

Olof Sand, CEO Quant, hand over the gift –
done by Quant employees – from Quant to Kunda
Cements Managing Director Meelis Einstein.

Kunda Nordic Cement and Quant Estonia celebrated

Long-Term Cooperation
20 year Partnership



Learning from history and planning for the future, but acting today. These are words that can describe a long Estonian collaboration between Kunda Nordic Cement and Quant. In early October, Kunda Nordic Cement and Quant celebrated a successful 20-year collaboration.

“We have a partnership that has worked very well during both good and tough times,” says Meelis Einstein, who is the Managing Director of Kunda Nordic Cement in Estonia.

Kunda Nordic Cement is located in Kunda, which is a small town (about 3,100 residents) 100 kilometres east of Estonia’s capital, Tallinn. KNC is part of one of the world’s largest manufacturers of building materials, Heidelberg Cement Group which has 59,000 employees at 3,000 locations in 60 countries.

In Kunda, the production of cement and limestone has been an important activity since the end of the 19th century.

Meelis Einstein has worked for KNC since 1983. He started as the foreman for the mechanical department and over the years held a number of different positions in the company. In the past 10 years, he has held ultimate responsibility in his role as the Managing Director of the entire business.

“Much has changed over the years, but I’m still here, he smiles.”

Valuable flexibility

20 years ago, the decision was made to hire a third-party supplier for the internal maintenance of production equipment.

KNC signed a partnership agreement with ABB Kunda Service AB, a contract that Quant has been responsible for since 2014.

“When the first partnership agreement was signed, KNC had a manager from Finland, Tapio Aura, where it’s common to outsource maintenance,” says Meelis Einstein. “It’s not as common elsewhere in Europe.

“For us, it was a successful choice.

The partnership agreement provides us with valuable flexibility. Because the cement industry is cyclical, it means that our need for maintenance resources varies. During the winter months, it’s quieter. Then we take the opportunity to do maintenance on the production equipment so that it works optimally during the summer season when it’s full speed.

“We have a good, flexible collaboration with Quant. When there is a need for more resources, it’s easy to increase capacity and vice versa.”

Strong ties

Rain Pärn, who is responsible for Quant’s operations at KNC, appreciates the collaboration with KNC.

“We have strong ties with KNC, not least considering that many of our 60 employees were previously employed by KNC. In the economic crisis ten years ago, it was natural for us to help each other out.

500,000 tonnes

In 2017, Kunda Nordic Cement produced above 500,000 tonnes of cement and gravel. Production requires heavy industrial equipment such as conveyers, crushers, mills, mixers, pumps, kilns etc, as well as many electrical machines. In total, there are about 2,000 different kinds of machines. Quant is responsible for all maintenance activities in production.

KNC and Quant can look back on a 20-year history of a flexible collaboration. This trust has resulted in the agreement being extended for another five years.

Future challenges

But what challenges does the future hold?

“There are always opportunities to develop the maintenance operations,” says Rain Pärn. It’s also something we’re striving for. But there always has to be a dialogue with the customer about what the best solution is for both parties.

“A key issue for us is also our workers and their continuous development” continues Rain.

“Especially because the production equipment is becoming increasingly technically sophisticated.

“KNC is of course open to new ideas,” emphasises Meelis Einstein, “but we also have to keep an eye on the costs. I think we’ve succeeded well on this point. Maintenance costs per ton of Cement has been decreased in 2017 despite that production volumes has been increased. I’m look forward to a collaboration where we both strive to develop maintenance and optimise costs.”



The gift made by Quant.

“We have a partnership that has worked very well during both good and tough times”



Meelis Einstein and Rain Pärn.

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