



### DI Dr. Kurt Schloffer

- » 4 years Assistant Professor, Technical University, Graz
- » 6 years Departmental Head - R&D
- » 10 years Pulpmill Manager
- » 5 years Technical Director (CEO), meantime 5 years Assistant Supervisory Board Chairman (Cz), 10 months Technical Director (CEO) in the Netherlands



### Ing. Josef Kreuzer

- » 5 years Project Engineer for powerplants
- » 11 years Project Engineer pulp & paper industry
- » 4 years Wood Yard Manager
- » 5 years Technical Director (Investment & maintenance) in pulp & paper industrie
- » Member of Supervisory Board (NL)

We can proudly look back on twenty-five years of continually improving practical experience gained from numerous technical/scientific, technological, and production technology projects.

Specific areas have included human resource management, corporate restructuring and, last but not least, the overall responsibility as a CEO of a leading international paper and pulp producer.

We look forward to offering you our services based on this extensive past experiences as part of the Added Value GmbH.

DI Dr. Kurt Schloffer

Ing. Josef Kreuzer



Management consultation  
and technical office GmbH

#### Contact:

Kellau 152  
5431 Kuchl, Austria

Telephone +43 (0)6244 | 20075  
Telefax +43 (0)6244 | 20075 6  
Mobile +43 (0)664 | 533 0 225

E-Mail office@added-value.at  
Web www.added-value.at



Management consultation  
and technical office GmbH

### Competencies and Consulting Focus in Management Planning

- » Technical and technological development planning
- » Environmental impact assessments and procedures for official certification
- » Continuous improvement processes and cost reduction
- » Financial clearing management (reorganisation, conflict management)
- » Project leadership
- » Due diligence feasibility studies
- » Energy-audit



*The Key to your Success!*

## CLIENTS

International and regional large & medium-scale industry

- » Forestry and saw-mill industries
- » Timber industry
- » Paper and pulp
- » Plant construction industry
- » Chemical industry
- » Ancillary industries
- » Power supply industries
- » Municipality organisations (energy, waste management)

- » Consultation for political functional departments
- » Investment consultancy for banks
- » Insurance consultancy
- » Regional small and medium-sized businesses
- » Advisory service on official certification issues
- » Education:  
Universities and Technical Colleges



## UNIQUE SELLING POINTS

- » **25 years of practical management experience**
- » Knowledge of **International corporate culture**
- » Established **network of expertise**
- » **Industrial-scale project experience** (planning, official certification, subsidies, implementation)
- » Extensive technical, technological and product quality knowledge **Pulp/Paper/Cardboard/Energy**



*The Key to your Success!*



- » Feasibility study Biocel Paskov a.s.
- » Russian-Cooperationproject (Due Diligence) SynGroup
- » Debottle-neck analysis–MONDI Pulpmill (BG)
- » NWTC-“Cash-Manufacturing-Cost-reduction project” (RU)
- » Implementation of an „Integrated Management System (ISO)“ at MONDI Stambolijski (BG) (with CF-Consult)
- » Development of a sales concept for an industrial electronic shiftbook solution (addIT SIEMENS, A)
- » Development concept for future energy supply at MONDI Frohnleiten (A)

## Projects, transacted in charge as Manager in different companies

- » Human resources reorganisation
- » Implementation of an integrated management system (finances - workplace safety - environment - quality - RISK in preparation)
- » The introduction of a target-setting procedure - Cash Manufacturing Costs
- » Development of a step-by-step corporate development plan (€ 250 million)
- » Successful completion of the environmental impact assessment and the relevant legal requirements
- » Licensing procedure for 110-kV net

- » A leading cooperative role in the new strategic corporate reorganisation master plan
- » Financial clearing management in accordance with successful equalisation procedures
- » Industrial-scale development of a closed-circuit, three-stage, MgO bleaching process
- » Logistic concept mother real warehouse

- » Feasibility studies for powerplants
- » Engineering of water powerplants

- » Technological Optimising of a 6800 mm fine-paper machine
- » Development of low-chlorine/chlorine-free bleaching sequences for hardwood and softwood pulps

- » Development of a gas chromatograph flue gas measurement process

## REFERENCE PROJECTS

- » Technical co-ordination of project „barkboiler“ at MONDI Stambolijski (BG)
- » Presentation of reject incineration technology on behalf of ALDAVIA at Georgia Pacific (USA)
- » Feasibility study for woodyard rebuilt and for wood supply logistics at SCA Laakrichen (A)
- » Project „Market study paper & board Europe“ for state government of the department of Salzburg
- » Consultation for a power plant project at Hamburger Dunaujvaros (HU)
- » Strategy workshop community Kuchl (A)

- » Completion of the 1st developmental stage of the business development plan (€ 100 million)
- » Central cooperative role on the new strategic corporate alignment
- » Project Management, financial and organisational clearing management in a Dutch cardboard mill
- » Funding of investment projects (RZB/EIB)
- » Renovation water power plant
- » Energy efficiency program sulphate pulp mill
- » Automized logistic concept wood yard

- » Creation of a step-by-step development plan for an integrated sulphite-cellulose plant
- » Progressive project implementation of the development plan
- » Project management new coater and finishing departement
- » Reorganization wood yard

- » Side management for powerplants
- » Industrial, infrastructural planning (Steel industry)

- » The start-up and optimising of a 30 admtd pilot bleaching plant - Industrial-scale technical development of chlorine-free bleaching sequences
- » Technical Project Manager of the 65 million Euro project “Umbau Bleicherei”