

# MÄHLERS

NEWS  
#1 2018



## Björn is meticulous

– so it had to be DPD



**Better** results,  
**safer** workplace

– Pages 2-5 –



**Mählers' Gravel spreader**

– nothing else will do

– Pages 6-7 –



**Mählers' snow ploughs**  
& **RASCO** spreaders

– Page 11 –

## The 'White Gold' arrived

In the previous issue of Mählers News, I was hoping for a truly snowy winter and that all of our customers would have plenty of work shifting 'White Gold'.

My prayers were pretty much answered and northern parts of the Nordics got to enjoy a winter the way they 'used to be'. Some areas received record amounts of snow and trucks barely had time to cool down before it was time for the next trip.

This also meant that our latest additions to the product range, the DPH high-throw diagonal plough, the DPD combination plough and Caway side-plough system had to show their mettle this winter.

And it's gratifying to know that everyone who used our new products were generally very satisfied, and you'll get to meet a few of them in this issue.

Also, don't forget to look us up on Facebook, Instagram and our YouTube channel.

You can meet more Mählers customers there, see photos and watch videos.

All that remains for me is to wish you a great spring and summer. See you all again in the autumn in the next Mählers News!



**Roar Wehn**  
Head of Sales, Mählers



**Check out the video on YouTube**  
[youtube.com/MahlersOnline](https://youtube.com/MahlersOnline)



**REMEMBER**  
YOU CAN ALSO REACH US  
ON THE FOLLOWING MEDIA



**FACEBOOK**  
[facebook.com/mahlers.se](https://facebook.com/mahlers.se)



**FLICKR**  
[flickr.com/mahlers](https://flickr.com/mahlers)



**YOUTUBE**  
[www.youtube.com/MahlersOnline](https://www.youtube.com/MahlersOnline)

# Svevia Västerås about Caway: **Better results and a safer workplace**

"Caway is simply in a class of its own." Johan Fischer, supervisor at Svevia in Västerås, lists the benefits of the new, wide side plow from Mählers.

Haulier Micke Bergquist nods in agreement.

"It does a quality ploughing job. What's more, no more daredevil overtaking means a safer working environment."



Mälardalens Lastväxlarcentral seen here with a Caway side plough

On an average day, around 55,000 vehicles pass by Västerås on the E18. The E18, together with the national roads that run north to south, are the main responsibility for Johan Fischer and his colleagues at Svevia.

"And this year, the E18 was upgraded to a Class A road. This means if there's one centimeter of snow, we must complete a round trip on our section of the E18 in the space of two hours, including slip roads.

Because the time available has shrunk by one hour – previously the requirement was to clear the whole stretch in three hours – we need more equipment and personnel. Johan Fischer was sure there must be a more efficient way of ploughing two-lane carriageways than using two snow ploughs in convoy.

"Last season, Svevia tested Caway in Jakobsberg outside Stockholm. I checked with them, and they only had good things to say. They found the width a bit strange at first, but they soon got used to it.

## **Good all the way across**

So Svevia Västerås invested in two Caways from Mählers for the 2017-2018 season. One is run by Mälardalen Lastväxlarcentral (hook lift centre) on the stretch from the Hälla interchange in Västerås to Enköping, which is about 18 miles each way. The other one is on Micke Bergquist's new Scania R 520 and runs on the E18 between Anundshög interchange in Västerås and Västjädra on the way to Köping.

"The Caway plough is really wide, but you learn quickly. I used to drive a rigid side plough, but it was not much good where the road is cambered. Because Caway is split into three sections, it does a good job all the way across," says Micke.

Micke has seen a thing or two in snow clearance. He began working for Västerås municipality in 1992, and five years later for the erstwhile national road administration.

"Back then we were still using V-ploughs," he laughs. ►



Total width – up to **8.5 metres**



#### **A lot of salting**

Today he runs Blåsbo Transport, has four employees and recently signed a multi-year agreement with Svevia for winter road maintenance. This winter – up until New Year – there have only been three ploughing occasions but all the more salting with many days at temperatures around freezing.

"In two months I've driven 12,000 miles with my new truck, almost exclusively salting," says Micke, pointing to the large tanks on the Scania that can hold eight tonnes of dry salt

and 9.5 tonnes of brine.

In other words, Micke's Caway has not had to show its mettle many times, but both Micke and Johan are very pleased.

"There are so many good things to say about Caway, I hardly know where to start," says Johan, as he begins itemizing the advantages.

#### **Item after item**

+ With a width of almost ten metres, one truck can do a two-truck job on motorways and other dual carriageways.



#### **IN A NUTSHELL SVEVIA DO VÄSTERÅS**

- + Around 10 permanent employees and 20 contract hauliers during the winter for snow clearance and deicing.
- + Operations cover approx 600 miles for the Swedish transport administration and around 300 miles for the City of Västerås.
- + DO Västerås has around 34 leased vehicles, mainly trucks and tractors. Winter road maintenance equipment is predominantly Mählers, and includes all front ploughs and seven side ploughs with side shifting, and two Caways.



” The Caway plough is really wide, **but you learn quickly.**

MICKE BERGQUIST

"That saves money, and not a little. And there's less environmental impact."

+ With the Caway, one truck can handle the entire width of the carriageway.

"No more crazy overtaking by stressed-out motorists zigzagging between two snow ploughs is a great improvement for the work environment."

+ Better plough results.

"Because the side plough is split in three, with slush blades behind, it follows the carriageway very well and the end re-

sult is bare road. You can't ask for better than that."

All in all, with one truck instead of two, we get better results, we save fuel and we also reduce our environmental impact," says Johan Fischer.

According to Johan, Caway is 'in a class of its own' and collaboration with Mählers is good — and will only get better.

"We've always enjoyed good support from Mählers and their service partner in Hedesunda, but now we're also getting an authorized Mählers service partner here in Västerås. As perfect as can be!



## IN A NUTSHELL CAWAY

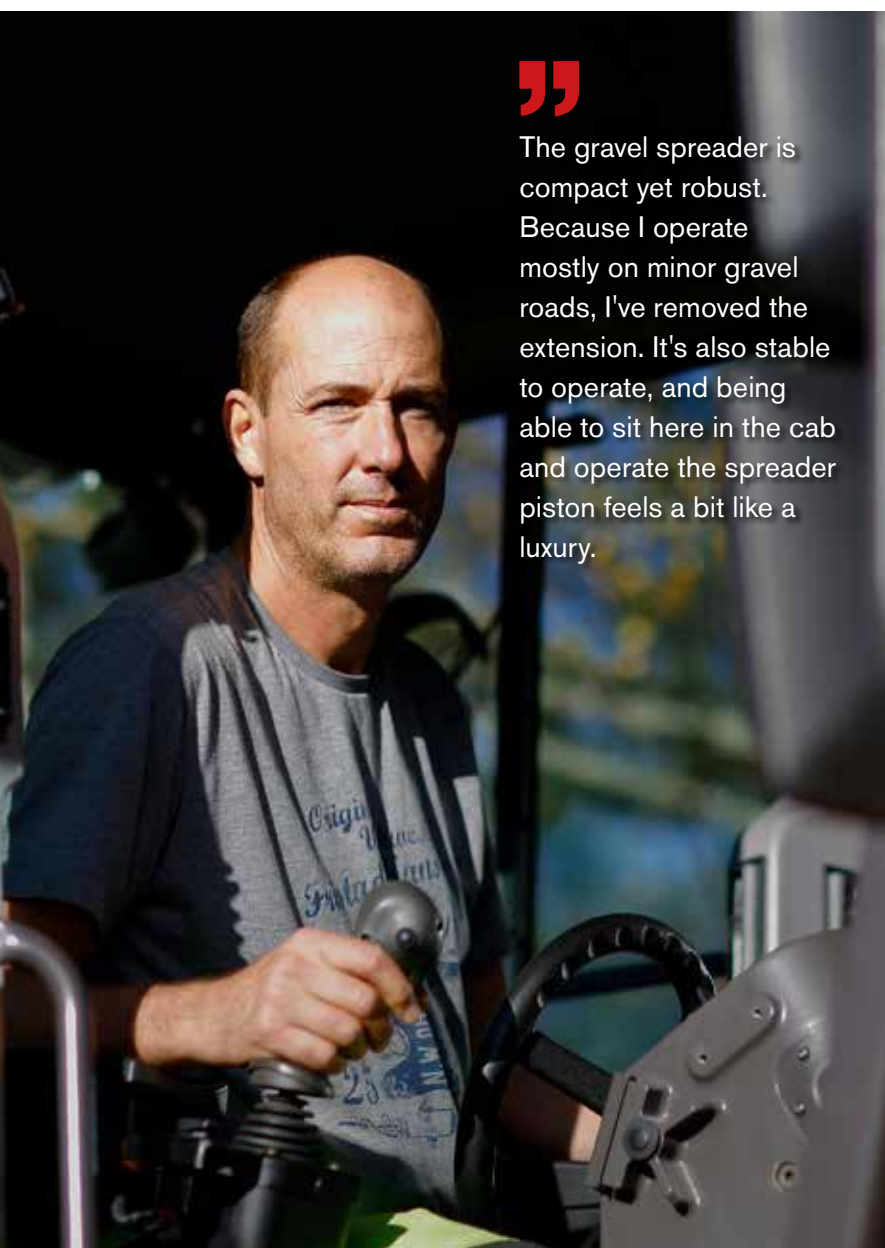
The Caway system is based on three sections – a hook lifter arm, a 5.5-meter side plough and a salt container or other deicing equipment.

- + When used with a front plough, the truck has a plough width that covers two lanes. Everything including blade pressure is managed from the cab using the MC2 control system.
- + When a hook lift is used to attach it, the plough can be quickly and easily picked up and set down again.



”

The gravel spreader is compact yet robust. Because I operate mostly on minor gravel roads, I've removed the extension. It's also stable to operate, and being able to sit here in the cab and operate the spreader piston feels a bit like a luxury.





# Mählers' Gravel spreader – **nothing else will do**

Even though Micke Hjertstedt in Skänninge began driving road graders as a 15-year-old, he thinks there's still plenty to learn 35 years later.

"If I ever stop thinking that, it'll be time to call it a day. I'm always trying to do things better."

And like the perfectionist he is, he's choosy about his equipment.

"When it comes to gravel spreaders, only Mählers will do."

Many can testify to how complicated it is to operate and handle a road grader properly. Micke is the first to agree, but he's also full of respect for people who operate excavators.

Just look at how they work with buckets and tiltrotators; they do things like they were using their own hands. Amazing!

Micke began work apprenticed to his Dad, Olle, in 1984, and in 1989 he started his own company. He had 'dalliances' with Nordverk and Cat before falling head-over-heels for Volvo 2003 road graders, so it was a blow when Volvo announced they would stop producing graders.

We'll just have to make do with what we have, as they say. Micke bought two of the last Volvo graders sold in Sweden; in 2015 it was a G930B and last year a G940C – the latter being the very last road grader from Volvo.

"I guarantee they'll last until I retire, so I'm not complaining," laughs Micke.

## Compact and robust

Micke Hjertstedts Hyveljtjänst has two graders, a L90G wheel loader and one employee in the person of Magnus Rothman. Assignments are mainly from Mjölby and Motala municipalities and JLB Mark & Asfalt.

"And I also do some jobs for road maintenance associations. This is where the Mählers gravel spreader is unbeatable; it does jobs perfectly and gets them done in the fastest possible time.

When Mike purchased the two new road graders, he also bought new gravel spreaders. He had previously used a 20-year-old Mählers gravel spreader on his ten-year-old grader.

"It wasn't worn-out, but I wanted to treat Magnus and me to some new kit. And there certainly is a difference between the old and the new," says Micke, who adds:

"The gravel spreader is both compact and robust. Because I operate mostly on minor gravel roads, I've removed the extension. It's also stable to operate, and being able to sit here in the cab and operate the spreader piston feels a bit like a luxury.

## IN BRIEF

- + In 2014 Volvo Construction Equipment decided to transfer production of road graders to the group's Chinese company, SDLG.
- + In May 2017, the last Volvo grader sold in Sweden left the dealer Swecon's fitting-out workshop. It was Micke Hjertstedt's G940C.
- + The last graders were given names. Micke's grader is called Therése. Others were named Bettan (operates at the LKAB mine), Charlotte (a tribute to Charlotte Kalla's World Championship gold medal in Falun for the machine planned for Svevia in Boden) and Lieddi (which means flower in Sami) for the machine operating in Slagnäs, just south of Arvidsjaur

# BJÖRN IS METICULOUS

– SO IT HAD TO BE DPD



When Björn Kårén got Peab's snow-clearing assignment, he already had everything he really needed in the way of machines and ploughing equipment. But not quite. To handle all his assignments, he needed to use his new Valtra, a P194 really intended as a farm tractor, and equip it. "There was no question it would be a DPD from Mählers. And I also added a side wing and an underbody scraper/grader.

People who know Björn Kårén from outside Sollefteå also know he's meticulous when choosing his machines' equipment. For example, when he pimped up two Volvo wheel loaders, he first dismantled them into their component parts, painted everything black and metallic red and then fitted them out with 'extra everything', such as lighting, cameras and specially made seats.

So his choice of a Mählers Diagonal Plow Double (DPD) came as no surprise.

"Mählers is the best, there's no two ways about it. They've helped me many times with special solutions – they know what they're doing.

I'd read and heard plenty about DPD, and it was something I really wanted."

## A lot of work

He got a DPD last autumn, and it has truly shown what it's worth. It started snowing at the beginning of November and it hasn't stopped since. DPD uses his Valtra and DPD along a 45 mile minor road that winds its way between Sollefteå and Örnsköldsvik.

"The round trip takes six hours and demands concentration all the time. And the DPD is excellent! Its ability to throw snow in both directions makes it really flexible. What's more, I can switch quickly and in

tight spaces I can spread the snow.

"But there's so much more that's good, like the positive cutting angle and spring-loaded blade holders. And it throws the snow so well, but so do all the ploughs from Mählers."

For a long while, Kåréns Maskin was a one-man band, but in 2013, Björn began employing a driver and the floodgates just opened.

"Demand increased, and because I find it hard to say no, well... Today I have nine full-time employees and I take on extra people and equipment during peaks. Because it's my turn for my son Axel every second week – dropping him off and picking him up from daycare and so forth – I try to work normal hours. But the other weeks are always long, since this winter has been so extreme.

## Mountains of snow

How extreme? We checked with the SMHI meteorological station, which just by chance measures snow depth in Multrä, just a stone's throw from where Kåréns Maskin has its yard. The first inch of snow arrived on 12 November.

The DPD (diagonal plow double) went into series production in the autumn of 2017 following tests of various prototypes.

Two weeks later it was 10 inches and then it snowed throughout most of December and January interspersed with periods of mild weather and thaws that compacted the snow.

At the end of January, the snow in Multrä was 28 inches deep, and a stressed-out Björn Kårén could see that yet another big snowstorm was on the way.

"Mustn't grumble – I get paid by the ploughed mile. But if things carry on like this – I have a multiyear contract – I don't know how it will all end," he laughs, adding:

"As it turns out, I have good, hard-wearing kit that does the job well in this kind of weather.



The plough is also equipped with spring-loaded blade holders and has a positive cutting angle of 35 degrees for effective ploughing in all conditions. The DPD is also available with optional slush blades.

Because the DPD is designed and engineered to throw snow equally effectively right or left, it can turn through 37 degrees in either direction. The plough is available in two widths, 340 and 370 centimetres.

# MICKE & LARSE KEEP 'AQUAVIT ALLEY' FREE FROM SNOW

Aquavit Alley winds its way through the snowy Jämtland County winter about 20 miles south of Mählers' factory in Rossön.

It's called Road 989 on the Transport Administration map, but is popularly known as 'Aquavit Alley'. According to legend, it got its nickname when the regional centre of Strömsund got a liquor store, after which many residents drove into town from the small villages to the northeast of Strömsund to buy wine and spirits.

Mike Rudfjäll from Rudfjälls Åkeri AB has the job of ploughing Aquavit Alley for Peab. One cold January day we drove out to meet snow plough driver Lars-Evert "Larse" Totsås, when he was working his shift. I joined him on a detour to the little village of Hössjön, and the dark blue Volvo FH 510 with a + Mählers DPD combination plough and HDU side plough were throwing the snow just fine.

## The DPD follows the road

"I think the DPD sits on the road very well and is very responsive," replies Larse without hesitation when asked what he thinks about the new plough.

He explains that initially he had the wheels lowered a little to far, before he finally achieved the best ride by dropping the plough fully onto the road.

"We can easily complete a full ploughing season with the Coromant cutters, so there's no problem dropping the plough completely," according to Larse. Not only is Larse pleased with how the plough runs, he also likes its ability to plough equally well right and left.

"The narrowest roads often get completely blocked, so being able to choose the direction I throw the snow is an advantage, and it makes no difference which direction I'm travelling in.

And because its the same height on both sides, throw height and length are excellent," says Larse.

It's been a snowy winter in Jämtland, and in two months Larse & Micke have ploughed around 18,000 miles, so Larse knows what he's talking about.



”The narrowest roads often get completely blocked, so being able **to choose the direction I throw the snow is an advantage**

LARS-EVERT 'LARSE' TOTSÅS



If you'd like to see Larse in action, check out Mählers Youtube channel [youtube.com/MahlersOnline](https://www.youtube.com/MahlersOnline)

# Mählers' snow ploughs & RASCO spreaders

– a winning concept for Norwegian and Swedish roads

Mählers is gearing up to become a full-range supplier of road maintenance equipment. At the end of February 2018, RASCO signed an exclusive distribution agreement for Sweden and Norway with Mählers.

RASCO is one of Europe's leading manufacturers of professional equipment for road infrastructure maintenance. RASCO's truck-mounted SOLID and Liquid spreader series have been used for road maintenance in Scandinavia for many years. SOLID C is the most popular model with most Scandinavian customers.

"Mählers is the Nordic region's biggest manufacturer of winter road maintenance equipment for trucks, but in recent years we've received many inquiries about products not included in our range. The agreement with RASCO means we're now a full-range supplier for both winter and summer maintenance equipment," says Roar When, Head of Marketing & Sales at Mählers.

The companies' product portfolios complement each other perfectly. RASCO spreaders' ability to handle tough, demanding Nordic conditions and Mählers front and side-mounted ploughs manufactured to Scandinavian standards, are a perfect combination. As the exclusive distributor of RASCO products in Norway and Sweden, Mählers will be able to offer a full range of winter maintenance solutions to its customers.

Roar Wehn has great confidence in the reliability of RASCO's products.

"We were already acquainted with some of RASCO's

products, and we have full confidence in their quality. Following a number of interviews with customers who use RASCO's products today, and with key personnel within RASCO, we're convinced that this is something we want to complete our product range with," says Roar Wehn.

RASCO's philosophy is to offer year-round road infrastructure maintenance. In addition to spreaders, RASCO's product portfolio includes various types of snow ploughs, verge mowers, brushes and street washers, all of which will be available through Mählers' distribution network.

Ivan Franičević, RASCO CEO points out the importance of the agreement.

"RASCO started business 28 years ago as a small company with just two employees. Today, we can proudly say that our know how, experience and effort have led to this distribution agreement with one of the leading manufacturers of snow ploughs in the Nordic region. Being present in more than 30 markets around the world, means RASCO understands that the choice of the right distributor is the key to success."

"We're convinced that our partnership with Mählers will provide our customers with unrivalled added value."



Read more about RASCO's and Mählers' products at [www.rasco.eu](http://www.rasco.eu) and [www.mahlers.se](http://www.mahlers.se) or contact the salesman concerned at Mählers directly.

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!**

## 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  
+46 624-51 23 62



**Urban Jonsson**  
Sales specialist  
urban.jonsson@mahlers.se  
+46 624-51 23 61



**Mikael Modin**  
Sales specialist  
mikael.modin@mahlers.se  
+46 624-51 23 55



**Per-Hugo Mikalsen**  
Sales Specialist, Norway  
per-hugo.mikalsen@mahlers.no  
+47 917 083 09



**TOOL SYSTEMS FOR INCREASED PROFITABILITY**