



Test-pilot

in the service of clearing snow

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We want to make life a little easier for you

2015 was a year full of challenges and a lot of good experiences for us at Mählers. It was also a year in which we changed a substantial part of our organisation in order to adapt and make us ready to meet market demands. Our ambition, of course, is to be the clear choice when it comes to road maintenance – all year round.

And it's no secret that we, like other players in our industry, do not like the poor winters we have had recently in most of the Nordic countries. This does not mean winters are disappearing, but they are getting a little shorter.

When the snow does come, it must be cleared so that the road users feel safe on the roads and we provide the equipment for most events, throughout the year.

Safety is not only for other road users, it is also just as important for those working on the roads. We have a name for that at Mählers. The Non Accident Generation (NAG), and that is something our customers really appreciate.

In 2016, we shall continue the development and improvement of our products, something that will benefit all our customers. We shall defend our position as market leaders in Sweden and grow even stronger in the rest of the Nordic area.

At Mählers, we love making good things even better. That is why, over the years, we have produced multiple products to make your life easier. Among other things, our MC2 control system with which you can control all ploughing equipment with a joystick, and if supplemented with our comfortable armrest, your working day will not feel as long.

In this number of Mählers News, you can also read about our new plough, which has been especially adapted to clear roads in mountainous areas where the needs are slightly different.



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

Mählers get stronger in Norway

"Most of my life has been around heavy vehicles, both as a driver and as a seller, and I see Mählers as an extremely interesting product to work with", says Per-Hugo Mikaelson, new sales person at Mählers Norway since 1 January 2016.



We welcome Per-Hugo Mikaelson here at Mählers.

Per-Hugo comes straight from a job as sales person with Transportindustri AS, where he sold well-known brands such as HIAB, Multilift, Zetterberg, Mählers, Laxo, etc, during the period 1996-2005. In short, everything to do with truck bodies and sales district, Nordland-Tromsö and Finnmark, will be the same as in his previous job, so many customers will be the same as Per-Hugo was in touch with earlier.

It was full speed from the off for Per-Hugo. After an initiation and product training at the Mählers factory in Rossön, Sweden, Per-Hugo went on a demo tour in northern Norway in collaboration with Volvo & Maur.

"The demo was very successful as we showed our plough hitch, HB3N grader blade, MC2 control system and also one of the prototypes of our high-throwing plough DPH3700." (Read more about it on page 4-5.)

We welcome Per-Hugo on-board here at Mählers and if you readers want to get in touch with him, you can find his contact details on the back page of this newsletter.

Of course he is also on our website www.mahlers.se.

Mählers in Iceland



Today, Mählers is one of the leading suppliers of snow ploughs and other road maintenance equipment in the Nordic countries but not many are aware of the fact that Mählers is also represented in Iceland.

It is through dealers Klettur that the Mähler ploughing equipment is becoming increasingly more visible in Iceland and enquiries are steadily increasing.

The latest Mähler equipped truck, a fully-equipped Scania R520 LA 6x4 tractor with rear air suspension, Opticruise retarder, hydraulic system with variable pump and load-sensing valve, tilt hydraulics and in addition equipped with front plough hitch and grader blade from Mählers.

It is haulier Jón Ingi Hinriksson, from northern Iceland near the Mývatn nature park, who has acquired this truck. Jón Ingi clears roads for the road administration and obviously wants good equipment. So no wonder he chose equipment from Mählers.

Remember you can also reach us on the following channels:



FACEBOOK
facebook.com/mahlers.se



FLICKR
flickr.com/mahlers



YOUTUBE
www.youtube.com/MahlersOnline

King of the Mountains



On a tough mountain pass in Mitt-Norge, Knut Brevad has control over the forces of nature with a fully Mählers-equipped winter truck. "A high degree of reliability, simple handling and innovative solutions are important factors when choosing new equipment", he says.

"Now I can sit with the window open and speak on the phone while I'm clearing the road", continues Knut Brevad, who owns the snow plough he operates on Kvikne in Hedmark.

Tough conditions over the Kvikneberget mountain with deep snow and drifts are no problem for Brevad. He ploughs a return stretch of 64 kilometres on the demanding and heavily trafficked Riksväg 3.

Fully equipped

When Brevad purchased a new snow plough last winter, it was fully-equipped with a Rossö DP-37P double cutter plough, HB3 grader blade with 380 mm cutter extension, HDU-B side plough and an MC2 control system.

He had already borrowed a double cutter plough from Mählers last year.

"I was so impressed by it that I just had to buy it", says Brevad.

Brevad claims he has "it all" when it comes to equipment supplied by the Swedish manufacturer. For him, operational safety is an absolute necessity.

– I can't just sit there and muck about. I've never had a breakdown with this equipment. It performs at its best with normal maintenance and service", Brevad believes.

The Bergsvägen road across Kvikne in the watershed between



Sør-Trøndelag and Hedmark is known for occasionally treacherous winter conditions with sudden gusts of wind, changes in wind direction and heavy snowdrifts. Drivers on this

stretch of road must keep their wits about them and traffic accidents often occur when conditions are at their worst or when drivers are careless.

Brevad has been working on this stretch of road for a number of years and has tested plenty of equipment from various suppliers. That is one of the reasons he has now chosen to stick with Mählers.

"I can rely on this equipment", he says.

Peace and quiet in the cab

Brevad is able to control the front plough, side plough and the underlying cutter with a joystick on the MC2 control system. It's simple.

The system includes automatic reversing and the equipment is raised automatically for obstructions.

"A small touch of the joystick is enough to put the equipment back into its operating position. I like that", he says.

The window can stay open since the double cut plough is very quiet.

"It's an important factor in my working environment that the equipment is as quiet as possible", he explains.

The Norwegian road administration requires snow-ploughs on the Riksväg 3 to have side plough and grader blade. The plough and adjustable cutter extension cover the entire width of the road.

Efficient snow clearing

Brevad ploughs and sands Norwegian winter roads during the darkest time of the year. When summer arrives, he swaps snow clearing for the transport of gravel and asphalt. It is the winter equipment he is most impressed by.

With the truck fully equipped, he can run his allocated 64 kilometres in almost one and a half hours, even when there is plenty of snow. It takes a little longer if the bust stops must also be cleared. With another plough, he would have had to run the stretch twice and spend twice as much time doing it.

He commends the plough's improved ability to throw up snow even at low speeds. The snow is not the biggest problem nowadays, it is the many stressed and restless drivers on the road.

"You must stay calm over Kvikne. I do my part to keep the road in the best possible condition and I think I do it well", Brevad concludes. ■

MÄHLERS TESTS



Altitude testing at full speed

"At 3.30 am this morning, I got a call from Svevia on my mobile. They wanted me to go out and plough snow drifts that had collected after the night's snow", Jonas Vykander, owner and founder of J Vykanders Entreprenad AB, tells us.

Jonas runs the contractor and haulier business in his home town of Näliden, as well as Kolåsen in the winter, 70 km north of Åre, where he works on assignment for Odins Åkeri AB and is responsible for keeping road 336 open for road manager Svevia.

In addition to ploughing that road, he also clears snow for around 50 cabins through his own firm, J Vykanders Entreprenad AB.

Jonas has built a nice cabin in Kolåsen that he lives in during the periods it snows. Even the rest of the family comes up for the weekends so that Jonas can meet them during the winter.

Test pilot for Mählers

Jonas is one of the test pilots for the new Mählers high-throwing diagonal plough and on the day of the Mählers News visit, Jonas had already been out ploughing snowdrifts. Now it was time for a new tour to clear away the snow that had blown onto the road after the night tour.

We drive from the cabin in Kolåsen, through the village of Kallsedet and then we turn off on road

336, which means 40 km of ploughing in a varied environment.

We start down by Kallsjön lake, where the road winds its way between mountain and lake to later pass a few marshes and finally reach up to higher altitudes.

Jonas keeps up a good speed and now we can glimpse the mountain tops surrounding us as we approach the Norwegian border, where the stretch to be ploughed finishes and the Norwegian road administration takes over.

Made for mountains

We stop just before we have to turn round to take a few photographs on a famous stretch over a marshland.

"The plough sticks here are extra high as the standard ones disappear when the drifts get high", says Jonas and points to the long straight he means.

When we reach the turning point and the Norwegian border, we stop again for another conversation.

"The new Mählers plough throws unbelievably well. Maybe not as high as others on the market but for this type of environment it's perfect as it also throws a long distance.

"This means it doesn't add to the height of the drift at the edge of the road during the first tours and it keeps these drifts low, and when they do start to get a little higher, it throws up the snow high into the air", says Jonas.



Jonas Vykander, Mählers test pilot.

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"The new Mählers plough throws unbelievably well. Maybe not as high as others on the market but for this type of environment it's perfect as it also throws a long distance.

peed

Jonas shows us how he has modified the plough slightly as he has cut the mouldboard to increase its diameter. He did this after consultation with the Mählers designers, who praise Jonas as a test driver.

"Indeed, Jonas is an ideal test driver as he is engaged, comes with ideas for improvement and also implements some of them himself", Ingemar Nyberg, Design Manager at Mählers commends Ingemar.

Safety first

We continue to talk about the design of the plough when Jonas highlights on another property of the plough – safety.

"This is where you see another really good and important function", says Jonas as he makes a point of the cutting edge suspension. "I used to have a high-throwing plough and it was more or less lethal as the plough steels were rigid and the plough always got jammed into the gravel in the autumn.

"Repair costs were enormous, both on the truck and on the plough but luckily enough, we didn't have any personal injuries", Jonas tells us.

After the conversation at the Norwegian border, it's time to take the return journey home to plough the other side of the 40 kilometres and we stop again a couple of times to take photographs before it's time to part company.

I see Jonas in a white cloud of snow in my rear-view mirror before he disappears behind me. ■

Mählers ASP – for your security

- At Mählers, we've always worked hard so that you, as our customer, can feel secure with us. Not least, this applies to our Authorised Service Partners (ASPs).

- Over the years, above all in Sweden, we've built a broad network of ASPs so we can offer you the best service possible. Our partners have a close collaboration with us, spares always in stock and personnel who really know our products. This is not strange at all as they receive continual training on our new products.

- They've chosen to work another way in Norway, where it is the bodybuilders who take care of service and our own personnel travel around servicing if and when necessary.

- "It's important to us that our customers feel secure and that they trust us", says Roar Wehn, Head of Marketing and Sales at Mählers.

- We strive to make sure our products are always of the best quality. But that's not enough.

- It's also important our customers have confidence in us, irrespective of whether it be new sales, service or if only good advice is needed.

- "Choosing Mählers not only gives you high-quality products, you also get aftermarket service that means you can feel secure and eliminate unnecessary breakdowns", Roar Wehn concludes.

- On the map below, you can see the Mählers service partners in Sweden.

- Contact us for further information about our service partners.



★ Mählers' authorised service partners



Ottossons newest snow plough, a Volvo FH 6x2, model year 2015, has radar mounted to the front. It looks like a black plastic plate mounted some way down on the grille. On each side of the grille is a new, simpler hitch mounted (see image below). Photo: Michael Engman.

New plough hitch for trucks

New EU legislation has applied since the autumn of 2015 that says all new trucks must be fitted with an emergency brake system that warns if you get too close to the vehicle in front.

Since the "old" plough hitches interfered with and obscured the radar system, Mählers has produced a new hitch that allows the radar to work when the plough has been uncoupled.



The new Mählers "Radar Hitch" has been trialled by Ottossons Åkeri in Strömsund and others this winter.

The solution was to move the plough's coupling gate with valve block and locking device on to the plough itself. When the plough equipment is fitted, there are just two hydraulic connections, plus an electric cable to be connected between vehicle and plough. So everything else has been moved and is already in the hydraulic block on the plough.

"Of course, this makes the plough a little heavier and more expensive but in return, the truck is made simpler and cheaper to prepare for plough equipment", says Joakim Fuller. Joakim is a practical product developer and, together with designer Ingemar Nyberg, has been working on the development of the Mählers radar hitch.

Using this hitch, haulage companies are able to prepare more trucks for plough equipment, which enables more flexibility in their fleet without it costing more.

Why "radar hitch"

So the background to the new hitch is EU requirements on three-axle trucks (with a few exceptions) sold after 1 November 2015 being equipped with radar to warn of collisions. This radar is an important part of the AEBs, Advanced Emergency Braking System. The radar is mounted a way down on the grille, which means that not only the old Swedish standard system, VV95, but

also the Norwegian plate, DIN in Germany and TL in Finland all obscure the field of vision of the radar.

Whatever you do, the warning system will not work together with a front plough and even with the new hitch, the radar must be disabled when a plough is coupled. But snowploughs are also used without plough attached and the new hitch system is designed so that the radar is not obscured when the plough has been uncoupled.

"The new radar hitch is ready for Volvo and Scania but will also be introduced for other marks. So even if the principle is the same, the hitch must be adapted for all marks and be one hundred percent safe before being released to the customer", says Joakim.

An adapter with coupling gate will be made available so that even older ploughs can be used.

Ottossons Åkeri in Strömsund is virtually next door to the Mählers development department and has been testing the hitch on two vehicles this season.

"We think the hitch works perfectly on both Volvo and Scania. There's fewer parts that are sticking out and it's easier to couple", test drivers and radar pair Andreas Ottosson and Pola Larsson say.

Maria Jansson Sjödin

Innovations giving better roads

Development – a word associated with improvement.

Development at Mählers is the same as innovative products that give better and safer roads as well as increased profit for customers, hauliers and major contractors.

"We draw and design almost everything that is machined ourselves here at Mählers", Ingemar Nyberg, Design Manager, tells us.

Ingemar works together with his brother Oskar, designer, and their workplace is in the head offices and factory at Rossön. To aid them in their work, they also have a consultant, who works whenever they are needed.

Just the closeness to production is a prerequisite as it is a big, and in many cases advanced, job to design products that are to be fitted to the trucks of today and with the high demands put on them from truck manufacturers and hauliers.

"For the most part, it concerns new models of front hitch as these are changed on every new truck model", says Oskar while pointing to the new hitch in the form of a 3D drawing he had on his computer screen.

3D drawing technology has made Ingemar & Oskar's work considerably easier as they can test fit and integration in a completely different way than before when drawings were 2D.

Another important factor is the contact with truck manufacturers.

"We are very dependent on their help when we develop our products

and it is becoming increasingly important to find the right fastening points on today's modern chassis", Ingemar tells us.

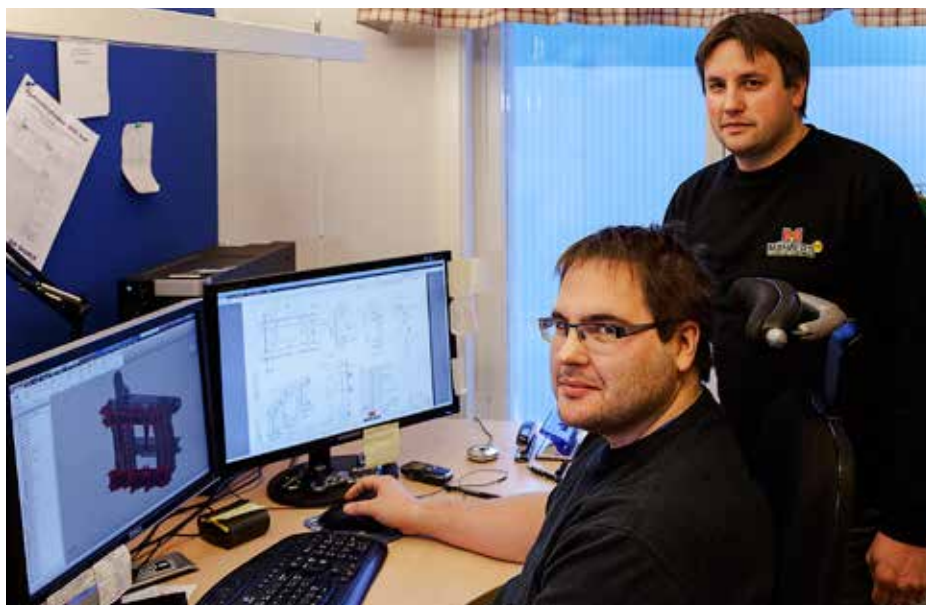
"Another development that's come during the last few years is radar sensors that are fitted as standard on all trucks as from January 2016."

This presents a great challenge to Ingemar & Oskar, who, in collaboration with Volvo & Scania, have developed a completely

new radar adapted hitch that does not obscure the radar sensors when the plough is not coupled. This has been made possible by the plough hitch itself being mounted on the plough and left on the truck are only the frame itself & the chassis hitches.

On page 6, you can read about how Ottossons Åkeri is testing the new radar hitch.

Another exciting project that Ingemar & Oskar are working on is a high-throwing plough for mountainous regions and tests are being carried out at present. Read more about the test on pages 4-5.



Brothers Ingemar & Oskar Nyberg work as designers at Mählers and are continually working to develop and introduce new innovative products.

More and more hauliers choose **Mählers**



Alf Brekken og Sønner AS

Have their own contract for road maintenance. The business was founded in 1997 and today has 180 employees distributed over five companies. Head offices are in Stamsund in Vestvågøy municipality. Over the last year, eight trucks have been fitted with Mählers plough equipment.



Steen Hansen Maskin AS

There is a lot of work to do maintaining the E4 highway during the winter and around Porsgrunn/Skien it is Steen Hansen Maskin A/S that keeps the road tip top with their trucks fitted with Mählers equipment. The company was founded in 2004 and has 9 employees. The road maintenance along the E4 is on contract from Mesta. They also maintain municipal roads in addition to the E4. Machinery comprises four trucks, two wheel loaders, two tractors and hired machinery if needed.

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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