


TOSCOTEC GROUP'S SERVICE PROVIDER
S.T.O.R.I. EXPECTED
TO OUTPERFORM
ITS 2017 RECORD
SETTING RESULTS.





S.TO.R.I., owned by the Toscotec Group, specializes in maintenance services for all minor and major rolls used in papermaking and converting machinery of the tissue and paper industry. In 2017, S.TO.R.I. set a record for turnover in its forty-five year history. This positive performance derives from the strategic synergies achieved with Toscotec, who acquired 100% of S.TO.R.I.'s shares in December 2011. In the period from 2012 to 2017, S.TO.R.I. sustained a 30% growth rate and interim results in 2018 have been confirming this trend, leading to expectations that it will outperform last year's achievements.




Since 2012, S.TO.R.I. and Toscotec have deepened their long-standing cooperation. By merging S.TO.R.I.'s specialization in rolls maintenance with Toscotec's engineering capabilities, they accomplished full integration of expertise and higher efficiency in the design and services of roll refurbishing. S.TO.R.I.'s workshop and offices are located inside Toscotec's headquarters, in Marlia (Lucca).

S.TO.R.I.'s professional experience was built over forty-six years, starting from its foundation in 1972, when it started providing maintenance for papermaking and converting machines. S.TO.R.I. focuses on the inspection, repair and overhaul of not only press rolls but all other rolls, such

as forming roll, wire and felt rolls, pope reel drum, and spools. Its mission is to deliver highly specialized services on a continuous basis. The timing becomes important insomuch as customers aim to increase their OEE and reduce maintenance costs.

S.TO.R.I.'s specialists make a precise assessment of the wear conditions of a roll and evaluate its expected performance and risk of failure, so that overhauling can be scheduled efficiently, maximising operation life and minimizing maintenance costs. The majority of S.TO.R.I.'s customers nowadays rely on predictive maintenance. Through regular vibration analyses, S.TO.R.I. estimates the performance trend of a given roll and the possibility of failure. Based on these results, it predicts the period before the next maintenance. This assessment is always a balance of different factors. Drawing on their vast experience, S.TO.R.I.'s specialists



can provide the customer with a number of solutions, factoring in time, quality and cost. Based on the contingent needs of the mill, they apply the best-customized solution at a given moment in time. As a result, S.TO.R.I.'s skilled technicians know the components inside out, including their history, weak points and features, much like a doctor knows his patients.

S.TO.R.I.'s range of highly specialized services include predictive maintenance, preventive maintenance, press roll revision and complete overhauling, dynamic balancing, upgrades and non-destructive examinations (NDE). For press roll overhauling, for instance, the company provides complete service packages, including inspection, repairs and spare parts.

Production capacity exceeds 450 components per year, of which suction press rolls and blind drilled press rolls account for approximately 40%, while the rest is made up of various rolls of tissue, paper and converting machines.

S.TO.R.I.'s client base is twofold. Toscotec-associated business accounts for approximately 20% of turnover and covers Europe, Africa, the Middle East, South America and South-East Asia. Italy-based paper mills and converting companies generate approximately 80% of turnover. Essity, Smurfit Kappa, Lucart, Sofidel, Wepa, Cartiere Carrara, Industrie Cartarie Tronchetti, Industrie Cartarie Pieretti, DS Smith, Renova, The Navigator Company are among its main customers. To this second client base, Stori provides maintenance for equipment supplied by any manufacturer. As a result, S.TO.R.I.'s expertise and experience encompasses a wide range of technical solutions designed throughout the years by all the main suppliers and it equips S.TO.R.I.'s experts with the ability to devise tailor-made upgrades for its customers.



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