

Paper Mill Selects Control Southern Inc. as Tissue Project Main Instrument Vendor



CHALLENGE

A paper mill was challenged with building and starting up a new tissue machine on a critical deadline and within a fixed budget. To meet these objectives, the mill desired to simplify the engineering and procurement process for the project, while maintaining consistency with existing mill equipment and leveraging new technologies to ensure reliability and high performance of the new tissue machine. Additionally, the mill placed significant emphasis on receiving reliable support from those vendors selected for the project following start-up and commissioning.

SOLUTION

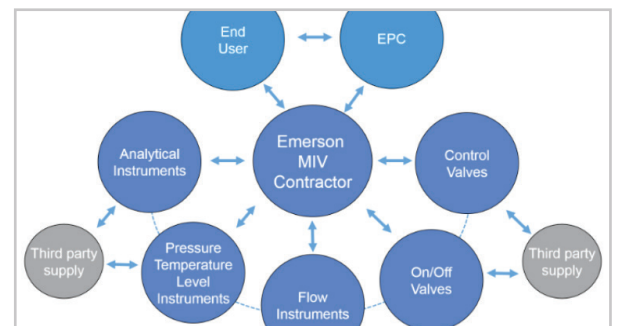
To satisfy these objectives, the mill selected Control Southern as the project Main Instrument Vendor (MIV). In this relationship, Control Southern served as the single point of contact for all engineering and sourcing of the project's valves, instrumentation, and associated start-up services. Additionally, Control Southern tagged and packaged all devices before they were shipped to the project site and provided documentation for future reference by mill operations personnel.

RESULTS

The MIV concept led to a successful project with Control Southern managing over 1,800 devices during the project duration on behalf of the customer. Further, start-up was efficiently executed, leaving the mill positioned for positive results immediately upon commissioning. As an added benefit of efficiency, the MIV strategy allowed the mill and EPC to negotiate and leverage terms and conditions for the full valve and instrument scope with a single MIV partner rather than multiple vendors throughout the project.



Acting as the Main Instrument Vendor, Control Southern can serve as a critical success factor for your project.



Role of a Main Instrument Vendor

CONTROL SOUTHERN

When integrity leads, success follows

