

# COMPETENCE



2022:

VEISTO OY

RANGING FROM SMALL TO LARGE TO XXL



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# THE PERFECT MATCH

Veisto Oy and BURKHARDT+WEBER have been working hand in hand for over 25 years – 25 years in which many things have changed and technically progressed – one thing that remained is the good partnership between both companies, namely a “perfect match”.

Michael Wiedmaier, Head of Competence Center Sales at BW feels almost at home when he travels to Mäntyhärju. Not surprising, since it’s already his umpteenth journey up to the far north. He does not keep records of it, being assisting to Veisto 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 Finnish vocabulary which is truly not an easy language. The visits are continually accompanied by the energetic support of the BW representative for Finland, Mr. Tapani Laaksonen. A successful team right from the start.



MARKKU RAUTIO, Managing Director of Veisto Oy and MICHAEL WIEDMAIER, Head of Competence Center Sales at BW.

Veisto has withstood the Corona period well, as demand for woodworking machinery increased during the pandemic, reports Markku Rautio, CEO and Managing Director at Veisto. Further, they also took the opportunity to expand their manufacturing site in the placid community of Mäntyhärju. Meanwhile the company has an impressive production and assembly area of 15,000 m<sup>2</sup> to meet the high demands. Products from Veisto Oy are branded under HewSaw and are supplied to the domestic market as well as to Australia, Russia, USA, Canada, and European countries. Even in Germany, Veisto was able to establish their position successfully despite competitors from southern Germany. “The modern, high-precision machining centres from BW have also had their share in this,” reckons Wiedmaier.

Returning from this journey, he brings along an order for two small machines from the MCC-series in his luggage. With this, Veisto now completes the entire range of machining centres from BW. Markku Rautio relates the growing demand for small machines to the increasing vertical range of manufacture, “with such a high vertical range of manufacture we are able to drive the quality of our products towards perfection and are less dependent on supplier components.” In this context he specifically points out the delivery times and current production bottlenecks on the market.

The two MCC 800A machines will be operated to machine various components such as the characteristic milling heads from Veisto 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 woodworking machines can be completely finished in fewer set-ups. Meanwhile, Veisto 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, the BW machine portfolio at Veisto has remarkably grown to 8 machining centres, includ-

ing a MCX 1400 with extended automation and integrated 5-axis capability and an added C-axis. The Managing Director of Veisto is proud to own the smallest and largest BW-machine in Finland, and he confirms with Michael Wiedmaier if they are still the only one to have the largest BW machine in Finland. When BW presented the new MCC 630 series at the EMO in Hanover in 2017, Markku Rautio was one of the first to purchase the succeeding model to the MC 60. As a result, we can affirm that BW literally has a showroom at Veisto in Finland. An additional workshop was built especially for the MCT 800 and MCX 900HVC which were recently commissioned. Thus, the complete set-up is in a perfect condition.

Long operating times are a requirement for the machines and are a criterion why Veisto always chooses the Swabian Mechanical Engineering experts from Reutlingen, states Markku Rautio. Further important criteria such as high performance, flexible expansion options and the innovative energy of the Swabians are important factors when selecting new machines – after all, always aiming to keep up with latest technology.

Seeing that the competent BW service gives a final touch by reacting quickly, directly, and proactively. And should



Multitasking machining of characteristic milling heads on a MCT 800

further assistance be needed, it's completed by the Production Manager, Jari Hirvonen who has a maximum interest ensuring that the machines run with 100% technical availability. Opportunities for retrofitting of new features are also taken to keep the machinery up to date. Veisto trusts in the reliable manufacturer's service for decades and regularly have their machines maintained by the experts from Reutlingen.

"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 Rautio. "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", adds Rautio.

Wiedmaier believes that the formula for success and good cooperation underlies following secret: "Same company size, same philosophy – having 220 employees on board many processes in both companies are



Machining of general frame parts & driving components on a MCX 900HVC

similar. Long-term loyalty in both companies make communication easier because people know each other." They exchange experiences on the latest topics in the global market environment, considering that as machine manufacturer the challenges with customers or suppliers are quite similar.

Veisto does not only praise BW – they are also highly satisfied with the ROMI machines supplied by BW's parent company. Meanwhile, Veisto has already integrated the second ROMI DCM 620 5x into their production. This has additionally been completed with a robotic automation to produce high-alloy steel cutting tools for the milling heads in a 24/7 operation.

The two ROMI machines were sold by Michael Wiedmayer and clearly prove the successful and transparent integration of BW into Indústrias ROMI. This was another



The whole range of BW-competencies is present at Veisto Oy – not only 4- but also 5-axis machines, ranging from pallet size 630 to the real big machines like a MCX 1400 with 2,000 mm pallet size.

project where Tapani Laaksonen was involved in initiating the business deal.

And next steps for the upcoming 25 years of successful company history are launched announces Markku Rautio, the foundations for further production halls and thus further BW-machines are currently being laid. Markku and Michael have a positive mindset about this. We are looking forward to seeing the "Story of Success" to be continued.

## VEISTO OY

*Veisto Oy is a family-owned manufacturer of HewSaw primary breakdown lines in the small town of Mäntyharju in the heart of Finland's Lake District. The company's reputation as the manufacturer of the world's best sawing machines and sawlines has spread far from Mäntyharju and today, approximately 80 per cent of the company's products are exported from Finland. In addition to the domestic Finland market, other major markets for the company's equipment include Sweden, the Baltic countries, Canada and the USA, Russia, Central Europe and the plantation forests of the southern hemisphere including Australia, New Zealand, South Africa and South America.*

*The founding family of Veisto Oy and HewSaw have deep roots in the sawmill industry, bringing extended knowledge about wood processing to the customers. Company's long history gives the background to succeed and utilising today's modern technology keeps the company at the forefront of the business.*

HewSaw 

Publisher

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