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Mählers on the rise despite cut-throat competition

After a summer of rain and sunshine, heatwaves and cold spells – depending on your location – the autumn is now upon us.

For many people, this seems like the end of the most glorious time of the year, but for us at Mählers, it's more like the other way around. Because now we get to do what we love, namely helping our customers find the right product for their machines. And it goes without saying that they must be well prepared for the coming winter; we make sure of that.

Knowing that despite the cut-throat competition, Mählers continues to win market share, especially in the Nordic countries, makes us more than a little proud.

This should come as no surprise; in recent years we've created a good few products that make working life easier for the many who earn their keep on and along our roads.

Our MC2 control system has been around a while and those who use it are full of praise and would not change it for the world.

Our latest creation is the new DPH3700 high-throw plough, known to many as the Mountain Plough. Because it's designed to throw snow higher than conventional ploughs, it's well suited in mountain environments where snowdrifts often make roads impassable.

We'd also like to take the opportunity to tell you about our latest innovative product – Caway – a plough designed for use on major highways. When we tested it outside Gävle last winter, many a road user raised an eyebrow. If you'd like to know more, read the article on pages 6 and 7.

And finally, we'd like to thank Svevia for the major order they placed, and which we're mighty proud of. They won't be disappointed, and that's a promise.



See you on the road
this autumn
Roar Wehn
Head of Sales at Mählers

Mählers wins major order from **Svevia**

Svevia AC Maskin signs a major order for more than 100 Mählers front and side ploughs in time for the 2016-2017 winter.

"We have great confidence in Mählers as a plough supplier," says Lennart Johansson, Head of Machines at Svevia, which rents ploughs to the nation's highways districts.

Lennart Johansson is in charge of five equipment rental depots in Sweden, each of which submits seasonal equipment requirements, which Lennart then procures.

This is where Lennart's industry experience comes in useful as



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"We have great confidence in Mählers as a plough supplier," says Lennart Johansson (inset photo), Head of Machines at Svevia.

he has a background on the supplier side where, for 25 years, he sold sand and salt spreaders to the erstwhile Swedish Transport Administration and others.

"Having been a purchaser now for 17 years, my experience from both sides means I have a pretty good idea of what works," he tells us.

Roar Wehn, Mählers' Head of Sales, is pleased and proud of

Svevia's choice of supplier.

"Indeed, it's proof that our portfolio has the right products and that they also meet the quality standards Svevia demands," says Roar Wehn.

As well as being worth a great deal of money, the order also means valuable job opportunities at Mählers' factory in Rossön, Jämtland, which is now running at capacity in the run-up to winter.



Factory in overdrive

Production at the Mählers factory in Rossön is in overdrive, exactly as it should be at the end of summer and during the autumn.

"Things are moving along at top speed in the factory right now," says Roar Wehn, Head of Sales at Mählers. "We hardly dare sell a single item more," he says with a smile.

"But joking aside, when production is this fully booked we must make sure we can meet our delivery times, and it's extremely important that communications between sales and production functions properly. In addition to frequent update meetings, we stay in regular telephone contact to make sure our customers get their products at the scheduled time," says Roar.

"We're able to cope with the current high demand because the factory has been rebuilt and streamlined in recent years in order to increase capacity. This also means we can guarantee consistent high quality in our products," concludes Roar Wehn.

Mählers **test driver** buys new gear



In the previous edition of Mählers News, we reported on Jonas Vykander's test of the DPH3700, Mählers' latest high-throw front plough up in the Jämtland mountains. Back then, Jonas was driving a Scania R500 from 2009, but now it's time for a major upgrade.

In the spring of 2016, Jonas signed the paperwork for a brand-new Mercedes Arctos 3258 tridem – a magnificent, red construction truck that was fitted out during the summer with a new front hitch, a side plough hitch and a grader blade from Mählers.

"Yes indeed, they did a fantastic job," says Jonas, who praises both Haraldsson Tunga Fordon in Östersund who delivered the Merc and Mählers' personnel who were there to help with the plough equipment.

Fantastic atmosphere

The atmosphere at the Mählers factory in Rossön was fantastic; as always there was a warm welcome and we were well looked after," Jonas assures us.

Jonas' new Mercedes has already made appearances all over Sweden as he took part in many trade exhibitions together with Mählers.

"It was great fun showing off my new truck and everyone showed a lot of inter-

est," says Jonas, who is looking forward to putting it to work up in Kolåsen, 70 km north of the Åre skiing mecca.

We also took the opportunity to enquire how the tests of the DPH3700 went after our last visit.

"Following your visit, we made a couple of minor adjustments to the plough, and after that everything was absolutely superb," says Jonas.

Once again, Jonas emphasizes the safety aspect.

"The plough does a fantastic job; it picks up and throws the snow well, it feels light but most importantly the four spring-loaded cutter guards contribute to a safer working environment. All in all, this makes the DPH3700 a winner in the high-throw plough class," concludes Jonas Vykander.

DPH3700 DATA

Operating width:	3,700 mm
Operating width 37 degrees:	2,950 mm
Height, right:	1,880 mm
Height, left:	820 mm
Rotation:	± 37 degrees
Blade holders (spring-loaded)	4 pcs
Cutting angle:	35 degrees
Weight incl attachment:	1,295 kg

The right side plastic wear strip is fitted as standard to protect crash barriers.





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The atmosphere at the Mählers factory in Rossön was fantastic and as always there was a warm welcome.



You are always welcome to visit the team at our head office in Rossön, where we develop, design, build, administer and sell Mählers' products.

CAWAY

— full-width trials

Last winter, one of the Caway prototypes underwent tests on the E4 between Gävle South and Tierp. This is a two-lane stretch of highway of around 50 km and perfect for testing the road characteristics the Caway was developed for.

“Caway was perfect for this road as it can handle two lanes in a single pass,” says Niklas Aneklev, a truck driver at Gävle Alltransport, which is owned by his dad, Tommy.

System Caway is an 18-foot side plough with three separate articulated plough boxes and slush blades mounted on a hook lift frame. Last winter, Niklas drove up to Strömsund, where Mählers installed the Caway on his truck, a 2007 hook lift Scania R480 tridem.

All of the hydraulics are installed on the frame so the only thing the driver needs to connect are two hoses for the side plough and maybe an extra hose for other equipment such as a salt spreader above the frame. Just like the Flexiway front plough, the Caway side plough has adjustable blade pressure and can be adapted to prevailing snow conditions.

“We were using a salt spreader so in all there were four hydraulic hoses and electrical power to connect, and I must say it was very easy to install. The concept itself is also extremely compact.”

“Removing all of the equipment using the hook lift system is quick and easy,” Niklas tells us.

Gävle Alltransport works for Peab, who also took part in the project.

“Our contact Mats Wallström was kept informed about our tests and he was extremely satisfied with the results Caway presented,” says Niklas, who covered 2500-3000 km with the prototype.

Niklas also gives the Caway full marks for the clean way it ploughs, where the unique slush blade design leaves a minimum of slush behind. The result is what’s known as bare road. Tests took place in varying conditions – everything from +5 degrees and wet snow to -15 degrees and cold snow.

“Caway works really well in all snow conditions, although if there’s a lot of wet snow things get a bit heavy when the wing is



“What’s more, using the Caway fully extended across two lanes improves road safety”

fully extended. This is easily fixed by retracting it a little so that it’s not at a full right angle,” says Niklas.

“What’s more, using the Caway fully extended across two lanes improves road safety,” says Niklas, who explains that vehicles stay behind him instead of performing crazy overtaking manoeuvres through the spindrift, sometimes even around the outside of the plough.

Niklas is also extremely pleased with how well contact with Mählers worked.

“Dealing with Mählers during the test period was always very easy; they were there for us whenever I telephoned for help or if I wanted them to make a

design change,” says Niklas.

Niklas also operates a Flexiway diagonal plough at the front of the truck.

“I never want to go back to the old type of ploughs again as the articulated design of the Flexiway makes it so smooth and flexible to work with, and its side extensions are perfect in combination with Caway,” says Niklas. He is also delighted with the Mählers MC2 control system he uses to manage all his ploughing equipment.



Yet another
INNOVATION
from Mählers



Caway improves road safety; when we use it fully extended across two lanes, other vehicles stay behind instead of performing crazy overtaking manoeuvres through the spindrift," says Niklas Aneklev, the trucker from Gävle Alltransports who tested Mählers' new plough system.



System Caway is an 18-foot side plough with three separate articulated plough boxes and slush blades mounted on a hook lift frame. A true innovation from Mählers.



Niklas Aneklev gives the Caway full marks for the clean way it ploughs and the unique slush blade design, which leaves a minimum of slush behind.

In one of Norway's municipalities, Trondheim Bydrift is well prepared for the winter with a range of Mählers products on its trucks. "Just the way I like things," says driver Viktor Dolmseth.

Trondheim Bydrift Waiting for Winter

Viktor Dolmseth is running a little late after getting bogged down at a dump for special waste a little way outside town. But Viktor, being an experienced driver, finally breaks free and swings into Valøya, one of Trondheim's best sites, located on a peninsula. It's where the municipality keeps most of its equipment.

"You're from Mählers, aren't you? Check out this control panel, I just love it," says Viktor, before he jumps down from a Volvo FM540.

The panel he refers to is an MC2 control system, which on this truck controls the model HB3N grader blade permanently mounted under the truck.

"I got my first Mählers product installed on the truck three years ago and I'm extremely satisfied. Previously, I used a conventional steel plate attached to the blade, but it didn't clear away everything it should. But now I've fitted 2000 scarifiers to the blade to get rid of

the ice ruts that appear on the roads during the winter. The scarifiers loosen up the ice and the grader blade removes it to make the road surface nice and smooth," says Viktor.

Mählers' grader blades have a low installation height and high ground clearance in transport mode. They are quick and easy to install and can be fitted on trucks with a short wheel base or a retarder. The hydraulic extension/extender and tilt function with adjustable constant pressure are standard.

Nine trucks with Mählers grader blades

New hydraulics and pilot-controlled check valves take care of the blade's extension function, and the equipment is protected against shock loads by means of pressure relief valves. A new type of mounting on the truck frame with shafts eliminates the need for welding during installation.

The equipment will fit most chassis heights

using the same mounting.

Trondheim Bydrift has a total of nine trucks fitted with Mählers graders, all of which were purchased according to public procurement regulations. This winter, Viktor will also get to test a demo front plough, which he is happy to do. Without a doubt, having a major municipality like Trondheim use Mählers products is a true seal of approval. This winter, Viktor will be plying 900 km of municipal roads in his truck.

Viktor Dolmseth demonstrates the equipment on asphalt. "We can also use it as a gravel grader in the summer, which is perfect if you work alone," he tells us.

The grader lifts the Volvo a couple of centimetres. In the winter, the grader is especially good on roundabouts, of which there are plenty in Trondheim. But above all, what Viktor likes most is the simple operation. "It's the bee's



Viktor Dolmseth, Trondheim Bydrift, tells us that he got his first Mählers product three years ago and today he has nine trucks equipped with grader blades from Mählers.



knees; I have two buttons, one for the centre blade and one for the front plough and both are controlled using the same lever," he tells us.

Open to ideas

He and his colleagues want a device that enables simultaneous control of the centre blade and the front plough, which would mean less work and levelling and allow a roundabout to be ploughed in a single pass instead of two.

"It's great that Mählers is open to ideas, and the service they provide is beyond reproach. You never hear them say no," says Viktor.

He climbs back into the cab again. The radio is playing Bruce Springsteen. Viktor tells us he can pass speed bumps without having to control the blade beneath the truck manually. It steers itself and weaves its own way along the road. The panel displays any error messages. Everything is plain and simple. There are several bottles of Coke in the truck door. Viktor Dolmseth loves his job.



I got my first Mählers product installed on the truck three years ago and I'm extremely satisfied.

Before the gates close on picturesque Valøya girded by the Nidelva River in central Trondheim, Viktor pays a visit to the truck wash. Getting bogged down, in this case in septic waste, leaves traces...

Doesn't ask others for quotations

In Mo i Rana, 500 km to the north, Arne Johnny Thoresen runs Ice Drift AS. He has Mählers plough

hitches on five trucks and grader blades on four.

"I'm totally satisfied. I stick exclusively to Mählers; there are no other alternatives with the same excellent service or products that are as good. They keep their promises, have an excellent warranty and support times are simply unbeatable. When our mechanics use Mählers telephone support in Sweden, our equipment is up and running in no time," says Arne.

Arne Thoresen has stopped asking other suppliers for quotations.

"We cannot put a price on the service we

get, so we rely on Mählers."

Thoresen is the type of customer who has put the supplier up against the wall from time to time.

If they are not 100 per cent satisfied with something, they confront Mählers with it and get a response immediately.

"Since we haven't had a single fault on the equipment, we've been asked to contribute to the development of new products. You know how it is; Scandinavians are honest. We don't embellish things or hide things, we tell it like it is and they get proper feedback. I see it as a matter of great trust and that they take us seriously," says Thoresen.

Ice Drift maintains and ploughs municipal roads in Rana and Hemnes. They are now expanding their operation to take care of winter road upkeep with two trucks in Vefsn and one in Hattfjelldal.

"When we expand our ploughing operation from 150 km to 250 km of road, you will see Mählers equipment out on the roads here as well. They make working life easier," concludes Thoresen.

Text: Stian Moan Folding

Win a stylish Mählers jacket

Take part in our easy competition for the chance to win a snug Mählers jacket for the winter.

The rules are simple; just answer these three questions

1. What is Mählers' new high-throw snow plough called?
2. What is Mählers' new hook lift plough system called?
3. What type of vehicle does Mählers make its gravel spreader for?

Send your answers to roar.wehn@mahlers.se along with your name, jacket size and the address you want the jacket sent to in case you're the lucky winner.

We will draw one winner for Norway and one for Sweden.

The winners will be informed personally and announced on Mählers' Facebook pages in Sweden and Norway.

Good luck!



Mählers' gravel spreaders get things done in half the time



When it comes to good gravel road maintenance, nothing beats a skillful road grader driver with the right equipment.

One beautiful autumn day, Mählers News drove up to Skilstuvvägen (County Highway 322) to meet Roger Lönn, a road grader driver with Brattlands Åkeri AB. Roger was busy filling in the potholes that occur after the road surface has been scarified in preparation for laying new asphalt.

"The mixture of gravel and asphalt chippings is incredibly tough so the grader has to work hard," says Roger when he stops for a while to chat with us.

Roger drives a Cat 140G which the trucking company bought fully renovated from a company in Umeå.

"Yep, this is a great grader, and when we drove home from Umeå, we swung by Mählers and ordered a new gravel spreader with cambering," Roger tells us.

According to Roger, the gravel spreader is one of the better tools on the road grader as in some cases it means roads can be finished in half the time it usually takes.

"Without the gravel spreader, it's difficult to tackle so much material as there's always a string of gravel left behind by the grader, which means we have to make an extra pass to scrape it away."

"The gravel spreader lets us do all of this in one pass, and it also has a cambering function which means even more efficient grading, especially on narrow roads," explains Roger.



Roger Lönn, road grader driver at Brattlands Åkeri.

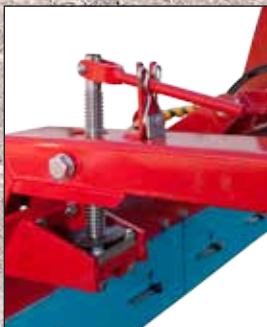
We finish our chat and pretty soon Roger is in full swing leveling out all the potholes caused by the volumes of Norwegian and Swedish traffic that frequent Skilstuvvägen, its being so close to the Norwegian border.

After our meeting with Roger, we had time for a chat with Kalle Karlsson, one of the partners in Brattlands Åkeri, and he tells us they have been using Mählers products for many years.

"We are extremely satisfied with Mählers' products, from snow ploughs and grader blades for trucks to gravel spreaders for road graders.

Kalle tells us that the company has plenty of work for the autumn and most of their resources are busy with building foundation work in Åre and a major horse riding facility in the Björnen area above Åre village.

Kalle himself jumps in whenever necessary and he puts plenty of road behind him in the company's machine trailer and spends a lot of time planning and supervising all the works in progress.



Mählers' gravel spreaders provide a number of adjustment capabilities in order for you to achieve that perfect result.

BRATTLANDS ÅKERI AB IN A NUTSHELL

THE HAULAGE COMPANY was formed in 1931 by Anders Karlsson (Kalle's paternal great-grandfather). In 1983, Kalle's father Jan Karlsson took over the business, which is now a full-service company offering its customers total solutions.

The company is a part of Reaxcer and has between 30 and 35 employees, depending on the season.

ITS FLEET includes construction vehicles, timber/wood chip trucks, low-loader trailers, vacuum tankers, tracked excavators, wheeled excavators, backhoes, wheel loaders, road graders, piste bashers, tracked vehicles and dumpers

ITS ASSIGNMENTS vary greatly; it could be anything from power line construction work across a mountain to minor site levelling.



Some days at work are more fun than others. It's all a matter of remembering to watch the road...

Recipient:



Increase your capacity 365 days a year

Make greater use of your truck. Clear snow and maintain gravel roads with equipment from Mählers. Our tools are built to last season after season and raise your capacity summer and winter alike. Flexible hitches facilitate mounting and plough changes.

The System Mählers parallelogram allows ploughs for wheel loaders to be used with trucks. The product range includes grader blades for trucks and side ploughs, snow guards, trenching blades and gravel spreaders for road graders.

Want to know more or do you need support? Do not hesitate to get in touch with us!

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