

# Global Acquisitions and Mergers: Keeping PI in Focus

## OSI Users Conference 2003

---

*May 12-14, 2003*

*Jamie Andrews*

*Stan Megraw*

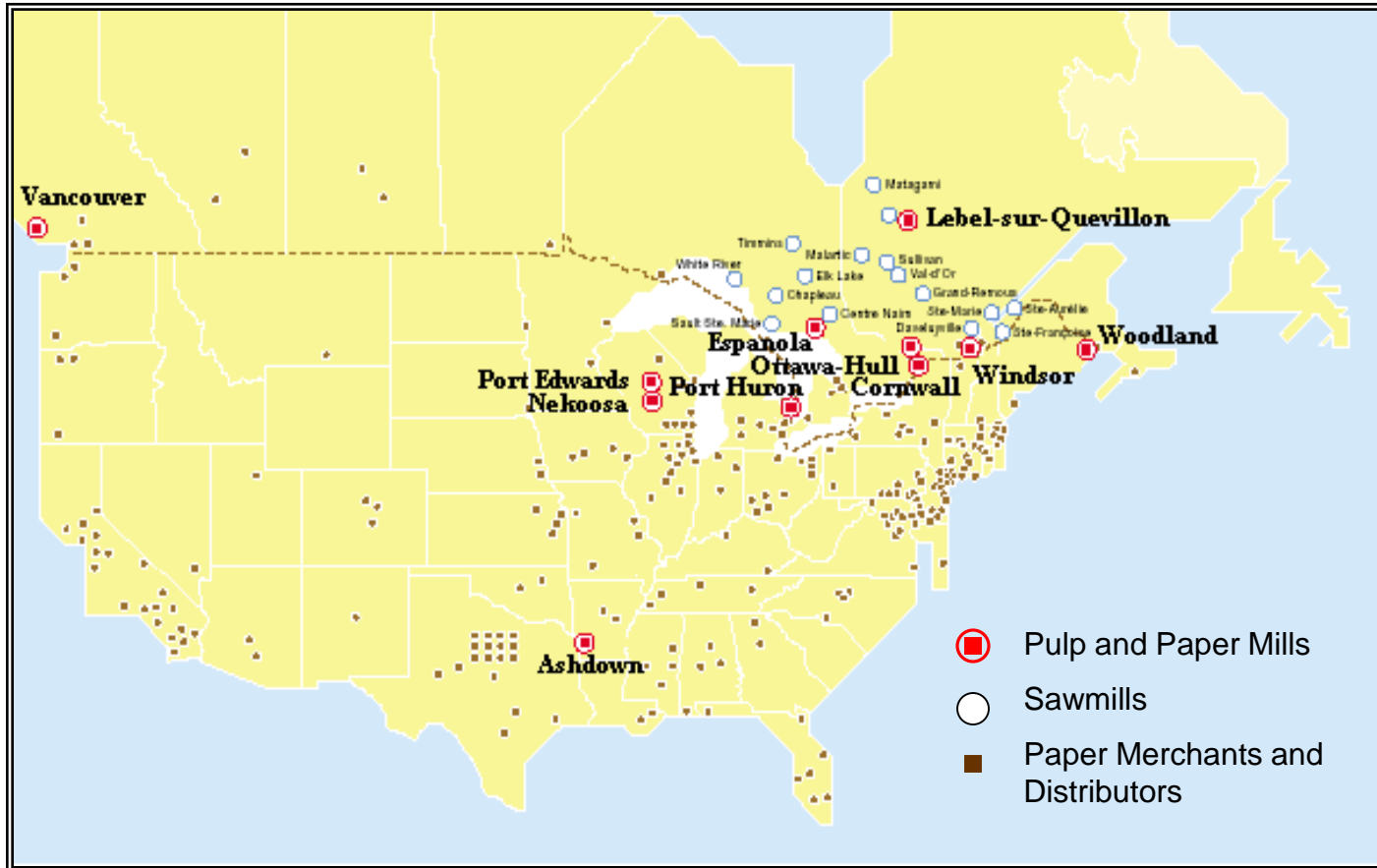


# Outline

---

- Company Background
- PI at Domtar
- Corporate Networking
- PI Users Network
- PI Network Strategy
- Success stories

# Domtar Locations



# Domtar's Business Segments

---

CDN\$5.5 billion



**Wood**  
8%



**Papers**  
65%

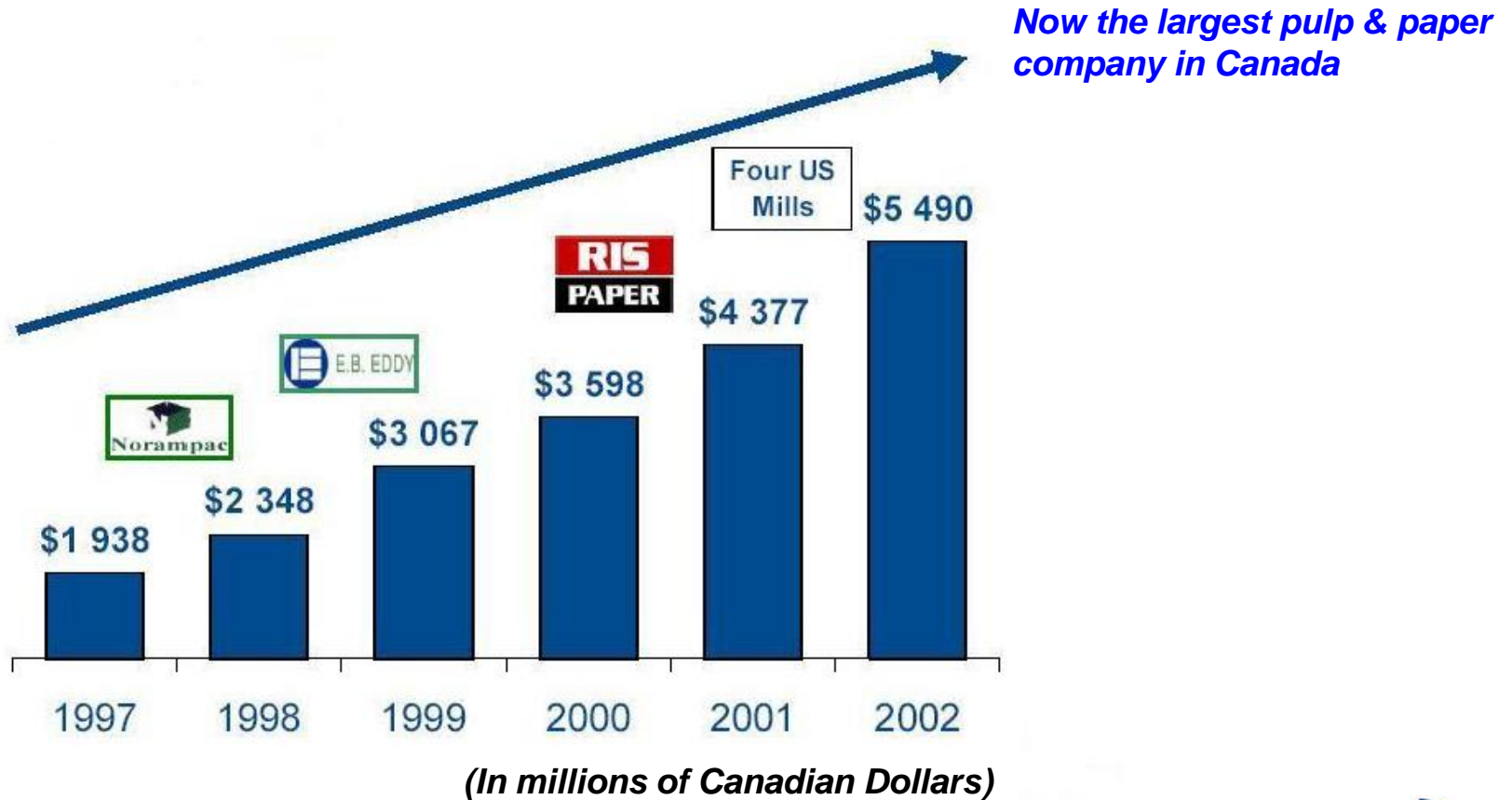


**Paper Merchants**  
16%



**Packaging**  
11%

# Domtar's Growth



Source: Bloomberg, Domtar



# PI at Domtar –Systems

---

- ✦ 9 Mills currently have PI
- ✦ 2 Mills in progress of implementing PI
- ✦ Number of PI systems
  - 10 standard PI systems
  - 2 IT monitor systems
  - 2 development systems
- ✦ Number of tags – 165,000
- ✦ Server products in use include PI-ACE and PI-MDB

# PI at Domtar – Clients

---

- ✦ Number of Clients – Approx. 1500 licenses
- ✦ Client products installed include
  - Process Book
  - Datalink
  - PI-SDK and VB
  - PI-ICE
  - PI-ActiveView
  - PI-Batch
  - PI-SQC
  - PI-Profile

# PI at Domtar – Interfaces

---

- ABB Accuray 1190
- ABB Ulma 2000
- Ulma 3D
- Ulma CNI
- Allen Bradley RSLinx (2)
- Bailey Infi 90 (4)
- Batch File (2)
- Cognex ISYS
- DDE
- Fisher Chip
- Foxboro AP
- Honeywell TDC3000
- HTML
- Modbus Plus PLC
- Moore APACS
- Moore ICI (2)
- MX Roibox
- OPC (3)
- PI to PI
- RDBMS(2)
- Valment DXD
- WonderWare In Touch (2)



# PI at Domtar – Example Applications

---

- ✦ Integrating PI and Proficy for Viewing Cost
  - Producing values reports using data from PI and other sources
- ✦ Real-time Detection of Operational Non-conformance
  - Using PI to ensure ISO conformance
- ✦ Evaporator Simulator
  - To assist in the planning of evaporator boil outs
- ✦ AOX Simulator
  - To predict level of AOX emissions to ensure conformance to environment standards

# PI at Domtar – Applications (cont...)

---

- ✦ Grade change applications (at 2 mills)
  - To decrease waste caused by grade changes
- ✦ Fiber tracking
  - To track pulp types from wood chips to paper
- ✦ Condition Based Maintenance (in progress)
  - To trigger work based on equipment condition
- ✦ Electronic Log Sheets (multiple mills)
  - applications that automatically updates hourly readings from PI tags and manual tests by operators

# Corporate Networking - Objectives

---

- ✦ Share knowledge and best practices
- ✦ Break down silos → “One Domtar”
- ✦ Take advantage of technical excellence in people & processes

# Corporate Networking - Key Areas

---

1. Recovery, Steam & Power
2. Pulping Technologies
3. Papermaking Technologies
4. Variability Reduction
5. Environment
6. Maintenance
7. Sheeting & Finishing
8. **PI Users**

# Why Domtar Promotes Networking

---

Since 1998, Domtar acquired 7 pulp and paper mills. Now have the critical mass, purchasing leverage and technical know-how to:

- promote the exchange of information for expediently resolving problems, and
- progress towards improved return on capital invested

# Why PI Networking?

---

- PI installations have been developed independently and over different time-frames
- Systems functionality, modules and version levels vary considerably
- Some mills are initiating new and creative applications; other mills are maintaining the status quo

# PI Users Network

---

- ✦ Initiated in September, 2002
- ✦ Participation by both PI administrators and PI end-users
- ✦ Meet at different mills biannually
  - Creates an environment for relationship-building & open sharing of ideas
  - Review status of PI using best practices synergies
  - Problem-solving round tables
  - Special-interest presentations (e.g. OSI)

# Examples of Domtar's Vision for PI

---

- To better leverage the use of PI in order to solve problems, lower costs and maintain quality across the corporation
- To develop mill PI working groups to coordinate and steer specific business-focused activities as needed (e.g. maintenance, process engineering, accounting, etc)
- To foster a higher level of PI training and create training synergy among mills



# Success To Date

---

- ✦ PI now widely recognized within the company as an important “business tool”
  - adopted as the corporate standard for data acquisition and storage
- ✦ The creation of a small team of corporate and mill staff has proven to be an effective way to consult with OSIsoft on company-wide issues and opportunities
- ✦ Mills are much more active in sharing information and problem-solving
  - E.g. two mills working together to resolve a common problem where solution can be shared company-wide

# Questions???

---