Our Services for the Pulp and Paper Industry

Tailor-made and Turnkey

MAN Ferrostaal develops and implements projects for the pulp and paper industry worldwide.

We provide our clients with customised solutions using the most innovative technologies and products, independent of specific processes and manufacturers.

Customers, investors and lenders benefit from the wide range of services we provide to build pulp and paper mills as the general contractor.
Project development, definition and structuring

Multinational project financing

Project management

Engineering

Procurement

Construction

Commissioning and start-up

Product marketing (Offtake)
Industrial projects such as pulp mills require the involvement of a large number of participants who join forces to plan, finance, implement and successfully operate the investment.

MAN Ferrostaal brings all partners together. Based upon our knowledge of the pulp and paper market, the important players, and our global network we can identify and integrate the partners needed to lead a project to success.

Project development activities take a key role in our services. Starting with a thorough analysis of our customers' requirements, the availability of resources, the market potential of envisaged products and the technical options available we develop customised project concepts.

We prepare comprehensive feasibility and project definition studies, including detailed cost and revenue estimates and financial analysis that support our clients in securing project funding.

Sustainability is an important aspect of the projects we develop. MAN Ferrostaal traditionally has a strong position in regions which lend themselves to certified forestry.
Investment costs for new projects can easily reach hundreds of millions of EURO. Financing therefore requires the pooling of various funding sources.

Our cooperation with banks and export credit agencies in combination with our global network allows us to create financing packages from several countries. Our customers therefore have many different options to source equipment and services.

With an annual financing volume of 1 billion Euro and a track record of 5,000 financed projects we are well equipped to develop creative and well structured financing models for our partners in the pulp and paper industry – and thus reducing balance sheet impacts for our customers.
Integrated Solutions for Complex Tasks
From Fibre to Paper

Mills designed and constructed utilise the diverse range of materials that are available throughout the world:

Hardwood
- Aspen, beech, birch, poplar
- Acacia, eucalyptus (from plantations)

Softwood
- Fir, pine, redwood, spruce, hemlock

Non-wood fibre
- Bagasse, bamboo, straw

Secondary (recycled) fibre

Competent in state-of-the-art technology pulping processes – the following pulping technologies are applied:

Mechanical pulping
- Refiner mechanical pulping
- Thermo mechanical pulping

Semi chemical pulping
- Chemi thermo mechanical pulping
- Chemi mechanical pulping

Chemical pulping
- Kraft pulping
- Recycle paper deinking
Our expertise covers all grades that are being produced today:

- Newsprint paper
- Fine paper
- Tissue
- Packaging and board

We maintain a special focus on the complex and rapidly evolving environmental requirements in the pulp and paper industry covering effluent treatment, emission control and solid waste management.
Supplies and Services from a Single Source
The EPC Approach

MAN Ferrostaal has successfully implemented a large number of turnkey projects and has thereby acquired a capability that has set the standard in the contracting industry.

Dedicated project management – represented by 75 years of experience from projects worldwide. Due to our flexible, well established international organisation with active local networks, we are able to react in a proficient and flexible manner to the requirements of complex projects.

We offer our customers cost efficient turnkey solutions and the complete portfolio of an EPC contractor. These services cover the whole life cycle of an industrial plant.

Our integrated turnkey approach presents a proven tool to limit project risks and investment cost to owners, investors and lenders who search for efficient capital investments. All of this enables the owner to focus on his core business.

We do so by:

- Securing a fixed lump sum price for project implementation, combined with qualified performance and schedule guarantees
- Reducing to a desirable level, but without giving up control, the owner’s involvement and the associated cost of project administration, engineering and management
- Coordinating and controlling a multiplicity of suppliers and service providers
- Allowing efficient communication and decision making through a single interface between owner and contractor
As a general contractor and on the basis of our distinct project management and engineering services we assume full responsibility – from the basic design of the project, the construction, delivery, assembly to the commissioning and the after-sales service.

Experienced professionals work in key project positions and are entrusted with the respective competences. A proven project and risk management system ensures effective control throughout the project. We implement our projects within schedule, budget and with high quality.

As human resources are our key asset, we continuously improve recruiting strategies, work methods and lifelong learning. This includes a structured qualification of our key personnel through an internationally approved “project management certification” training programme. With the support of our international network we foster an intensive exchange of experience between our project managers.

With the combination of know-how, decades of project experience and proven tools MAN Ferrostaal is a worldwide leading general contractor in plant engineering.
MAN Ferrostaal, a company of the MAN Group, is an international provider of industrial services for the construction of large-scale industrial plants as well as for the machinery and logistics segments. Our company is represented by more than 4,000 employees in 60 countries worldwide, a perfect sales, procurement and logistics network.

Our objectives are tied to the needs and requirements of our customers. Extensive knowledge of global markets and their peculiarities enables us to anticipate changing requirements and react to them quickly and flexibly.

With our highly qualified employees and with 50 years of experience in plant construction, we are well prepared for a constantly changing environment.

The know-how, the competence and internationality of the MAN Group provide customers with the security for demanding tasks and long-term partnerships.
MAN Ferrostaal sales and service organization