are one of the most critical



REBORN, the ONE board replaces the existing old and obsolete board in the DC market drives, saving the original cabinets. 50% Saving! “PLATFORM ONE DRIVES”.

components, the choice of SAEL ensures an infinite life time of the drive. The Remote Control Management as well as the “DCS in drive ONE” complete the features of this amazing Platform. On top of the savings for the customers, the system offers an easy solution in case of any fault.

Those are the real success factor points for SAEL on the Paper Mills automation control systems.

The main 2016 jobs

The main jobs acquired along the 2016 ride are:

- **Papelera Divino Ninos Bolivia** - New DCS, PCC and MCC Drive (stock prep and processing instruments) – who totally joined the “PLATFORM ONE” philosophy of its new continuous machine -.



**One Board fits all the “PLATFORM ONE DRIVES”:
DC, AC, Brushless-Chopper and Reborn
(Reborn is a system applied to reused all the existing DC drives).**



- **Bulleh Sha Pakistan**; SHM Sheeter and Goebel Rewinder whole automation and drive replacement.
- **CAMA Paper Mill**; Complete automation and drive revamping of a Duplex Sheeter on line with the Continuous Machine.
- **Burgo – SORAs Plant** – Jagenberg synchro revamping of the drives and a.c. motors replacement vs. the original d.c.
- **Burgo – SAREGOs Plant** – Two Super Calanders rebuilding, with all the automation, the new safety and all the mandatory modifications to get the safety certifications.
- **Burgo – LUGOs Plant** – Calander Winder and Unwinder Drives supply.
- **LECTA Group – GARDAs Plant** – rebuilding of the Bielomatik Sheeter Drive, automation and control system, plus a new knives station and d.c. motors replacement together with MILLTEX.
- **ERMOLLI Paper Mill Machine 3**; Wet zone drives replacement, and the dry zone within year end. Main Continuous drive and Coating Preparation integrated into the DCS management. Later on a Gas motor, a new Turbine will be added as well.
- **BUSHANDARA PAKISTAN**; Beloit Rewinder for Kraft paper, Drive and Automation rebuilding. Job made for TECNO PAPER Lucca who made all the mechanical modifications.
- **LAVENOs Paper Mill**; New automatic Rewinder – very innovative – custom designed to fulfil all the specific needs of the customers’ production cycle.
- **MEL Thessaloniki**; Drive rebuilding in 1st predryer section and linking to the original system.
- **MEL Thessaloniki**; Jagenberg Varidur Double speed-up modification. Job in partnership with TECNO PAPER Lucca who made all the mechanical modifications.
- **PAPELERA de ALQUERIA**; New Kraft Rewinder Drive and Automation with high technical solutions. Job made together with TECNO PAPER Lucca.
- **CORDENONs Paper Mill**; Stock prep implementation.
- **DALLA & VITTORELLI**; Two new Rebo for Tetrapak paper,
- **MILLTEX**; 15 Full Automation and Equipment for sheeters and Rewinders. Jobs mainly supplied in the far east, Europe and USA.
- **PAPIERGARDA**; Synchro 350 Jagenberg sheeter complete rebuilding.
- **SACIs Paper Mill**, Machine 2-3 Drives implementation.
- **FAVINs Paper Mill**; Varidur Jagenberg Safety implementations
- **CORDENONs Paper Mill**; Jagenberg Rewinder complete rebuilding.
- **LAVENOs Paper Mill**; Pulper and Rewinder pumps Inverter implementation.
- **DOUBLE TREE USA Paper Mill**; Winder linked to the on-line printing machine. Job made for TECNO PAPER Lucca.
- **VERDE PONTE STORNA Paper Mill**; Continuous Machine automation and drive rebuilding made after the Company acquisition.
- **ARJUIN INDIA Paper Mill**; Tissue Rewinder automation and drive. Job in partnership with TECNO PAPER Lucca.



Sectional drive with “PLATFORM ONE DRIVE” Inverter Electrical Cabinet.



Box SAEL: Paper Mill specializations...

Since 1987 SAEL is one of the main players in industrial automation controls. SAEL actually engineers and produces its drives, equipment and control systems for many markets. Within the internal organization there are two main Divisions (System and Products). Complementary and independent, can support integrated solutions and fulfil any customer need 360 deg. The main markets SAEL is dealing with are: Paper, Steel, Metallic wire, Plastic and Rubber, Heavy duty machines (TBM eg.), Special machines, and Machine tools.

As already said, the Paper industry is the main focus of the Company. Due to the long term experience, and highly sophisticated technical solutions, SAEL offers Hardware and Software solutions for specific customer's needs: reliable, cost effective with high quality.

Beside the new equipments, SAEL is a strong player in rebuilding of existing automations, where- in most of the cases; it is possible to use the original power section, the drives and some controls.

The main specializations are: Sectional Drives with d.c. technology, a,c, and mixed; Motors expansions on existing applications; On-line and Off-line Coating machines; Analogical into digital cascades conversion; Calanders; Super Calanders; Paste Preparation with PLC or by SAEL technology; Rewinders; Synchro or Fix blade Sheeters; Sheeters-Rewinders; Winders and Unwinders.

The “PLATFORM ONE DRIVE” Inverter is made for Paper Mill Industry. They are the most innovative solution in the market. Their mission is the long life, and easy to be repaired; flexible and easy to drive. All our drives are equipped by the ONE Card – A Single board fits all the drives: DC, AC, Brushless and Reborn -, Film capacitors for a long life inverter.

