

UPCAST

REVIEW 2021 | 2022

UPCAST OY
is the leading
supplier of
upward contin-
uous casting
technology for
a wide range
of non-ferrous
applications.

Pekka Mattila,
the Group Managing Director and
Professor of Practice at Aalto EE

CHANGE MANAGEMENT
No company plays
the game alone

▾ PAGE 6

Tuomas Rajaviita,
Senior Sales Manager at Upcast

UPCAST® Upgrades
benefit customers
in various ways

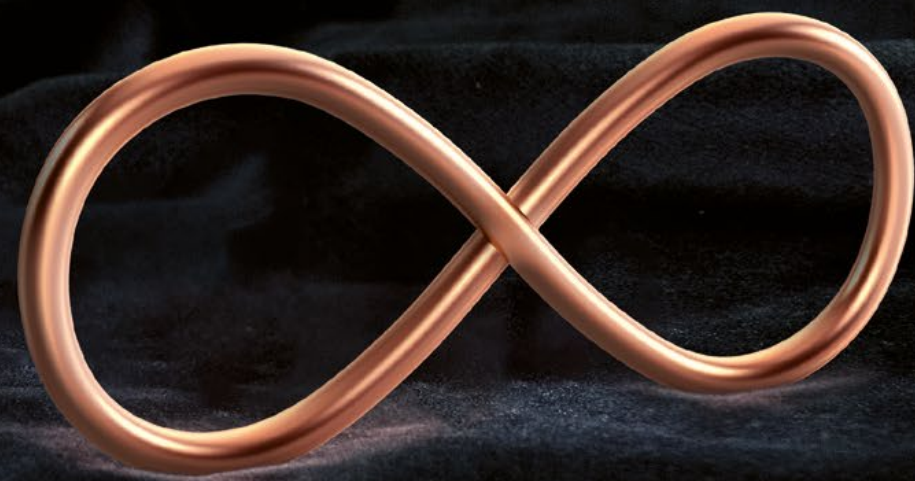
▾ PAGE 14

Erwin Laiho,
Sculptor

The perfect union
of innovative design
and antimicrobial
copper

▾ PAGE 16

EXCELLENCE IS A CONTINUOUS PROCESS



The world changed – and we with it

The corona virus has caused a lot of changes in the world economy. Some areas have been hit harder and others not so severely, some almost like with silk gloves. Even though the COVID-19 pandemic is globally not yet over, we can already state from UPCAST's part that we have survived well through this time. Our advantage has been our capability to quickly adapt to the new situation, and we have even been able to turn some of the challenges into opportunities.

It is said that a chain is as weak as its weakest link. We are lucky to have good, long term and mainly local suppliers and we have been able to maintain our supplier chain in these exceptional circumstances. We have been lucky to receive raw materials and components and to deliver the goods to our customers according to the agreed schedules. The customer service has really become very appreciated: we have been able to serve our customers during the pandemic and that has also been our strength in the business.

The customer service has really become very appreciated: we have been able to serve our customers during the pandemic and that has also been our strength in the business.

There was, however, something that changed. We used to travel a lot more and have face to face time with our customers. Now, since that has become impossible, we have had to find new ways and platforms for the different ways to communicate. Many tasks have been handled by working remotely from home.

Digitalization had already kicked off strongly before the pandemic and now, during this exceptional time, it required an additional boost. Video negotiations will never replace meetings in person, but they have now become natural and usable tools alongside those. Regarding the UPCAST® lines, we have already for a long time had the possibility to have a remote connection with the equipment, and this capability has now proven itself to be of utmost importance. With the remote-control system and the video connection, we have been able to carry out the commissioning of new equipment at the customer's site.

When writing this we can already position ourselves on the edge of some new growth, even though we cannot be certain how the pandemic will eventually develop. The world, however, will not stop, but will continue to move forward – although there will be many changes made. We will have very busy times ahead of us. This is a positive challenge, which we gladly accept.

I was transferred to the position of sales director in the autumn 2020 when my colleague began his well-deserved retirement. We utilized the quieter time in the project business, it was a good moment to reorganize and to get some new strength into the team. Now we are ready for the forthcoming upturn and challenges more efficiently and agilely than before, and we look forward to serving our customers in many diverse ways.

Hope to see you soon – hopefully also face to face!

Janne Hosio
Sales Director
janne.hosio@upcast.com





Change management No company plays the game alone

A crisis can also create new competitive advantages, says Professor **Pekka Mattila**, group managing director and professor of practice at Aalto University Executive Education.

6
– viewpoint –

3
The world changed –
and we with it
– editorial –

10
Sustainable success
Seval Kablo
– case –

14
UPCAST®
Upgrades benefit
customers in
various ways
– news from UPGAST –



16
The perfect union
of innovative design and
antimicrobial copper
– copper culture –

18
The critical phase
between the sales
and the customer
– people at work –

20
Copper is now in
higher demand
than ever as a
construction material
– green perspective –

22
Intelligent automation
for the benefit of
the end-customer
– case –

23
Exhibitions in 2021–2022
– events –



The production demands vary based on new products or larger capacity requirements and with the upgrades it is possible to answer these needs.

– UPGAST® Upgrades, page 14 –

UPCAST®
first in upcasting

Change Management

NO COMPANY PLAYS THE GAME ALONE

The COVID-19 pandemic has been a necessary driver of change for many companies. Faced with unforeseen challenges, companies have identified needs and solid arguments for organizational changes. Is the change due to the pain we are feeling, or are we facing an unexpected opportunity? Aalto University Executive Education is one of the world's leading training organizations providing coaching and development services in business management. Upcast Review had the pleasure of an interesting discussion with Professor **Pekka Mattila**, group managing director and professor of practice at Aalto EE.

Pekka Mattila is familiar with the dramatic arc. At the start of our meeting, he describes how the line between pleasure and pain truly is blurred.

–The most painful part of an organizational change is the diagnosis that stems from the organization's pain. We are being forced to change because something has not been done, or has not been reacted to. In itself, managing change triggered by pain is no harder than managing growth. However, the change manager usually finds themselves wondering whether the organization could have done something more, whether the company had perhaps grown complacent. When managing growth, justifying changes is usually harder, since there is no specific problem to be fixed, Pekka Mattila says.

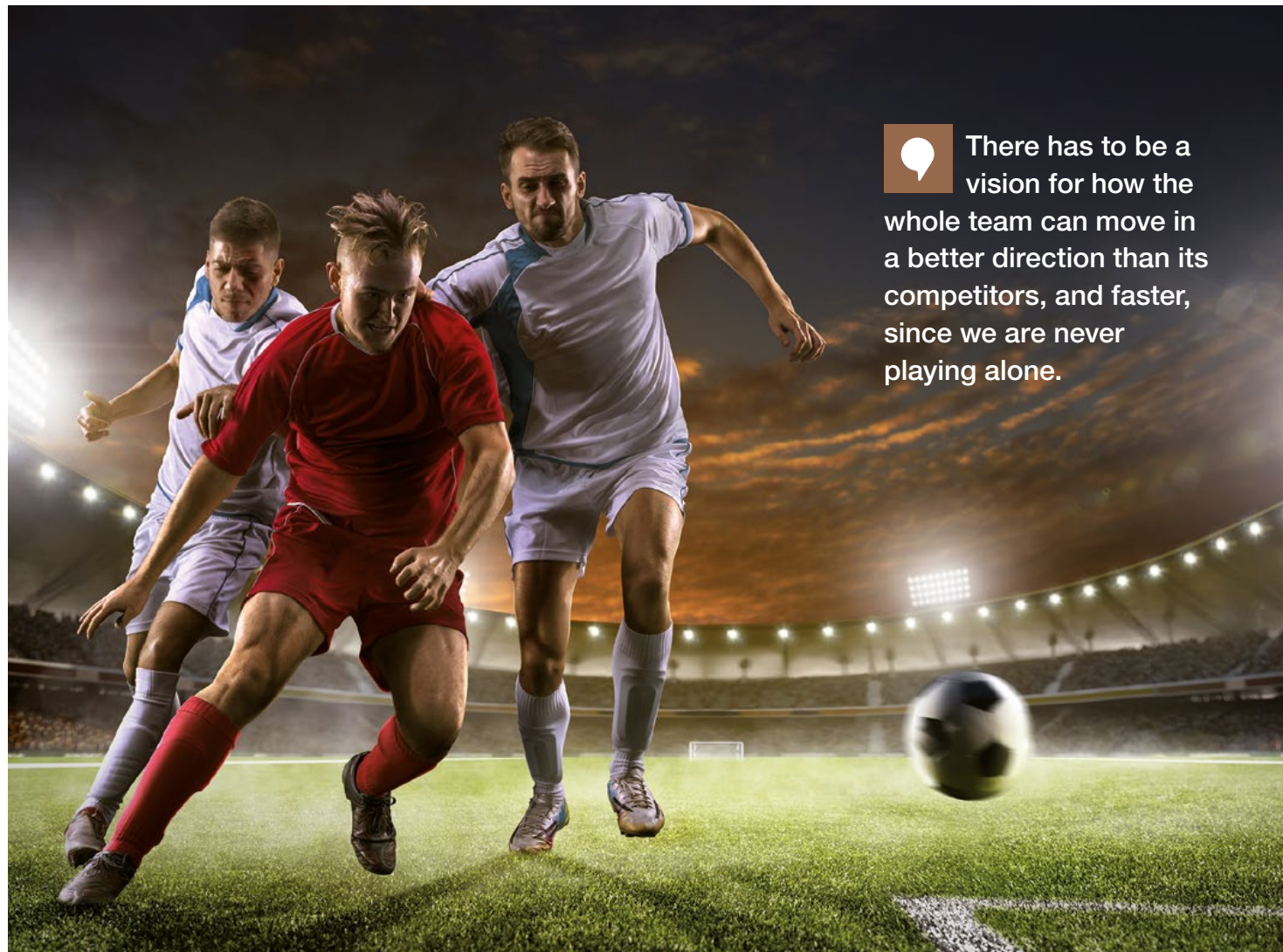
The pandemic that took the world by surprise was a threat familiar from many hypothetical scenarios, but both its speed and the efficiency with which it

enveloped the world came as a surprise. Countless doors slammed shut in March 2020, but new doors opened up elsewhere.

– Business sectors related to comfort and leisure at home have seen the biggest boom in their history. Food, paint, wallpaper, house plants and boats for summer cabins have sold in record-breaking numbers. At the same time, event and hospitality services focusing on spending time together have run face first into a wall. I dare to question whether the suffering has resulted any true innovation. In my view, a take-away bag from a Michelin-starred restaurant is not a sign of creativity, it is simply proof of a desire to survive. Nowadays, many companies have the momentum to reinterpret the core of their strategic abilities. And many companies could also afford to do this and make themselves ready to strike when the pandemic is over.

In itself, managing change triggered by pain is no harder than managing growth.





There has to be a vision for how the whole team can move in a better direction than its competitors, and faster, since we are never playing alone.

Agility to embrace change

Upcast and Aalto EE have many things in common. They are both cosmopolitan with roots in a corner of the world that is often cut off news broadcast maps because there is not enough room on the screen. Both organizations have been remarkably successful in highly competitive, global markets. So what is the secret to Aalto EE's success?

– We Finns have always been told that Finland is the link between East and West. This is a beautiful idea, but, based on the feedback of thousands of global clients, I can safely say that people, without exception, see Finland as a distant dot on the periphery. To succeed, we need to do more than just open our doors to visitors. And to be seen, we need to actively contact people and come up with innovative ideas.

Aalto EE practices what it preaches. Thanks to new construction, the vacant yet iconic old main building of Helsinki School of Economics has been restored to its former glory. It is now the new HQ of this global training organization providing business management coaching and development services. However, Mattila emphasizes that change is not in the renovated walls themselves, but in the way of thinking.

A crisis can also create new competitive advantages.

– When the pandemic hit in the middle of the renovations, it turned out to be the final wake-up call for us to seize the moment and truly embrace the message of agility we preach to our customers. In March 2020, we decided to transform all our classrooms into studios. We refined our processes to suit the new situation. Now, with the renovations completed, all our new premises are online spaces that are not dependent on time or space. A crisis can also create new competitive advantages. In a networked world where travelling is temporarily challenging, Helsinki and Finland are no longer distant corners of the world but rather places with equal, high-quality access points.

What prevents change?

Many organizations and teams are often just as change-driven as their leaders. A change-resistant organization often has a proud leader who cannot be bothered with the needs of other businesses. They have seen everything and rely solely on their own instincts. Being humble is a key characteristic of a good leader; they are able to listen to others and do not hesitate to borrow things from others. They invite commitment from their community and add to its resilience and elasticity. The ability to change means the ability to recover from hardships.

The leaders of future success stories have already shifted their gaze to the next discontinuity point in the future, after the COVID-19 pandemic.

– Change is mostly about leadership. The leader must be able to ignite the passion they hold inside in others, too. It is easy to become inspired by change, but long-term commitment is often the hard bit. It is natural for humans to only be excited over something for a short period of time. We have had the privilege of providing coaching for the change stories of hundreds of companies. Experience has shown us that the change must be fairly quick and also visible: Some of the results need to be achieved quickly, and it should be possible to prove that even the smallest of steps will take the process toward greater success. Each organization has some low-hanging fruit. A good leader motivates their organization by encouraging their employees to also pay attention to these elements. Furthermore, it is essential that those involved understand that change management is not project management. Instead, managing the change of operational methods and values is the crucial part. There has to be a vision for how the whole team can move in a better direction than its competitors, and faster, since we are never playing alone.

Which came first: change readiness or agility?

Let us go back to the pandemic. It is a crisis comparable to war, which highlights the organizations' strategic readiness for change. Every fundamental change pushed through in changing circumstances also requires the organization to be agile. This is similar to the problem with the chicken and the egg. When providing coaching on business management, which should be promoted first: change readiness or agility?

– It is true that reacting to an acute crisis requires an organization to be agile. Simply dismantling and analyzing the needs for change helps to build the playbook of change. We come to realize that it is not about the chicken or the egg thematic anymore. It is about continuous adaptability. The leaders of future success stories have already shifted their gaze to the next discontinuity point in the future, after the COVID-19 pandemic. It could be a disruption in the delivery chain, an ash cloud, an acute currency crisis. I dare say that a discontinuity such as the ongoing pandemic was a blessing in disguise for the many, even arrogant western organizations that keep rolling onwards on their tracks like trains. In developing countries, these sorts of discontinuities are part of everyday life. This is why companies

in the western world with established market positions will face increasing competition from growth companies in developing countries. They are used to discontinuities, and agile movements to them are a strong, global competitive advantage.

Nothing is as important as diversity. And that is not particularly important either.

Diversity in company management has usually been considered a driving force, especially when it comes to innovation. However, in recent studies, the diversity of senior management was only rated the 10th most effective factor impacting an organization's approach to innovation. Does this mean that diversity is not that important after all?

– Investing in staff competence and staying up to speed outside their current expertise is an even more important driver of innovation. But here is how I would encapsulate the critical demand for diversity in an organization: inspiring role models are more important for an organization than any goals listed in its vision or values.

And in this last sentence, Pekka Mattila has also encapsulated himself. ●



Sustainable Success

Seval Kablo has developed rapidly from a small business to one of the key suppliers of high-quality copper products. In 2020, Seval Kablo celebrated its 40th anniversary. “We are proud of our history and what we are today, but even more proud of what we can become”, says **Mr. Ahmet Turgut**, General Manager at Seval Kablo.



Please tell the readers a bit about your company's background and its business.

Seval Kablo was established in 1980 at a 300m² facility. Today, we have six integrated factories with a combined area of 70.000 m², producing around 42 tonnes of copper and 75 tonnes of PVC granule per year.

We produce a wide range of low and medium voltage cables, and offer more than 100 product types to local and international markets. Since 2014, we've been the export leader in our sector.

Our strength is our human resources and unity: the company is managed by a family, but all of our employees are also considered to be members of the Seval Kablo family.

Looking from your viewpoint, what do you think the market for copper products looks like?

It is impossible not to see the record rise in the value of LME copper. According to analysts, prices could rise even higher over the coming years due to increasing demand, especially in the manufacturing sector.

The growing demand for renewable energy will increase the demand for copper products. As a recyclable and highly conductive metal, copper is indispensable for green energy, and will become ever more valuable every day.

What is your position like in the European and the global markets?

Seval Kablo is a market driver not only in Turkey but also in global markets. We export our products to around 90 countries around the world. Our main export area is Europe.

Our manufacturing systems are established according to international standards – for which we hold more than 10 certificates. This allows us to provide high quality products and services to our customers, develop new products, and contribute to the economy of our country. All of these are driving us up in the European and global markets.

How do you see your business to develop in the future?

It is important to improve and harmonize our production practices, try to avoid waste regarding resources and raw materials, and benefit from the company's expertise. We are, at the moment, building a new production facility, which will be Turkey's largest integrated area and possibly one of the largest in Europe. During the construction, we have the opportunity to create everything from the ground up as ecologically as possible.

With the future being ever more electrified and digitalized, high-quality cables will be the core backbone of the world's energy and telecommunication infrastructures. Seval Kablo's high-performance products meet not only today's but also tomorrow's needs.

What were the most important criteria impacting the decision to buy the UPCAST line?

The system produces quality rods and allows easy operation through an advanced control system. It also seemed easy to customize according to our own requirements. The most important advantage of the UPCAST system for us was to provide standardization, which is a necessity in our industry.

The line also provides shorter lead times, environmentally friendly production and lower costs. In addition, UPCAST's after sales services are responsive, fast and well-informed about the technical details, and lead times for supplying spare parts are perfect.

Has cooperation with UPCAST met your needs?

We have been using our UPCAST line since the beginning of 2020 and, to date, we are completely satisfied. Before the actual acquisition, our Tech Team created a simulation based on experimental factors, using the values submitted by UPCAST. After going into mass production, we observed that all of the values matched our outputs, and, as a result, we bought the second line.

With the future being ever more electrified and digitalized, high-quality cables will be the core backbone of the world's energy and telecommunication infrastructures.





The Seval Kablo Tech Team attended UPCAST's training program in Finland in 2018. Any feedback about the training?

The upward continuous casting was a new method for our team, and it was crucial to receive detailed training in order to face less problems while performing the trials. The training program helped our team a lot.

Education and training are very important for Seval Kablo. Our company is a pillar of strength for any employee willing to educate themselves. We have a special protocol – or even partnership – with a university in our region, which launched a department providing education specifically for cable production. This department is sponsored by us, and it ensures the availability of more educated and qualified operators, helping us generate more employment and benefits for our own company, our industry and our country. ●

UPCAST® Upgrades benefit customers in various ways

UPCAST OY carries out continuous development work. Thanks to the various upgrades, the UPCAST® products will remain up to date for decades

The UPCAST® continuous casting lines are of modular construction and, thus, upgradeable to meet the requirements of modern technology. The production demands vary based on new products or larger capacity requirements and with the upgrades it is possible to answer these needs. The most common upgrades are those related to the automation. – For example, the upgrades of the servo motors, which keep the casting process running, are our standard products. Technology ages as automation develops and there are no longer compatible parts available, but, luckily, the servo system can be updated to a new and modern system, Senior Sales Manager **Tuomas Rajaviita** says.

There is also the newest technology available for the steering of the casting lines. – Old computers will not live forever. At offices we update our computers on a regular basis, and the same should also be done with the control PCs running the monitoring system.

Energy efficiency and savings with upgrades

One remarkable renewal for the line is the inductor upgrade where the old single loop inductor is replaced by an efficient and modern double loop inductor.

– With the inductor upgrade, the furnace becomes more efficient, energy friendly and remarkably longer lasting. The production costs of the customer will decrease, since the electricity consumption is smaller and the time between the required maintenance becomes longer.

UPCAST Oy has already for quite some time supplied a new PreCast shape furnace lining, of which the installation time is remarkably shorter. In comparison with bricklaying, we are talking about weeks. It is a great difference for the customer when we think about closing the production for several weeks, whereas the PreCast lining can be carried out within less than a week.

To ease the charging of the copper cathodes, the company has developed a new type of suction plate. In the past, the cathodes were lifted with a traditional suction cup and, in case there was an unevenness or holes on the cathode, the grip was sometimes not tight enough to hold its weight.

– The new suction plate that we have developed will stick to and hold almost anything and, thus, it can also lift cathodes of a somewhat worse quality.

There are customers in the world who are still casting with UPCAST® lines supplied in the 1980's and are still running thanks to

With the inductor upgrade, the furnace becomes more efficient, energy friendly and remarkably longer lasting.

upgrades over the years. In addition to savings, the upgrades increase the convenience and safety of the operation.

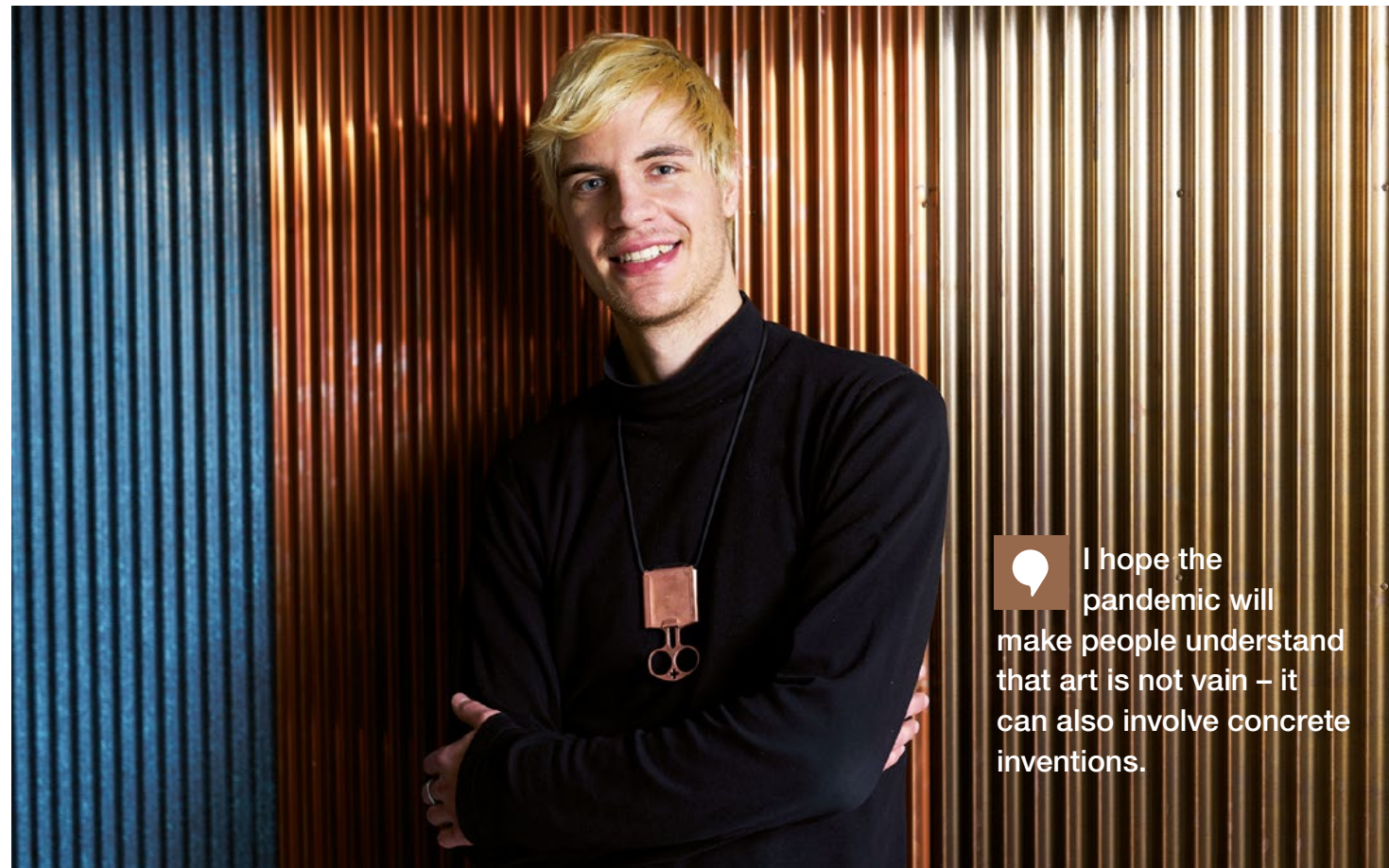
– We are continuously improving and developing the products and the process and searching for new components to replace the ones that are no longer available. We also need to carefully follow the safety requirements and regulations and take any changes into account in our development work, Rajaviita says. ●



Tuomas Rajaviita
Senior Sales Manager

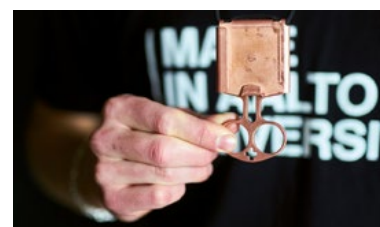


In addition to savings, the upgrades increase the convenience and safety of the operation.



I hope the pandemic will make people understand that art is not vain – it can also involve concrete inventions.

The perfect union of innovative design and antimicrobial copper



New situations require new solutions. Inspired by COVID-19, sculptor **Erwin Laiho** designed Space Key – an antimicrobial copper key that makes it possible to open doors and press buttons without touching them with your hands.



Space Key is made of 99.95 percent (Cu-OF) copper in Finland. The antimicrobial key disinfects itself.

Fail fast, succeed sooner, reads Erwin Laiho's email signature. He explains that it is a startup mindset – the sooner you fail, the quicker you can reach the desired end result.

– You shouldn't sit on your ideas; you should put them to the test. In my work, I've emphasized to my students that if their plan relies on a particular mechanism, they should also make sure that it works. Testing ideas in practice is a massive prerequisite for the end product corresponding to their imagination, Laiho says.

The sculptor, who works as a laboratory technician at Aalto University Design Factory, follows his own teachings in his own life. When he came up with the idea for a piece of personal protective equipment that would help users avoid touching dirty surfaces, he quickly set to work. Dozens of prototypes were required before the design and properties came together just right in prototype number 44.

– I tested many designs, and the changes I made were pretty small. You can sense them even if you can't see them. I wanted the key to be good in every way. In my art, I've long been using Apple devices – emptying out the cases and using the aluminum for various objects – and you can see on the inside that everything has been carefully and meticulously thought out. Although a normal user can't see inside the product, I firmly want to believe that it affects what the product feels like.

Let's not avoid microbes – let's destroy them

At the start of the COVID-19 pandemic, Aalto University asked its employees to make use of their knowhow to prevent the spread of the virus. Laiho got the idea for Space Key from the

Wuhan Hook lighter, which has an Allen key taped to its side. It was developed in Wuhan, the initial outbreak point of the pandemic. – The Wuhan Hook key is sanitized with the lighter after use. The original idea was to not avoid germs but destroy them. At first I thought that I could design a better piece of metal that could be taped to the side of a lighter, but then I thought of antimicrobial copper, which doesn't require cleaning.

The Space Key touch guard would have come in handy even without COVID-19, considering we are living in a world permeated by microbes. Some bacteria, viruses and fungi that cause diseases can live on surfaces for days or even months. Elevator buttons, ATMs and toilet seats – they can all be handled in a hygienic manner with Space Key. After use, Space Key is slipped back inside its copper case, which isolates the microbes and prevents their spread.

On copper surfaces, viruses and microbes are fully destroyed within a time that varies from minutes to a few hours.

The shape is influenced by Costa Rican nature

Laiho, who grew up in Finland, studied sculpting at the University of Florida. He attended high school at the United World College of Costa Rica. The shape of Space Key is influenced by Costa Rican nature.

– Costa Rican nature has given me a much wider imagination than Finnish nature, and the inspiration I take from nature may also take a wide variety of forms. I thought about how I could apply it to Space Key's shape. I wanted to make it graceful, with uniform lines, even though it has the strict dimensions required for door handles and locks.

Laiho is impressed how the pandemic has pushed many companies to focus their resources in new ways and invest in innovations. Art may also take new shapes as the world changes. – The pandemic has also forced creative people to think about their priorities. My generation's art sometimes resorts to cynicism and irony – instead of taking things seriously, it plays with them. I hope the pandemic will make people understand that art is not vain – it can also involve concrete inventions. •

Space Key touch guards are available for purchase from Laiho's company at iore.fi and Aalto University Shop at shop.aalto.fi.





Kari Peltomäki (left) and Pasi Kukasmäki take care of the stock at UPCAST.

The critical phase between the sales and the customer

We maintain quite a large inventory that includes many critical parts, which need to be in stock in case of an urgent need by a customer.

Pasi Kukasmäki and **Kari Peltomäki** make certain that customers receive the correct products at the right time from the UPCAST warehouse

UPCAST warehouse is an important link in the chain, which starts from the sales and ends at the delivery of the goods to the customer. By optimizing the storing, the delivery times of spare parts and consumables can be shortened. The stock offers a quick relief to customers who need, e.g., parts and components when their casting line is fully up operating and running.

– We maintain quite a large inventory that includes many critical parts, which need to be in stock in case of an urgent need by a customer. This way we can assure that the operation of the customer’s line will continue on uninterrupted. If we receive an order in the morning, we can normally ship the goods the same day and, thus, minimize any possible damage to the customer. Reliable deliveries and high quality are our competitive advantages, Pasi and Kari say.

One of the stock routines, in addition to packing and shipping, is the careful checking of the goods before they are sent out to the customers.

One of the stock routines, in addition to packing and shipping, is the careful checking of the goods before they are sent out to the customers. Also, all the goods in transit are checked and in case of any defects the feedback will be sent to the supplier.

Experience and training

Pasi has been at his job since 2002 – first as a subcontractor and later as an employee of UPCAST OY. The experience gained from working for close to 20 years means that all the tasks can be automatically carried out from memory.

– The long experience supports the in-depth knowledge of the inventory and the products. It also benefits the working with the subcontractors, Pasi says.

Kari started at UPCAST five years ago after finishing his 2-year education for a professional degree in storage work.



The stock offers a quick relief to customers who need, e.g., parts and components when their casting line is fully up operating and running.

– Due to health issues, I needed to change my profession and retrain myself. I completed my thesis report for UPCAST and Pasi was my tutor. During those two years, I became well acquainted with the company and the personnel, Kari tells.

Before the change of the profession Kari worked in the same Copper Industrial area for various companies in different positions; he has worked in three shifts cutting copper in a rolling process, as well in the loading and shipping department of a logistics company.

Strong loop

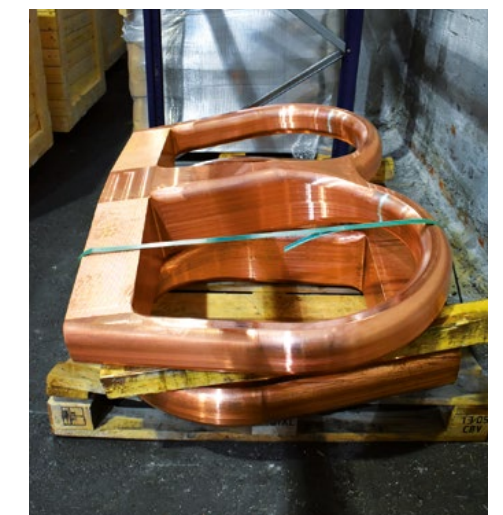
Pasi and Kari work very closely together and are often each other’s only contacts during the workdays. Over the years they have also shared many personal things in addition to the work-related topics.

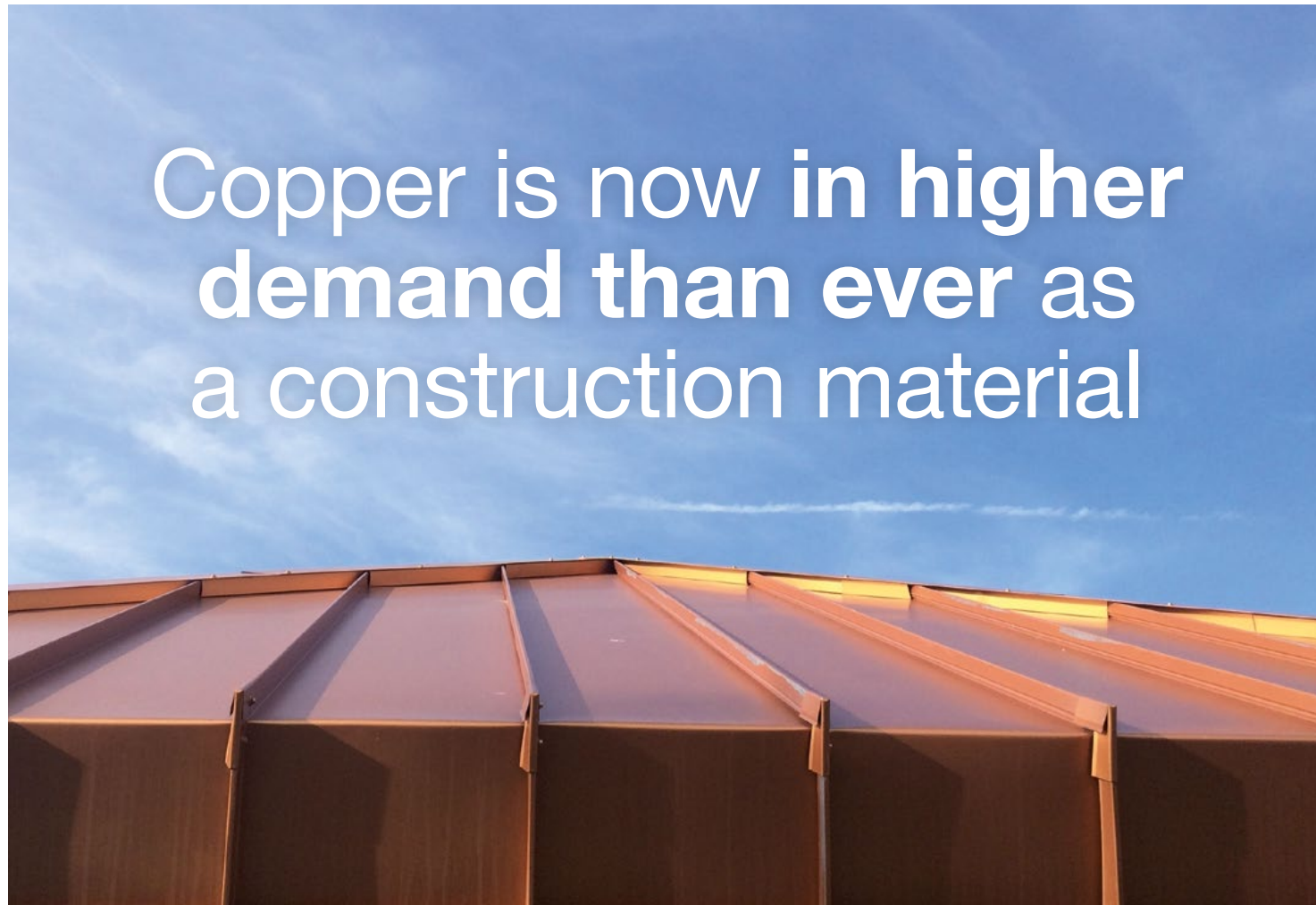
– We both have grandchildren, so we often discuss them since we both spend a lot of time with our grandchildren. The warehouse is the daycare center of UPCAST’s granddads, Pasi and Kari say laughing.

The exceptional pandemic over the past year and a half has not impacted the warehouse so much. Most of the other employees have been working remotely, but that, of

course, is not possible for the packing and shipping department, but Pasi and Kari have carried out their work in the normal way.

– The cooperation with the sales and other colleagues is also working smoothly and seamlessly remotely, we have always used a lot of e-mails in our communication. We do not meet our customers, but we show our faces to them by handling and sending all the goods with the highest possible quality measures to be able to keep this final loop as strong as possible. ●





Copper is now in higher demand than ever as a construction material

Copper has been used widely as a construction material for centuries thanks to its versatile properties, but its ecological nature is also becoming a more important reason for its use in buildings.

Sustainable construction materials play a key role in the plan for energy-efficient buildings and cities of the future.

Now that we are living in the 2020s, there are very few societal topics or discussions left that are in no way linked to the climate, reduction of emissions or ecological aspects.

Climate change is a global megatrend that is forcing all sectors of society to become more attentive and reassess their own operating methods. This is also evident in the construction industry. Construction materials and products that are as sustainable as possible play a key role in the plans for energy-efficient buildings and cities of the future.

Modern construction typically applies life cycle thinking, which takes into account the building's environmental impacts, covering everything from the manufacturing of the construction materials to their recyclability and possible further use.



Copper is used for innovative solutions in construction

Copper has traditionally been used as a roofing material in particular, and it can even last for hundreds of years when used for this purpose. Copper roofs can withstand a wide range of conditions, and their beautiful patina also means that they age in style visually.

One interesting example of a slightly different construction innovation that utilizes the properties of copper is SammalNauha® from the Finnish company RoofTech. Intended for felt and brick roofs, SammalNauha extends the roof's service life by mitigating the growth of mosses and lichens. SammalNauha, which is installed on the roof ridge, releases copper ions into rainwater, which makes the sides of the roof and the rainwater system an unfavorable growth environment for mosses. ●

The road to greener and smarter cities is paved with copper

Copper is one of the most traditional construction materials in the history of architecture, but it is still a very relevant and sought-after construction material, specifically from an environmental perspective. The European Copper Institute (ECI), an international organization that represents copper producers, states the following on its website, paraphrasing an old proverb: – The road to greener and smarter cities is paved with copper.

The idea is based on copper's very high recyclability in particular. The almost eternal circulation of copper provides significant environmental benefits to society and makes copper a decisive element with regard to functional circular economy.

As a roofing material copper can last for hundreds of years.

Copper is also often relatively affordable in terms of its life cycle costs, even if the initial investment makes it more expensive compared to another material.

– Copper will play a crucial role in providing the smart infrastructure EU needs for a greener and cleaner future, the ECI states.



SammalNauha

Material: Copper

Operating principle: Copper ions dissolve from the strip into rainwater

Dimensions: Width 150 mm / 300 mm / 32 mm, length 5 m

Weight: 1.8 kg/roll, 3.6 kg/roll

Installation: Attached along the roof ridge with the strip's own tape. The top edge is placed under the ridge cap/tiles if the product is installed on the sides of the roof.

Intelligent automation for the benefit of the end-customer

SKAKO Vibration specializes in vibratory solutions that activate, transport and separate bulk solids. Their technology plays a vital part in the UPCAST production line, making the use of recycled copper safer, easier and cost-efficient.



It all started with a phone call. The UPCAST technical team wanted to find out if SKAKO could provide them with an efficient solution for conveying recycled copper into two different furnaces from just one feeder.

– We knew that we already had the equipment to handle diverse raw and recycled metals. However, the greatest challenge here was to find a way that would enable the use of variable-sized recycled copper without additional sizing and cutting, says **Stefan Spång**, Sales Manager at SKAKO Vibration.

After the initial phone call and a few meetings, it became clear that SKAKO had what it takes to create the perfect solution for UPCAST's needs.


– From that point on, we began to design the automation system together, says Mr. Spång.

Vibrant collaboration

The automated feeding system includes two main components from SKAKO: a TILDE Lift Tipper lifts the copper container 6 meters up from the bottom floor and empties it into a FVE storage feeder, which then delivers the material into the furnace or furnaces. All of the intelligent units communicate with each other.

– Simply put, the furnace will ask the feeder for more material when it needs it, and the lift will only empty the container into the feeder if there is room for it.

Since the first cooperative engineering project – including such special features as a rotating turntable and a motorized feeder moving between different positions – SKAKO has cemented its position as a provider of demanding, automated material handling solutions for UPCAST's production lines.

 All of the intelligent units communicate with each other.

– Combining UPCAST's special expertise with our knowledge of material handling benefits the end customer in various ways. Besides being able to use recycled and, thus, lower-priced copper, the automated features will provide safety and security, and keep the design of the factory nice and clean, says Mr. Spång. ●



Stefan Spång, Sales Manager at SKAKO Vibration.

Our exhibitions in 2022

As already written in many articles, also in this magazine, the 2020–2021 brought us very exceptional times. The global pandemic has affected companies in many ways and one big difference in comparison to the past years is the fact that there have not been any events. All the planned exhibitions and seminars were first postponed from 2020 to 2021 and then many of them again to the following year.



For UPCAST OY the major exhibition is the wire & Tube Düsseldorf, which now will take place in May 9–13, 2022. We so much look forward to being at the show and meeting our customers and partners from all over the world.
Hope to see you there!



Last but not least one event we ourselves had to move and that is the UPCAST® User Meeting, which we hoped to arrange in 2021. We will let our customers know in the beginning of 2022 where and when exactly in the autumn time the meeting will take place. These events have always been very successful and very much liked by the participants, not only because of the seminars and the presentations given by the good speakers – and we are especially grateful to all our guest speakers who always bring interesting topics and views for the audience – but mainly because of our customers themselves who with their presence, enthusiasm, questions and feedback make these events worth arranging time after time.

Details for the 2022 meeting left to be seen...

 | **UPCAST®**
first in upcasting

UCT | UPCAST®

first in upcasting

UPCAST OY PORI FINLAND
www.upcast.com



Upward casting since 1968