

Xylem and its WEDECO Ozone Systems are present in many countries producing pulp and paper. 16 out of the top 20 biggest pulp and paper companies worldwide are using ozone systems for pulp bleaching. We have systems in operation in Brazil, Japan, Finland, Portugal, Germany, Austria, Spain, Slovakia... and India.

**How is the experience of your customers with your system?**

Contrary to competition, our market approach is not "sell & forget", but to build long-term relationships with our customers. As an example, FIBRIA Jacarei in Brazil selected WEDECO ozone systems in 2002 which was producing ozone in parallel with another system sold and operated by competition since 1996. In the beginning of 2011, FIBRIA asked us to replace the ozone plant from competition but also to expand our production capacity to 18 tons per day ozone. Such an example illustrates the confidence of our customers in our system and our service. Based on our existing references in Europe, Latin America, ... and India, our customers are very often our strongest sale agent promoting efficiency of our products and services.

**Please tell us on your activities in India.**

**India is an important market for us and for ozone. To approach the Indian market, the use of well established and respected local partners is mandatory. Since many years, we have a strong relation with our local representative OTSIL, which is promoting, selling and operating ozone systems in India. As a concrete result, the sale of the first Indian reference located in Bhadrachalam (ITC) in 2007 is a big success.**

**How do you find the prospects of your system in India?**

Finding prospects is a result of good networking with key players (equipment suppliers, Pulp and Paper companies) to collect information from the ground. Timing is also very important to avoid arriving too late in the decision making

process. Therefore, a good coordination with our partner OTSIL is fundamental to detect opportunities, check and classify valuable information and to finally define together the corresponding action plan.

**You have been participating in PAPEREX since many years; how is your experience?**

Paperex is one of my favourite conference/exhibitions in the world. Why? You can feel here the change and the move of the Indian market in that crucial period. From technical presentations at the conference to face to face discussions. People I met at Paperex are always curious, enthusiastic and open-minded. I will never forget during Paperex 2007 people making a queue in front of our booth to discuss ozone, and how it can be used in their own process.

From a general perspective, I strongly believe that Indian Pulp and Paper Industry will play in "Champion league" in the near future i.e. joining the VIP club of "heavy weight" pulp and paper countries.



**North & Western India:**

Vijay Singhal  
A-30.Upkar Apartment  
Mayur Vihar Phase -I  
Delhi - 110 091,  
India  
Phone : +91 11 2271 5075  
Fax : +91 11 2271 5098  
email : vijay@eintec.in

**South & Eastern India:**

L.S.Meyappan  
GF#17, Sreevatsa Square,  
7/31-A.Mettupalayam Road,  
Thudiyalur Post,  
Coimbatore - 641 034, India  
Phone : +91 422 264 5815  
Fax : +91 422 264 5814  
email : meyappan@eintec.in



**ROLL MANUFACTURING AND MACHINING**

- Supply of suction roll shells and complete suction rolls
- Design and manufacturing of guide rolls, press rolls, size press and coater backing rolls

**ROLL SURFACE RECONDITIONING**

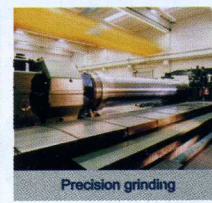
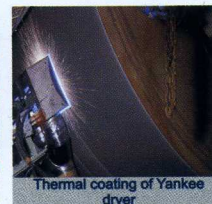
- High precision grinding
- Grinding on site of Yankee cylinders, can dryers, Pope drums and rewinder backing rolls

**ROLL SURFACE RENEWAL**

- Polymer coverings
- Supercalender bowls refilling
- Thermal coatings
- Thermal coatings on-site of Yankee cylinders, can dryers, Pope drums and rewinder backing rolls

**TROUBLESHOOTING AND DIAGNOSTIC SERVICES**

- Vibration analysis
- Thickness measurement of Yankee dryer and Laser measurements
- Non destructive testing



RIF S.p.A. - RIF ROLL COVER S.r.l.  
Via Adriatica 119 - 33030 Basaldella (Udine) ITALY

Tel : ++39 0432 563711 Fax : ++39 0432 561600  
Email : rifspa@rifspa.it Website : www.rifspa.it Skype: rifspa