Tomioka Mill
OJI PAPER, JAPAN
Background
Konecranes delivered five cranes to Oji Paper Tomioka Mill (in Tokushima Prefecture, South Japan). The offer and basic crane concept were done by sales support in Hyvinkää. The contract was made with the Shanghai office in the beginning of year 2007. The cranes were delivered from China in February 2008. The paper mill started up in 2008.

Oji Paper (Tokyo, Japan) is the sixth largest paper producer in the world, with 7.4 million tons/year production and over 20,000 people. Most of the company is Japanese but there are also production and converting in south Asia (Thailand) and Europe (Germany). A new greenfield factory is under construction in Nantong, China.

Konecranes delivered the first UN3 hoist to Kasugai Mill in the 1980’s, and inside Japan the biggest common project was Fuji Mill crane and Automatic roll storage delivery facing to Fuji mountainside. The deliveries to Fuji Mill at their time were shipped from Finland, having bolted joints in the main girders to facilitate transportation (in containers).

For the Tomioka project one big point of discussion before the order, was the supply network with steel structure manufacturing in China instead of Japan or Finland. In the geographically distributed project team were Hyvinkää design and components, Shanghai, steel structure subcontracting in China- delivery and installation in Japan. Project management from Shanghai, with common projecting and documentation support from Hyvinkää. Konecranes Tokyo office supporting in negotiations, with Labor Ministry documents and local scope of supply (mainly erection resources). Design tasks shared between people Finland-China and Australia which needed exact and punctual teamwork.

The project was contracting by Oji with Konecranes Shanghai offered the advantage of shorter delivery time and a reasonable cost level, in comparison with the local competition.

Koji Aoyama, Director of Tomioka Project: “I do not doubt the next order to “Chinese” cranes, but strongly want to see same quality as from Finland also on welding and finishing. In other words; we need to reserve time enough to prepare and plan the installation works. The Chinese site engineer’s team did the best, and technical support is working well enough from Shanghai”.

Now I would recommend Konecranes to others. Inside Japan the engineering support in Japanese language would anyhow be very important. The cranes themselves are working fine, the only concerns perhaps if ordering again maybe more detail communication before installation starts.

For the future projects point of the sales is in the language and local technical support. At Tomioka mill English is practiced, but other Japanese customers might feel disadvantage. This local support in Japan is very important”.

E-room
>“The air conditioned E-rooms are in this hot environment a good solution, the measured temperature on the crane level reaches + 55 centigrade”.

Runway loading reduction
>“These systems offered savings opportunity for dimensioning the civil works, runways and foundations”.

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