

MÄHLERS NEWS 2015

Safer ploughing with the smart

Flexiway II



Control your ploughing equipment with a joystick

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More and more contractors in Norway are choosing Mählers

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High pressure at Rossön – production fully booked

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A bright future

comes

with the dark

For many, autumn is a very gloomy end to a bright summer. Here at Mählers, we welcome this time of year as the advent of winter, when we can once again help to keep roads clear of snow.

Last season ended seasonally with a thick blanket of wet snow that fell during late winter over the northern parts of Sweden and Norway. Our unique articulated plough, Flexiway, really came to the fore then. The result, a road scraped free from snow and slush, is a safe road to travel – something welcomed by all.

In this number of Mählers News you can read about Lennart Eriksson and how he helps road users by creating a safe and secure road with Flexiway.

I hardly need to mention that, in addition to Flexiway, we have a lot of other products. Norway has now discovered Mählers too, as we have had the honour of delivering a number of plough setups there. Amongst other things, our front plough hitch has been a big success and the HB3 grading blade is mounted on nearly every other new snow plough in Norway.

Flexiway and our side wings are being rolled out over Norway at a fast pace.

As the "new boy" in the Mählers executive, this obviously pleases me and it's my goal to make Norway as Mählers dense as Sweden. Looking forward, I also see Finland as a dawning market.



Snowy regards
Roar Wehn
Head of Sales at Mählers

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New Head of Sales at Mählers International

Mählers, the market leader in the field of plough equipment for trucks and road graders, is making preparations ahead of the 2015-2016 winter by restructuring its operation.

The previous Head of Marketing and Sales, Anki Abbing, is leaving the company and is being replaced by Roar Wehn, who has previously only been responsible for the Norwegian Market.

"This is a major challenge, and I am looking forward to getting involved and continuing to develop the Nordic market," says Roar Wehn, when asked how he feels about his new duties.

At his disposal, Roar Wehn has a sales force as well as support from the factory in Rossön and there are also plans to employ additional sales staff, for example on the Norwegian market, which has achieved steady growth in recent years.

"Yes, the way things look now, we will be putting considerable emphasis on, at the very least, retaining the firm grip we have enjoyed in Sweden recently and we can also see incredible potential on the Norwegian market," says Roar Wehn.

According to Roar Wehn, the Finnish market is also of interest and an appraisal of this market is currently under way. After this, the company will be analysing the situation in other countries, such as Denmark, Germany, Switzerland and Austria.

Roar Wehn took up the position of Head of Marketing & Sales on 1 September 2015.



Anki Abbing hands over to Roar Wehn, who is taking over as Head of Marketing and Sales at Mählers International.

MÄHLERS MC2 CONTROL YOUR PLOUGHING EQUIPMENT WITH A JOYSTICK

The Mählers MC2 control system can be combined for both grader blades and ploughs. Most of its functions are controlled using a joystick.

The system is expandable and can control existing equipment. All equipment is now operated from the new control unit.

- + The control system is of CAN bus type
- + Buttons on the control unit are used to select plough control or grader blade control
- + The control system is compliant with safety standard EN 13849-1, effective from 1 January 2012
- + For safety reasons, a PVG valve, priority valve or ON/OFF valve must be installed downstream of the valve block in the system so that the system is depressurised when no function is being used
- + Knob to adjust blade pressure on the Flexiway or grader blade.

The MC2 is supplied with the Flexiway and grader blades HB3 and HB5 as standard. The MC2 is available as an optional extra for other ploughs.

*Accessory – wireless remote control

For simple plough attachment.

**Accessory – display

For maximum control of Mählers equipment.

The following can be viewed in the display:

- Fault codes
- Various system pressures
- Graphic display of activated functions
- Adjustment of parameters (note: for service staff only)

The display is an optional extra for all ploughs and grader blades.



*Remote control

**Display



This control system is compliant with safety standard EN 13849-1, effective from 1 January 2012. For safety reasons, a PVG valve or an ON/OFF valve must be installed on the system downstream of the hydraulic package so that the system is depressurised when no function is being used.

Armrest to make long days shorter

Driving a snow plough often involves long days and then it is essential to have an ergonomically designed driver's position.

The Mählers armrest is adapted for the MC2 control system and is available in two versions; one with a display holder and one without, and has been designed to reduce the risk of RSI (repetitive strain injury), which can easily arise due to static and unnatural stresses.

The armrest is fastened to a sturdy holder and is adjustable with several joints to suit the requirements of all drivers.

The display holder is also adjustable to give the best overview.

Read more about the armrest at www.mahlers.se





The new Mählers "radar hitch" is being tested during the winter season 2015-2016 with introduction planned to the autumn of 2016.

Unique plough hitch

for the ploughing of the future

During 2015, the EU is introducing the requirement of radar in the front of some truck chassis. This radar is an important part of the AEBS emergency braking system. (Directive EU347/2012.)

This has brought new challenges for manufacturers of snow ploughs as the current hitch systems, VV95, Norway plate and DIN plate, conceal the radar's field of view and it must therefore be deactivated when the plough hitch is mounted.



Through a collaboration with Volvo and Scania, Mählers has developed a radar-adapted plough hitch: a plough hitch that not only has a completely new design compared to its predecessors, it also has a hitch that is adapted to today's modern radar technology.

"The new 'radar hitch' allows the radar fitted to the front of the truck to work and not be concealed with the plough dismounted," Ingemar Nyberg, Design Manager at Mählers, says.

Ingemar tells us that the new and radar-adapted hitch system is based on the plough securing device being moved from the truck to be fitted to the plough instead, creating a free field for the radar.

-The system is being tested now during the winter season 2015-2016 and is planned to be introduced during the autumn of 2016 for the most common models of Scania and Volvo," says Ingemar.

Mählers will be offering adapters with coupling gate for older ploughs. NB! The new EU directive applies only to countries in the EU.

Mählers front hitches meet truck makers' demands

If you want to be completely sure that the plough hitch is suitable for your truck, then choose a hitch from Mählers.

The Mählers front plough hitch is designed and mounted on attachment points in the truck chassis, which each truck manufacturer has approved and referred to.

"Approved attachment points will ensure no components on the chassis are damaged during normal ploughing and in most cases the plough hitches are designed in collaboration with truck manufacturers," says Ingemar Nyberg, Design Manager at Mählers.

Ingemar tells us that his colleagues and he are in close contact with e.g. Volvo, Scania, MB and MAN, both when Mählers themselves introduce new products and when the truck manufacturers introduce new models.

"Yes, we have a well-developed cooperation with many truck manufacturers who invite us into their development work for a

new truck model they know will be used as a snow plough," says Ingemar.

For example, Mählers can now offer a new plough hitch without buffer stay designed for Volvo FH/FM4 (24-HDV) and the new FMX models. The plough hitch is fastened to the truck chassis on attachments that have been designed in close cooperation with and approved by Volvo Trucks.

Volvo will now update VBI regarding front-mounted equipment with the new attachments. The plough hitch can be combined with the Norway plate, VV-95, Finish attachment and DIN A attachment plate.

Another example of development in close collaboration with truck manufacturers is Mählers' development of their radar-adapted front attachment that you can read about in the adjacent article.

– Flexiway's side extension is superb. That makes for simpler and safer ploughing! That is what Lennart Eriksson believes after two years with the Mählers diagonal plough Flexiway II and its unique system for side extension and variable blade pressure.

Smart Flexiway

– veer and pressure

Lennart Ericsson is a haulier, employed by Mesta Sverige AB, which has invested in Flexiway II for ploughing county road 244 between Nora and Hällefors in Västmanland, Sweden.

Lennart ploughs and spreads salt on the roughly 50 km long road 244 through the forests of Västmanland, a stretch of road that can present a very changeable surface with varying amounts of snow. The road width also varies from 9 metres up to 14-15 metres. So as a snowplough driver, he needs to keep alert and adapt the ploughing to suit both the condition of the road and the prevailing traffic. On narrow stretches, he has to veer away the plough almost every time he meets another vehicle.

"The side extension makes this much easier. Instead of having to use the steering wheel while manoeuvring the wing, I can veer away the plough a maximum of 90 centimetres. This makes it easier to plough and also much safer," he says. The same advantages also apply when passing traffic islands and refuges.

Side extension is when the offside of the plough can be displaced to a position in line with or just inside the side of the truck when meeting other vehicles on narrow roads.

With 30 years' experience as a snowplough driver, Lennart Ericsson knows what he's talking about. When he started in

the 1980s, they were using rigid diagonal ploughs and V-ploughs to clear the snow. And before Flexiway II, he was using a nearly 15-year-old Mählers DP 100.

"There's an enormous difference using Flexiway II. It's incredibly good at clearing packed snow and you can use the slush blade if there's slush on the road. This results in a very clean road surface that does not require as much salt."

He also applauds the fact that it is articulated in the centre, which allows better ploughing when the slope of the road surface is broken and he has to clear snow in the middle of the road.

There are also more functions that please a snowplough driver like Lennart Eriksson. One is that the blade pressure against the road surface can be adjusted hydraulically. The pressure can be adjusted to a light float position for light, unpacked snow. This will reduce wear on the wear bar as well as fuel consumption and noise level. Conversely, he can also increase the blade pressure when ploughing hard packed snow. Electronic pressure monitoring of the plough means it does not matter if the road

surface is uneven. The plough maintains the same pressure all the time.

"It's going so well that we've been considering using toothed wear bars to scrape ice from small roads," he says.

Lennart can even adjust the height of the mouldboard on the nearside of the plough. This means he can choose ejection height. In a higher position, it is easier to throw the snow over high banks; in a low position, the ejection can be reduced to avoid objects on the side of the road.

Lennart's good assessment of Flexiway II is shared by supervisor at Mesta Sverige AB, Patrik Eriksson in Nora:

"I think this plough is very good, there's a big difference compared to others. It's gone so far that people in the surrounding area have called us to ask what we've done to get such a good result," he tells us.

In addition, Patrik Eriksson believes the good result means there will be less need of salt, since the road surface is cleaner.

Mesta's operating area of Nora has a total of 1000 km of winter road that requires upkeep and they have invested in a total of eight Flexiway II ploughs.



Patrik Eriksson of Mesta Sverige is very pleased with the Flexiway II ploughs.

FACTS DIAGONAL PLOUGH FLEXIWAY II:

Cutting width: 3700-4600 mm
Minimum operating width: 3400-4600 mm
Max. height nearside: 870-1170 mm
Max. height offside: 980 mm
Rotation: 24-42°
Wear bar: 4-6 pcs
Weight excl bracket: 650 kg
Weight incl hitch: 1000-1200 kg

- Side extension ± 450 mm.
- Adjustable float position/ blade pressure.
- Articulated middle, which increases adherence on cambered roads.
- Adjustable mould-board height.
- Variable pressure slush blade.



FACTS LENNART ERIKSSON:

Snowplough driver with 30 years' experience of winter road upkeep. Lennart is a sole driver with one truck and a contract for ploughing road 244 in Västmanland.
Vehicle: Volvo FH13, 520 HP, model year 2007. The truck has a demountable body system and Tridem axles with steered rear axle. The vehicle complies with Euro 5 requirements and has a mileage of just over 400,000 km.



Lennart sets the plough to maximum offside position to get the widest plough effect. In the event of meeting other vehicles on narrow roads, refuges or other obstructions, he can laterally displace the plough to the nearside and thereby not need to veer away with the entire vehicle itself.



Lennart Eriksson controls plough blade and wing functions with controls on the joystick, which has the MC2 control system.



The unique functions with side extension and ground pressure are regulated from the developed plough attachment on the truck.

Mählers on the up in Norway

Our market share in Norway has greatly increased during the past two years. This is thanks to a having a product range that suits the Norwegian market very well. Our front attachment, Rossö double-blade plough, our side wings plus plough blade for trucks have been especially well received.

Add to this that the market has discovered our own MC2 control system, which with one single lever can control all plough and grading equipment plus Flexiway, the unique articulated plough with adjustable blade pressure for "black roads".

The gallery below shows an assortment of Norwegian customers that have chosen Mählers.



Snorre Rauhala Transport, Kirkenes. Carries out transport of asphalt, pulp and machinery as well as ploughing.



Knut Brevad on Kvikne New Volvo FH750 with Mählers front attachment, grader blade and side plough. You can read more about that in the next number of Mählers News.



Alf Brekken og Søner AS and staff have recently received these fine trucks from Scania, Fauske. At Mählers, we appreciate the confidence in being able to supply the plough attachment, which has been designed in collaboration with Scania plus the HB3 grading blade on all trucks.



Ice Drift, Mo i Rana, started operating in 2012. In three years, they have grown immensely and today have a turnover of SEK 16.3 million. They have 9 full-time employees and access to another 18 as needed. Road maintenance, pulp transport, container transport and excavation. They also have their own workshop. Now they have four trucks, of which three are equipped with Mählers snowplough equipment. They have a new Scania on order that will be delivered during the autumn, also with Mählers equipment. Ice Drift plough county and municipal roads plus for the railway authority. Asked why they chose Mählers as supplier of their vehicles, Arne Thoresen says; quality, service, functionality plus that they adapt the equipment to our wishes.



Staven Grus, Myre. The truck is a Scania with Nor Slep body. The following Mählers equipment is fitted on the truck: Plough attachment, HB3 Grader Blade w/ system 2000, MC2 control with joystick for both grader blade and front plough, armrest adapted to our control system and diagnostic display plus plough hydraulics. Truck no. 2 is being built at the same body builder with similar equipment.



CR Drift on Senja.
Several trucks with Mählers plough attachment and HB3.



Jenssen & Sønn

Jens Jenssen & Sønn was established in 1947 and started clearing snow with the truck that is pictured above. Today's company manager is also standing there. In the photo, he is three years old and is flanked by his parents. Jenssen & Sønn are based in Fauske and have two employees. They keep county road 830 from Fauske to Sulitjelma clear of snow. The business owns three pieces of construction equipment and four trucks, of which one is a real flagship, a Volvo FH 750 with Mählers plough attachment, grading blade and a Rossö 2010 plough at the front. The reason for choosing Mählers for its flagship was the quality of the equipment and the fast delivery from Mählers.

Fully booked and modern **production**

Late summer and autumn are normally very hectic at the leading plough manufacturer in the Nordic area and this autumn is no exception.

"Yes, our production is now at full capacity again," says Patrik Johansson, Head of Production at the Mählers factory in Rossön.

Patrik shows us around the modern factory, which has been rebuilt at a cost of millions of kronor during recent years and which is a hive of activity.

Previously, production was arranged according to the usual model with assembly in one place and a large storeroom from which all the components were taken. In addition to assembly, there is also welding and a paintshop in the middle of the building and this made it difficult to arrange an efficient flow.

The factory has now been rebuilt and refined into an assembly unit with modern assembly stations, where as much of the stores as possible is kept in conjunction with production. Flow has improved with delivery in, assembly and delivery out now located on one level and in the order in which the process is done.

"Of course, we've considerably increased our capacity with the new assembly facilities," says Patrik who shows us a new assembly station where a new diagonal plough is being produced.

Mählers is ISO certified and works a lot with the guide words "orderliness and neatness" according to a system called 5S and this is made clear by all

the assembly stations where the tools hang neatly at well marked-out locations.

5S means also that no tools other than those that are really necessary at each station can be present there and this also simplifies tasks, as the time it takes to find the right tool is minimised.

In addition to Patrik, there are another 10 people employed with assembly and deliveries, and whenever necessary, seasonal workers are taken on to cover the worst peaks.

"It is a well-functioning and knowledgeable team that works here all year round and we are often lucky to get hold of good extra personnel," Patrik says just as he gets a phone call and he must go to his computer to check what production capacity looks like during the coming weeks.

Patrik tells us that it was Sales Manager Roar Wehn who called and wanted to know the current delivery time for 8 diagonal ploughs that he had been asked about.

"Now we have to keep our fingers crossed for the order and then we just have to roll up our sleeves and get stuck in," Patrick concludes with a big smile.



There are several side ploughs standing close to one of the factory doors waiting for final delivery.



Robert Berglin writes order acknowledgements that follow all products and packages leaving the factory in Rossön.



”

Clearly, we have increased our capacity greatly.

Patrik Johansson, Head of Production, next to one of many diagonal ploughs to be ready before the first snow.

Recipient:



Inquiries | Support | Order

– don't hesitate to get in touch with us!

If you'd prefer not to keep the entire magazine, rip this page off and keep it!

TEAM MÄHLERS



Roar Wehn
Head of Marketing and Sales
roar.wehn@mahlers.no
+47 909 35 698



Mats Skoglund
Sales specialist
mats.skoglund@mahlers.se
+46 670-65 04 10



Urban Jonsson
Sales specialist
urban.jonsson@mahlers.se
+46 670-65 04 23



Mikael Modin
Sales specialist
mikael.modin@mahlers.se
+46,624-512,355



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