

# FinnProfiles

## FinnProfiles – The Obvious Choice of Sealing Partner in the Rail Industry



Jarno Halme, FinnProfiles's Business Area Manager for the rolling stock industry, is confident in the company's new strategy. The company is concentrating on the railway industry with its export efforts.

All indications say that the railway industry's boom is on an upswing.

The green transition and urbanisation are brightening the prospects of low-emission public transport. The Finnish sealing and

gasket manufacturer FinnProfiles has decided to focus its export efforts on serving the industry that meets all the characteristics of a megatrend.

The FinnProfiles strategy in export activities focuses entirely on the rail industry and related projects.

According to Jarno Halme, Business Area Manager at FinnProfiles for the rolling stock industry, this strategic decision is well-founded.

*“Export requires a lot of resources, so it should not be done randomly. Everything is global and very competitive today, so you really*



Tampere's trams in Finland include 320 door seals, all made by FinnProfiles. In addition, all doorstep rubbers are made by the company. The material that has been used in these products is a fire-safe EPDM rubber, approved according to the EN45545-2 standard.

*must be able to create added value for your customers. For this reason, we focus on exports in the sector that we know best and where our company's strengths truly stand out,"* Halme says.

He lists material know-how and profile design expertise as the company's competitive advantages. Both of these allow the company to support the customer's own product development team to find the best-possible result.

In addition, FinnProfiles's versatile post-production services have contributed to a strong foothold in rail projects.

*"The railway industry is also very suitable for us because quality and safety are crucial aspects there. The industry really understands the importance of seals in an entity and how things can backfire if you take*

*shortcuts that you shouldn't take."*

Project sizes in the railway industry are also well suited for FinnProfiles. *"There's no project too small or too big in the railway industry for us to handle. Our production is well optimised for all of them. Therefore, we aim to be well-known and maybe even an obvious choice as a sealing partner in the industry,"* Halme points out.

## Our Design Experience and Material Know-How Serve Customers

FinnProfiles has a lot of expertise in special materials used in the railway industry through numerous train, metro and tram projects. The company's solutions can be found worldwide, e.g. in Mannheim and Bonn in Germany, Milan in Italy,

the Paris Metro, the MI 09 project in France and the high-speed train in Honam. Even the London Underground has sealing solutions made by FinnProfiles.

*"We have been supplying sealing solutions to the railway industry for practically the entire existence of our company, i.e. for more than 30 years. We have accumulated a lot of industry-specific know-how and experience, from which our customers today benefit in the form of design and material know-how,"* Halme highlights.

FinnProfiles's style is to be patient and seek the best-possible solution for the customer in a collaborative way. And it is a well-known fact that the earlier the sealing partner participates in the project, the fewer unwanted compromises the customer needs to face.

It is good to recognise that working hard to find the right solution at the beginning of the project can pay off very handsomely in the end since the customer can utilise the same structure and seal in optional orders if the project expands.

*“We can simulate with a computer in a very reliable way how the designed profile fits in a structure. After this, we still make 3D-printed prototypes for our customers. During the process, we consider the functionality of the seal from all possible perspectives. We take into account, e.g. the prevailing conditions, the stress on the seal, the tightness requirement itself, the installability, the interchangeability of the seal and of course any safety issues, i.e. what standards the materials must meet,”* Halme lists.

In addition, in the case of metros and trams, Halme raises the potential issue of vandalism, which should also be taken into account when designing a seal or considering material choices.

By the way, FinnProfiles’s rubber and silicone materials meet the following fire, smoke and gas

standards for the railway industry: EN 45545-2, DIN 5510-2, NF F 16-101, BS 6853, NFPA 130.

## The Cherry on Top: A Wide Range of Post-Production Services

According to Halme, the real pride of FinnProfiles is its post-production services. These services include joint vulcanisations, various coatings, mounting adhesives and tapes, cutting and punching services and laser markings. Furthermore, we offer moulded components and frame corners which can be combined with profiles to a really high-quality frame!

*“In some cases, we also combine different hardnesses in the sealing solutions, in which the corner parts or the mounting grooves are made of a harder material than the other parts of the sealing. Thus, the parts requiring rigidity are harder, while the parts requiring elasticity retain their good flexibility,”* Halme describes.

FinnProfiles’s post-production

services often complete the customer’s added value experience, as the services transform the sealing profile into a real product that is customised to fit the customer’s product perfectly.

*“Our post-production services are the part of the value chain that has the most significant impact on our customers’ experience. We can practically make a seal so finished that the customer only needs to put the seal in place.”*

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**FINNPROFILES**



Numerous silicone sealings are included in the Tampere tram projects