

# MÄHLERS

NEWS  
#2 2017



## Ruben's pleased with his DPH3700

"It's awesome at throwing snow"



**Mählers is a big hit  
with tractors**

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**"They took us  
seriously"**

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**The work gets done  
twice as fast**

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# Winter at last

Every season has its charm, and although summer and sunshine are great, there's no denying that winter is a fabulous time of year.

Personally I'm no avid skier but I do enjoy every single metre on the slopes when I get the chance, and I know there are lots of ski and snowmobile enthusiasts among our customers.

But apart from all the fun, snow is also a major source of income for you as plough contractors and us as suppliers. As I often say: "Snow is white gold".

During the past two seasons we presented two important new products; the DPH high-throw plough and the DPD combi-plough, which allows ploughing both to the left and the right. Both ploughs enjoyed a warm reception and this winter we'll be seeing many of them along our winter roads.

And for those of you who haven't invested in new ploughs, I hope you're well-equipped and well prepared for winter with well-serviced ploughs.

In this edition of Mählers News you can find some good advice on what to check, and if you have any questions we're always glad to help.



Hoping for a truly snowy winter,  
**Roar Wehn**  
Head of Sales, Mählers



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 two questions:

- 1. What do we call Mählers' new system with a side plough attached to a cargo shifter frame?**
- 2. What type of vehicle do you attach a Mählers gravel spreader to?**

Send your answers to [roar.wehn@mahlers.no](mailto:roar.wehn@mahlers.no) along with your name, jacket size and the address you want the jacket sent to in case you're a 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.

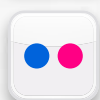
**Good luck!**



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” The plough from Mählers is easy to install and setup. It's light, something I can tell from the tractor. It follows the road well, ploughs it really clean and throws the snow without a problem. On my stretch, I need the plough to throw well at low speed, and this one does just that

# Mählers is a big hit with tractors

Bjørnar Sørheim chose Mählers even though he had the opportunity to take advantage of his client's favourable agreements with other manufacturers.

TEXT: STIAN MOAN FOLDE

Sørheim, 34, runs his private company from Etne outside Haugesund, Norway. He has one employee and one plough from Mählers.

"I have an DPH3400, and I'm very satisfied with it. I had the opportunity to buy a different brand through my clients, but Mählers seemed both more advanced and more modern," says Sørheim.

Sørheim ploughs a 35 km stretch for NCC, the Nordic Construction Company. He has opted to fit the plough on a Fendt 716 tractor to deal with the winding roads and narrow bridges.

"I don't think I would've managed all the bends and bridges if I'd fitted the plough to a truck," he says.

## Third season

This is Sørheim's third plough season, and he has three more to go on the contract. He founded his company in 2009. This was his first ploughing contract, but he'd done a whole lot of ploughing earlier, but with another brand of plough in front of the tractor.

"Previously I'd borrowed a plough from my employer, but I was never fully satisfied. The plough from Mählers is easy to install and setup. It's light, something I can tell from the tractor. It follows the road well, ploughs it really clean and throws the snow without a problem. On my stretch, I need the plough to throw well at low speed, and this one does just that," he tells us.

Sørheim decided to invest in a 3,400 mm plough precisely because of the narrow roads he has to keep free from snow. In places the roads are worn and the edging is often stone, which are easy to hit if you do not have full control.

"Spring-loaded blade holders on the plough are Alpha and Omega for me. Otherwise the collision could destroy the plough hitch, tractor and the thing I collide with. I've escaped the worst. Of course, I've hit kerbstones and concrete edging now and then, but it hasn't led to any problems," he points out.

## Tipped off by a colleague

Sørheim found out about Mählers' products through a colleague. He was told there was a new plough on the market that was sure to suit him well. Sørheim got in touch with Mählers, and they paid him a visit.

"I'm very pleased with the way their level of service. Service is extremely important for us contractors. We have neither the time nor the money for disruptions, and we have contracts to meet. So when I said I needed wedge bolts, they delivered them almost immediately," he says.

Sørheim hopes he can take on more work and more employees in the future. And he doesn't deny there may be a new Mählers-plough busy at work in Etne outside Haugesund.



When they needed to purchase new ploughs, Horne Maskin AS got in touch with several suppliers. The quality of Mählers' products proved to be high.

"But the crucial thing for us was the follow-up from Mählers," says owner and driver Halvar Horne.



## "They took us **seriously**"

Horne Maskin operates in Hyllestad municipality in Sogn and Fjordane in Norway. It takes care of ploughing and salting around 140 kilometres of Highway – classic Vestland roads with the sea on one side and mountains on the other, and sometimes also cycle tracks. Some parts have lots of snow, others less.

"Mählers offered to lend us a DPH3400. They took us and our needs seriously and followed up on how things went for us. We received the plough in the middle of March 2016, and by April we had already placed orders for two! We wanted to be the early bird; we anticipated great demand for these ploughs soon after launch," says Horne

### **Bad roads a deciding factor**

He and his colleagues drove a few shifts during a trial period and experienced a quiet, stable plough that gave good results.

"Most important of all was its ability to move very smoothly and steadily over joints in the road surface, where we often otherwise find that ploughs take a real bite. This was very positive, and the deciding factor. We have a great many very bad roads with repairs and joints. This plough makes a driver's working days significantly more pleasant. It's also reassuring that the tool has spring-loaded steel. The test plough also

had lateral displacement, which allows the outer line to be moved further to the right, resulting in a better position for the truck on narrow roads," says Horne.

Horne was so pleased that he posted the following on his company's Facebook page:

### **Facebook bragging**

It was exciting to test the plough and we feel that it met our expectations. The plough is easy to drive and gives good road clearance results. The plough throws well at low speed. We like the fact the plough is steady and stable in its transport position. We are also very satisfied with the spring loading on the cutting blades, as the plough runs more smoothly over asphalt repairs than does our other equipment. The plough also has hydraulic lateral displacement, which is great if you want to have the plough further out to the right."

Horne also noted something other than the actual ploughing capacity that he really appreciates.

"The plough is so easily driven that it shows in our diesel consumption. And that ain't bad at all," he says.

Two of their five ploughs are now from Mählers, and soon the other three will be replaced.

"They will more than likely be Mählers next time too," he concludes.





TEXT STIAN MOAN FOLDE



## MÄHLERS DPH 3400-3700

### HIGH-THROW DIAGONAL PLOUGH



- + High throw even at low speeds
- + Maximum safety with spring-loaded/triggered blade holders, minimising the risk of accidents resulting in injuries and damage to property
- + Additional safety with shock valves on the parallelogram's rotation cylinders to reduce damage in the event of a collision with an obstacle
- + Robust design for demanding environments
- + Hard-wearing plastic on the right side to protect crash barriers
- + Series production of Mählers DPH3700 high-throw plough began after many, demanding tests in the autumn of 2016
- + DPH3400 & DPH3700 are designed to throw the snow high and far, and thanks to the plough's unique design, the snow leaves the plough at high speed
- + DPH ploughs are also equipped with a number of safety features to make operations both efficient and safe, such as spring-loaded plough blades and shock valves on the parallelogram's rotation cylinders to reduce damage in the event of a collision with an obstacle
- + The plough can also be fitted with optional 160 mm side displacement to the left, further increasing efficiency and flexibility.

# WINTER WILL SOON BE HERE

Some of you may already have made the season's first plough outing when you read this, while others are still waiting for the first signs of snow. Either way, we hope you'll remember to check your Mählers plough equipment. Service and maintenance are important for getting the most out of your equipment and ensuring many problem-free kilometres along our winter roads. The list below covers the most important points to check on your diagonal and side ploughs.



## CHECK LIST FRONT PLOUGHS

- The easiest way to check for play in blade holders is to lift the plough, secure it on jack stands and jerk the blade holders back and forth.
- Parallelogram bushings; these are best checked by raising and lowering the plough.
- Check bolted joints
- Lubricate all lubrication points; refer to the instruction manual.
- If the wheel set is installed, tyre pressure must be 10 bar.
- Plough blades and skid shoes; check condition as blades/shoes wear down quickly on asphalt.
- Rubber blades on double blade ploughs.
- Check lighting/light function.
- Check warning decals.

## CHECK LIST SIDE WINGS

- If the wheel set is installed, tyre pressure must be 10 bar.
- Plough blades and skid shoes; check condition as blades/shoes wear down quickly on asphalt.
- Check bolted joints
- Lubricate all lubrication points; refer to the instruction manual.
- Check lighting/light function.
- Check warning decals.

If you need to know how the products are installed and which components are included, visit [www.mahlers.se](http://www.mahlers.se) where you can see a number of exploded diagrams.

If you need support, Mählers is always available – just call +46 624-512350.



A yellow and red Vammas road grader is shown from a rear perspective, working on a dirt road. The machine has "Vammas" and "PERXCEL" written on its rear, and a "50" speed limit sign. It is surrounded by dense forest with trees showing autumn foliage. The road is a mix of dirt and gravel.

# Work is twice as fast with Mählers

Ola Persson at Väghyvelarbeten i Sveg AB  
is always busy when autumn arrives. ►





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“We tried a different brand but we soon realised that Mählers is the one for us,” says Ola, pointing to his gravel spreader. Take a look – plenty of adjustment possibilities, camber function, stable wheels and a thoroughly robust construction.







"It's the same every year, and this year the pressure's been really high as we're running so many projects at the same time," says Ola Persson when we meet him and Sebbe Göransson one fine autumn day on a forest road just northeast of Sveg in Härjedalen, Sweden.

Ola has been driving a grader full-time since 2001 when he began working for his dad Ragnar, and in 2003 he took over the company when Ragnar passed away. Previously, Ola had been driving on and off since 1990, so it was no beginner we visited.

Ola tells us that Väghyvelarbeten i Sveg AB is the only company in Härjedalen that works exclusively with road grading, and that the specialisation is both good and a challenge as from time to time they have major order inflows.

"Thanks to our focus on grading, we've become well known in the industry and today we have a good regular customer base," and Ola mentions Härjedalen municipality, NCC, Stora Enso, Holmen, Mellanskog and PEAB. Now we have so much work I've rented an extra grader temporarily for Sebbe to drive," continues Ola.

With the exception of a test, Ola and his father have only ever operated Mählers gravel spreaders on its graders and there's not the slightest doubt he will continue doing so.

"We tried a different brand but we soon realised that Mählers is the one for us," says Ola, pointing to his gravel spreader. Take a look – plenty of adjustment possibilities, camber function, stable wheels and a thoroughly robust construction," continues Ola.

"What's more, Mählers has an unbeatable sales and aftermarket team." It's something that Ola truly appreciates.

We join him on an assignment that entails maintenance grading on a forest equipment road.

Ola firmly lowers the grader blade and gravel spreader on his Vammas RG281 and starts shaving off the surface layer, which he pulls in from the edges of the roadway.

The gravel spreader gathers the material that Ola shaves off of the roadway before spreading it and leaving a smooth, even surface behind.

When you watch Ola working, it's easy to understand that the gravel spreader makes the grading so much easier.

"Indeed, on a grading job like this one we actually halve the time I would have had to drive in and out one more time to spread out what I'd shaved off of the roadway.

Now I can do the grading and spreading in a single operation," concludes Ola before he drives off for his next assignment.

## IN BRIEF

### Väghyvelarbeten i Sveg AB

**Founded:** 1972 by dad Ragnar Persson

**Location:** Sveg

**Current owner & CEO:** Ola Persson

**Employees:** two permanent + one temp during peaks

**Machine fleet:** One 2005 Vammas RG281 and one 2011 Vammas RG281 plus a rented Vammas for cutting temporary peak workloads. All of the graders are fitted with Mählers gravel spreaders.



# CAWAY - Flexible and efficient

"Caway does the work of two trucks and it's also cheaper to modify to fit your own vehicle. We haven't done the calculation, but I'd guess the costs are around one third," said Mattias Björkman, a construction engineer at Svevia in an article in Trucking, issue 4, 2017.

It's now two years since Mählers began testing the prototype of their unique Caway side plough system – a system that changed ploughing and vehicle use, making them more efficient in one fell swoop.

## System Caway is based on three elements

- 1 Cargo shifter frame
- 2 Side ploughs
- 3 Salt barrel or other deicing equipment

The entire system is installed in minutes and the conversion time from regular construction truck to snow plough is done

in record time. Just hook up the cargo shifter trailer, fold away the support legs, connect to the electronics and hydraulics and you're ready for ploughing and salting/sanding.

Combined with the 4.6 metre diagonal plough, it achieves an incredible 8.8 metre total ploughing width! (Norway, exemption max 7.5 m)

During the 2016/2017 winter, the company Mesta in Norway operated seven Caway systems on the roads in Romerike and two more on the E6 highway in Östfold.

"We are extremely pleased so far. Caway system is very flexible, and it also clears snow well and leave black road behind,"

said Morten Wålberg from Mesta in an article in the Norwegian trade paper Anlegg & Transportation.

Swedish and Norwegian test drivers tell us that the unique clearance width cuts down on trips and that it improves safety considerably since no vehicles get to take risky chances overtaking and zigzagging, as so often happens in plough convoys.

And the fact that the time taken for rigging a normal construction vehicle into a plough and salt truck is so short is also much appreciated.

It's a discovery more and more people are making, and further Caway system sales in the run-up to the 2017/2018 season mean a growing number of your readers will see and experience this unique system.

You can see how the Caway system is constructed on the next page.



## CAWAY - ADVANTAGES

**Efficiency** – The side plough measures 5.5 metres (18 feet) and together with a 4.6 metre wide front plough, it achieves a total clearance width of no less than 8.8 metres (Norway 7.5 metres), which means more ploughed road per hour than with any other plough. Salting in the same operation as ploughing reduces the number of trips.

**Bare road** – the Caway side plough is in three sections to hug the

contours of uneven road surfaces. The three-section design also includes slush blades behind the cutting edges that clear away the last remaining slush from the road, thus fulfilling the requirement for bare road.

**Economic & eco-friendly** – when used in combination with Mählers control system it is possible to set the cutting pressure on the Caway side plough, which means that there is no more resistance and wear than necessary for prevailing road conditions.

**Installation time** – the Caway system involves

mounting the side plough on a hook lift frame upon which it is also possible to fit other equipment (salt bin, flatbed etc.). This means detaching the side plough takes as little time as detaching a flatbed.

**Safety** – Spring-loaded plough blades reduce grab risk, while a working width of up to 8.8 meters (Norway 7.5 meters) constitutes a full-width road barrier that prevents zigzagging traffic and potentially fatal overtaking.

**Simple construction** – No side plough attachments required; a hook lift system on a tridem truck is all that's needed.



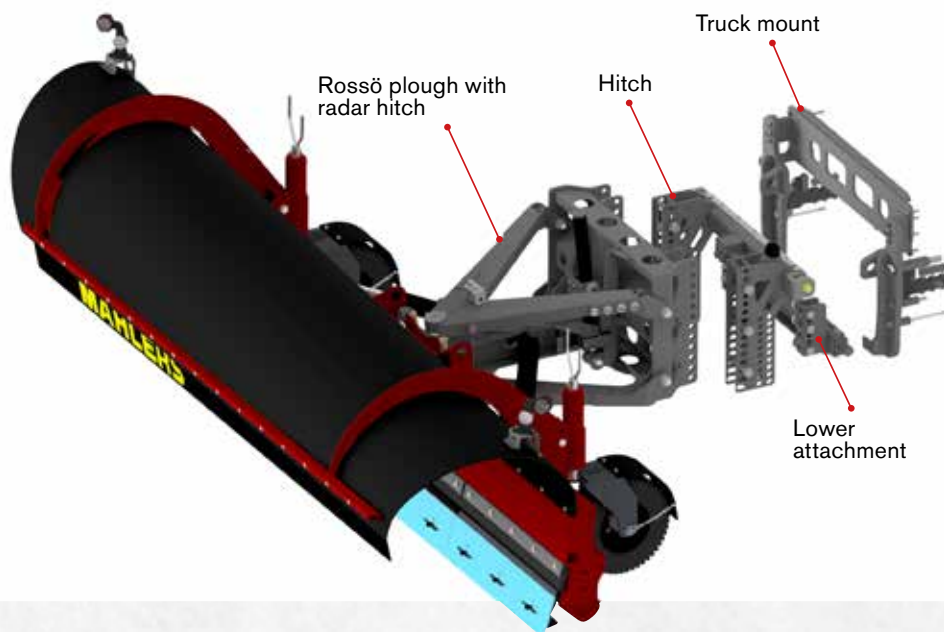


## UNIQUE PLOUGH ATTACHMENT FROM MÄHLERS

In 2015, the EU introduced requirements for radar at the front of some truck chassis.\* This radar is an important part of the AEBS advanced emergency braking system. This has brought new challenges for manufacturers of snow ploughs as the 'older' hitch systems, VV95, Norway plate and DIN plate block the radar, which must be deactivated when the plough hitch is mounted. Through a collaboration with Volvo and

Scania, Mählers has developed a radar-adapted plough hitch system – 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 system involves mounting the plough hitch on the plough rather than the truck. This allows the radar, which is fitted to the front of the truck, to operate as it is no longer blocked once the plough is removed.



Mählers' new radar attachment was tested with good results during the 2015/16 and 2016/17 seasons and is now available for most truck models.\*\*

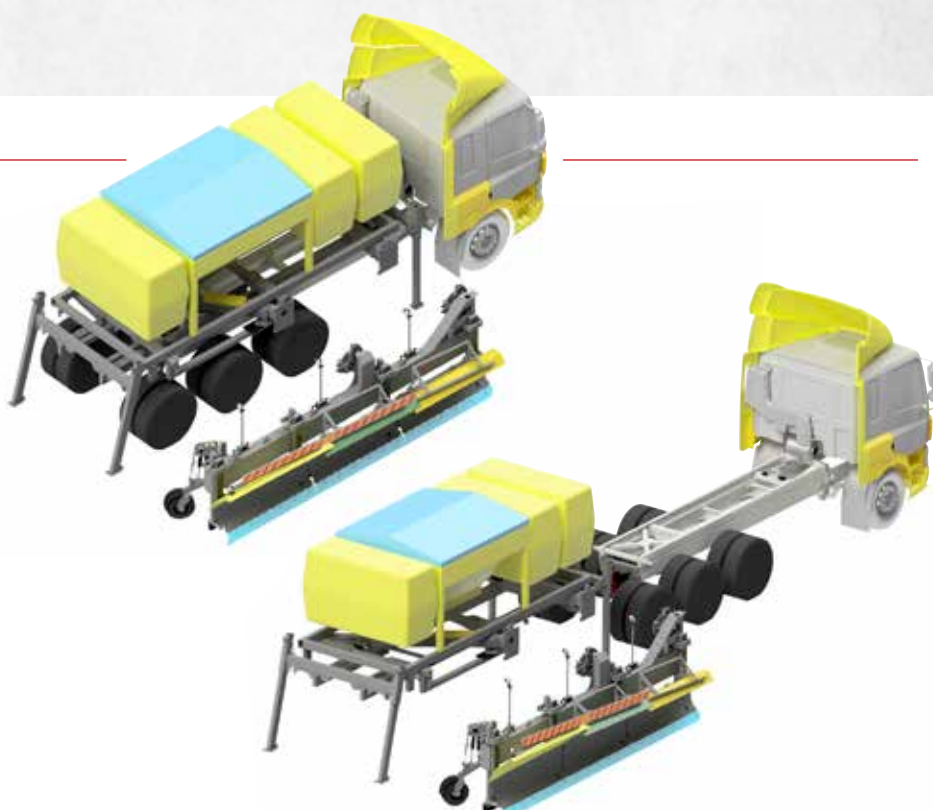
Mählers also offers adapters with hitches for attaching old model plans to the new attachment.

*\* The new EU directive applies only to countries in the EU.*

*\*\* Contact Mählers for information regarding truck models the new radar bracket can be mounted on.*

## CAWAY - HOW IT WORKS

The side plough has three sections that follow the contour of the road. The plough is suspended by four cylinders that have adjustable surface contact pressure. Caway is also fitted with separate slush blades for the best clearance results. Reflectors are installed along the front and rear of the side plough which is also fitted with strobe lights for best visibility. The front sections are fitted with spindrift deflectors. The side plough can be detached from the cargo shifter trailer when only salting will be carried out; attachment or detachment takes around 10 minutes. Caway is operated by Mählers' MC2B control system.







# MÄHLERS HIGH-THROW DIAGONAL PLOUGH DPH3700

## "It's awesome at throwing snow"

Ruben started his career in the industry back in 1984 when he began hauling forest machines with his low loader. In 2001, the operation transitioned to special haulage. In 2009, the operation changed once again and this time Ruben made his breakthrough in the contract construction industry and began hauling gravel and maintaining gravel roads during the summers, while the winters were all about snow ploughing. In recent years he's added asphalt haulage, and today the principal operations are asphalt and snow ploughing. To cope with winters in southern Lapland that can at times be snow rich, Ruben chose to equip his new truck with Mählers DPH3700 high-throw diagonal plough.

"I can plough many more trips now before the ploughed edges begin to build up, and I don't have to use the wing as much with the DPH on the front of

the truck," Ruben tells us. And sometimes the drifts can get pretty grim along the roads up here, so being able to throw the snow so far from the road is great," in Ruben's opinion.

He tells us there were some teething problems during the first trips, but that Mählers' provided great support and after some minor adjustments, the plough is stable and behaves well on the road.

"Yep; it works perfectly now and it's awesome at throwing snow," says Ruben.

Even though we didn't get as much snow on the day of our visit as the weather forecast promised, we still got to see the plough in operation as road maintainer Svevia called out Ruben for a trip.

"That's how it is sometimes; the weather reports promise/threaten a lots of snow but when we get out there's just a bit of blown snow along the road, and





Along Highway 92 between Lycksele and Åsele in Lapland we meet haulier Ruben Gustafsson. He ploughs this route for road maintainer Svevia in his well-kept Volvo FH 540 Tridem fitted with a Hiab cargo shifter and full ploughing equipment from Mählers. A good looking job built by Vemservice in Vemdalen during the spring of 2016. Despite almost a full year on the road, it still looks spick-and-span.

other times it's vice versa.

But even though there's no blizzard, there are often snowdrifts along the ploughed edges that must be cleared away to avoid the spindrift that will otherwise form," Ruben tells us.

He also tells us that he ploughs a great many forestry roads and wonders if Mählers' latest DPD3700 combination plough would be an even better choice for his needs.

It combines the ability to throw the snow high and far with the ability to switch ploughing angles so you can choose the direction you want the snow to move in. Ruben tells us this would be perfect on forestry roads before we part company just north of Åsele when he turns around to plough in the opposite direction.



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Even though there's no blizzard, there are often snowdrifts along the ploughed edges that must be cleared away to avoid the spindrift that will otherwise form





# A new head turner hits the road in

According to Anton Tapani, they've had the road clearance contract for Highway 99 around Muodoslompola, Sweden "since back in my grandfather's day". But five years ago, they lost the contract – and won it back this year when Svevia made a new procurement.

"And then we needed new, really serious kit," says Anton.

Not only that, it also took some pretty serious truck driving with high demands on planning and endurance.

The new truck, a Scania R580, would be fitted out at Svetsab in Höganäs, 1,800 kilometers from Muodoslompola and right at the other end of Sweden. Anton was

able to collect his truck on 11 September, followed by a race against the clock with the truckers' meet in Ramsele 15-16 September as the finish line.

## What a trip!

"First I drove to Hudiksvall for the truck furnishings – table, curtains and such – and some chrome features. Then I hit the road toward Jevs Car Wrapping in Sollefteå and got the truck wrapped on a Sons of Anarchy theme – you know, the TV series. The next stop was Rossön, where I picked up the new DPH 3700 plough at Mählers. And then it was off to Ramsele to stand in line at the truck wash," laughs Anton.

And yes, Anton made it in time for the truckers' meet, where his new Scania received much praise. This was not completely new to Anton, who was making his fourth annual visit in a row and who previously had shown off his semi trailer with motifs from Mad Max.

"Our trucks must always be head turners – it's good advertising."

## Mählers × 2

But now it's back to business in Tornedalen. Tapanis Entreprenad is looking forward to a really snowy winter and plenty of work. In addition to the new Skandia truck with its DPH 3700, he also has a Volvo road grader





# n Tornedalen

fitted with a Mählers SVH-4 side plough.

"We look after Northern Pajala, including Highway 99. It's around 110 km in all, which means long days when there's heavy snow."

They did not choose Mählers by chance.

"We've always used Mählers. They make good kit and provide great service when it's needed," says Anton, who as yet has no experience with the new DPH 3700.

"But I've heard so many recommendations about it, that it has a great cutting angle and that it throws snow high and far. This is going to be a great winter, I'm sure of it."

Anton Tapani is longing for the first snow in Tornedalen. With his brand new, fully equipped Scania R580 and a new DPH 3700 from Mählers, he is more than well prepared. Yep, this is going to be a really great winter," says Anton Tapani at Tapanis Entreprenad in Muodoslompolo, north of Pajala.

## IN A NUTSHELL TAPANIS ENTREPRENAD

+ The company has a long history with roots in the taxi business that was founded in Muodoslompolo by Uno Tapani in the 1910s with a new 1913 Model T Ford.

+ Over the years, the business has had its ups and downs. In the 1990s, the company had a major bus business with 10 or more buses.

+ Today, the company is round by the fourth Tapani generation – brothers Emil and Anton. Emil is responsible for the contracting side which is predominantly vehicles used in the mining industry in the Malmfälten mining region. Anton takes care of the haulage side.



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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