



# MAGAZINE

**VIMEK®**

ISSUE 1/2011 AN INFORMATION MAGAZINE PUBLISHED BY VIMEK



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# VIMEK IN THE WORLD

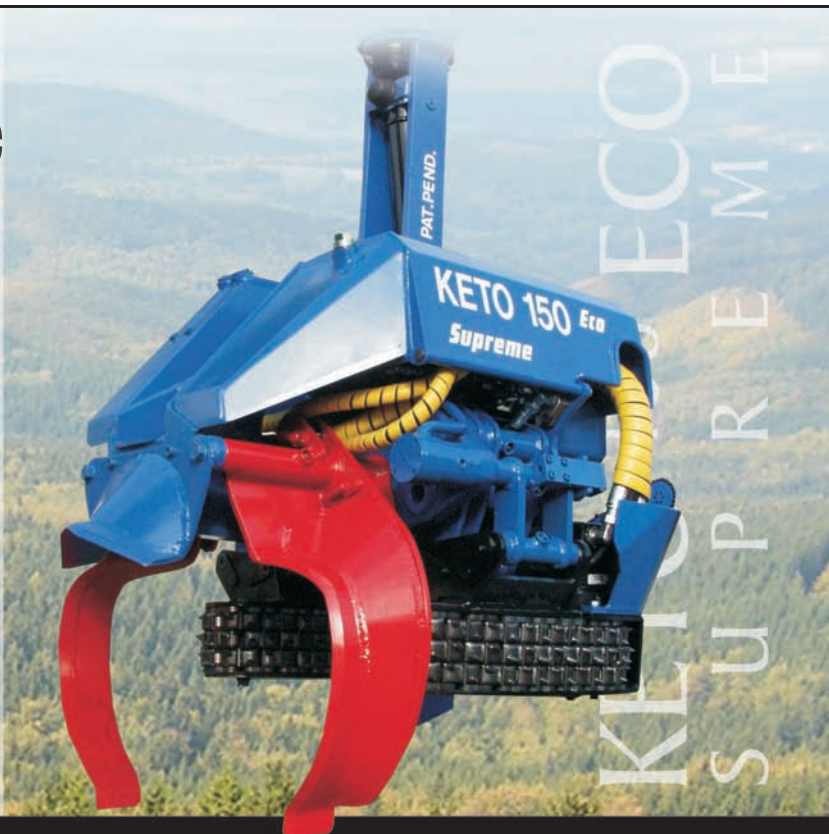




# ÄVEN TILL ENERGISKOGEN OCH AVVERKNING AV GAGNVIRKE

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PÅ TUSENTALS MASKINER.

FRÅGA MERA  
OM TOTALEKONOMISKA  
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**” If you always say "We'll see",  
nothing ever happens.**

*Winnie-the-Pooh*

# ENVIRONMENTAL MACHINES FOR EVERYONE

**A year and a half has passed since we moved our production facilities to Vindeln.**

**In this time we have gone from site assembly to line assembly; a natural development in order to grow as a company.**

The new work method creates a flow which essentially provides three major advantages:

- Consistent high quality
- Machine delivery on time
- Identical machines, all of the time

The growth that we have seen in recent years is the result of a long-term strategy.

While many in the forestry industry experienced a hard time during the recent recession, things have continued to go well for us.

We have suffered no losses in the Swedish market, and have increased exports. We are currently selling in around 15 countries with more on the way.

## **The team is important to us at Vimek.**

Everyone should be involved, and everyone should step into the spotlight and be heard. Not just management but also in production, the warehouse or at our dealers and customers.

I believe there is strength in being an organisation where everyone helps out and stays committed. This creates a sense of belonging that can be seen at several stages. It makes it more fun to work and product quality is increased.

If Vimek started out as a company for private landowners, interest in our machines has grown to include contractors and forestry companies.

It's not good business practice to fell trees on an industrial scale without any consideration for the ground condition or the forest's character. Today we see an entirely different consideration for the forest, not least the desire to avoid wide service roads and land damage that may result in a negative impact for years to come.

All our products are created to cause as little damage as possible. They are therefore very suitable for first or bioenergy thinning.

It is also great to see that we are not only a good option for private land owners, but also a good partner for contractors.



**Fredrik Lundberg, CEO of Vimek**

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Box 86, 598 22 VIMMERBY  
Telefon: +46 492-196 70  
Internet: [www.mediapartner.nu](http://www.mediapartner.nu)

Publisher.....Fredrik Lundberg  
Project leader.....Björn Lilja  
Media sales.....Cissi Åhlander  
Text.....Karin Larsson  
Photo.....Lennart Jönsson, Vimek  
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# VIMEK - ALWAYS ON THE ROAD TOWARDS NEW MARKETS

There are several aspects to consider when expanding overseas. Abroad as at home, an after-sales package in the form of service, repairs and spare parts must be in place. Initially this means extensive work in the form of training, both in driving techniques and in mechanics.

The Vimek range is currently available in 15 countries and more countries are in the pipeline.

"It is important to aim for countries which have a forest structure suitable for our machines," says Vimek's CEO Fredrik Lundberg.

Belarus is one of the countries that Vimek has become interested in over recent years.

Like Poland, large land surfaces were destroyed during the Second World War, and the forest that was planted after the war is now becoming mature for thinning.

Belarus has a complicated decision-making hierarchy, and it takes time to get decisions to bids and tenders for managing the State Forest. However, if we look at the layout of the forest, the large areas are ideal for Vimek machines.

"It will change from felling with chainsaws to felling with our machines. Naturally, this is an extreme change, but also an exciting development. I believe that Belarus will become one of our major export countries in the future," says Fredrik.

**” You can't stay in your corner of the Forest waiting for others to come to you. You have to go to them sometimes too.**

*Winnie-the-Pooh*

## Steep slopes

First visited by Vimek in 2008, Japan has recently purchased its first machine.

Japan's geography is very special, with some incredibly hilly countryside where straight roads are often an impossibility. Instead the roads are built with hairpin bends in order to offset the steep slopes.

The actual cutting takes place manually, the trees are then winched out to a processor. From there the timber is taken by a forwarder to a lorry waiting to transport it further. It is here in logistics that Vimek has got its foot in the door.

"We have been able to prove that our wheeled forwarders can run slightly faster than the Japanese forwarder, despite the same freight capacity. For the same cost, value is increased through a more comfortable driving environment including A/C and lower fuel consumption," says Fredrik.

Other countries on Vimek's agenda are Denmark, Portugal, France, Ukraine and Russia.

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**"If you plant an acorn it will grow into an oak. But planting a honeycomb won't grow you a beehive!"**

*Winnie-the-Pooh*

## URBAN CHANGED THE WORLD FOR VINDELN



Urban Lundström, salesperson and responsible for aftersales at Vimek.

**As a service engineer at Komatsu Forest, Urban Lundström understood the whole market. Since last year, he has been responsible for sales and aftersales at Vimek.**

**"These machines are modern when it comes to the environment, cost and size, but buying a machine is not the same as maintaining it. I believe we have succeeded with both."**

Urban Lundström has never worked as a salesperson, but he has been working closely with other salespeople and has picked up a thing or two in his long career.

Above all, he knows everything there is to know about machines in general and forestry in particular. That's how it goes when you're born above a garage and practically bottle-fed diesel oil.

"I started off as a mechanic, working for my father, before I moved on to forestry machines. It is obviously easier to talk about a product if you know something about it. Sales-wise, I have tried to use my positive experiences from previous jobs, something I still make use of today," says Urban.

### **New business system**

Urban's job is not just about sales, but also about developing the important after-sales markets, both in Sweden and abroad. Some countries are moving from manual harvesting to machine harvesting, and of course there is a considerable need for training.

In the home market, Vimek has built up a good network of dealers who also act as service stations. This allows customers to service their machines and buy spare parts, or have repairs carried out either in the workshop or the field.

To further improve the service, a new business system has just been launched in the company, which among other things will provide more efficient handling of warranty and service issues.

"Customers should feel that they get quick responses to any questions about faults, repairs and warranties. By adding new

services, we have also increased the workforce," says Urban.

### **Callouts**

If a dealership can't solve a problem themselves, they can get help from our service engineers Ulf Johansson or Dick Hedqvist. They have worked with Vimek machines for many years and know the models inside out.

They act as a mobile resource who are called out as and when they are needed, but also as theoretical and practical trainers for dealers.

"We are focusing on that in particular at the moment, for the benefit of our customers. We want to offer the best service possible, for example by providing training and information about important issues," says Urban.

### **The future is bright**

Vimek's management strives to have an open organisation, and makes an effort to spread internal information as widely as possible during production.

"If an order comes in for a new machine, we go straight out and inform the production team. There is a very good environment at Vimek which makes it even more fun to work here. When I first started here, people disparagingly said "No way are you going to work with such small machines", but I've never regretted switching jobs. On the contrary, I really believe that Vimek's products have a bright future ahead."



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# MOWI

**Din bästa vän i skogen.**



# NEW NEWS AND SOME OLD N



Vimek machines have one important common denominator: They are designed to cause as little damage as possible to the land, combined with reasonable investment costs and fuel consumption that is far below that of other types of forestry machines.

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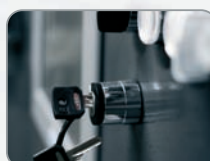
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There will be many new additions and upgrades across the machine range in 2011 and the years to come.

Some of the biggest changes to come are a completely new clutch for the 608 forwarder, the 620 will become the 630 and a forest conservation kit will be included in the 404 T4 which will be useful in all situations.

### Clutch generation II

Previously the clutch was dictated by the speed variator on the engine. Now it is also hydraulically controlled, which is ideal for Vimek machines as it provides a higher transmission efficiency; 90% versus 70% for hydrostatic operation.

Both the primary and secondary clutch have had reinforcements made, including a wider belt.

Another advantage is that you can disconnect the clutch and still use other functionalities without having to stop everything.

The whole system is easy to understand and maintain, since it is easy to see and understand what the problem is if anything goes wrong.

Second-generation clutches will be available on the market in the second half of 2011.

### Forwarders x 3

Vimek 608 is now available in three lengths:

- Suitable fell lengths.
- Double space for the European market
- Load belt for extremely short lengths of wood

A number of technical quality improvements have also been made. These include a hose routing in the trailer part with an extended life cycle.

### Minimaster 620 cc becomes 630 cc

Changes have been made not only under the bonnet but also on top of the chassis, which has been extended and has a new silver design. The Minimaster is a tough guy who can manoeuvre in really rough terrains - especially now that the machine has been given extra power and extra equipment.

- Crane dampers combined with a new valve package give the driveability an extra boost.
- Aggressive ATV wheels suitable for difficult ground conditions. Improved grip and smoother running become standard.
- Arched front to keep branches away. Optional mounted winch.
- Rollover protection. This means that there is space under the machine in the event of a tipping accident. Space has also been created for storage, of a chainsaw and fire extinguisher for example.
- Environmentally adapted engine in accordance with the European rating for emission requirements.
- Improved serviceability.

### 404T4

Clearing seems to be the biggest challenge for the forest industry right now.

Currently, 100% of clearing is done by hand, which is something Vimek intends to change.

By purchasing a forest management kit consisting of a base machine with a harvesting head, felling head and ditch bucket, you get a machine with a very wide range of applications.

Tests show that machines clear 3.5 times more efficiently than a human.

And after having tested the new ditch bucket for ditch cleaning, it can be said with certainty that it works.

Other features of the 404T4 harvester are:

- New front suspension, plus a new design of the front axle, which means that the wheel pairs can be reversed and widened from the standard measure of 180 cm to 215 cm.
- Soundproofing of the cab and noise control provides a quieter work environment.
- 20 cm longer wheelbase for better off-road capability.

### 606 TT

Improved cooler and pump fittings for increased reliability and serviceability are just some of the new features available.

### 608.2 BioCombi

Vimek always endeavours to be at the forefront of biomass removal from the first thinning. That's why the design department is constantly developing new accessories to make the machines more flexible and efficient.

The 608.2 BioCombi is a powerful combination machine for thinning and transporting biofuels.

The new generation BioCombi is equipped with a felling grapple saw instead of a guillotine grapple, to cut larger diameters. The felling grapple saw turns the machines into good "all-rounders" as it also easily handles visibility clearing and forwarding.

The test drive results show that the felling grapple saw is faster than the guillotine grapple as it simultaneously works well as a loading tool.

The guillotine grapple unit will still be available as an option.

### 608.2

Low fuel consumption and low investment costs - 608.2 in conjunction with the 404T4 harvester is a real dream team for no branch road thinning.

We have put some serious work into this machine. In total we have introduced 78 new additions, including the 2nd generation clutch and a foldable light which can be used either as work lighting or travel lighting.



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# DREAM COUPLE BOUGHT THE DREAM TEAM

**It all started with seven hectares which were to be harvested for the first time, it ended with Björn Ferry and Heidi Andersson buying Vimek's "Dreamteam", 404T4 and 608.**

**They are now starting up their own contracting company to help other forest owners.**

**"It is important that the forest has a high value even after the machines have been there, says Björn Ferry.**

Björn Ferry is, as he says, a biathlete and not a forest farmer, but once the process had started, there was no stopping it.

"I have become hooked on the forest. It feels great to think forest, be in the forest, work in the forest and to own the forest."

Together, the couple owns 260 hectares around Storuman. In the beginning they had no intention of buying their own forestry machines, but when they realised there was no alternative to bringing in large, traditional harvesters, they had a rethink.

"To cut by hand is economically insane, but having to create wide paths to give access to large machines is not acceptable either. With that in mind, we started looking around," says Björn.

## **Local is good**

Björn already knew of Vimek, and when he started reading about the products he also realised there was a likelihood his neighbours would be thinking along the same lines and would want to purchase alternative harvesting equipment.

"I also like the idea of buying machines from a company located nearby. It would feel weird to buy from the south, or from abroad. We are now so close that we can get spare parts, or access to Vimek machine skills within a couple of hours."

## **Good financial sense**

Björn Ferry says that his acquaintances have been surprised by his great interest in the forest. Some also doubted his viability as an entrepreneur, given that many companies in the harvesting

industry are struggling with low margins.

"I think it's an advantage that I come from a different background. First and foremost, I want to create a service for other forest owners, and I can therefore be independent of the large forest companies who are driving down prices."

## **Cheaper to run**

Energy consumption is another subject close to Björn's heart. With today's diesel prices it is more important than ever to calculate the energy consumption per harvested cubic metre of timber; a comparison that Vimek wins by far.

"Lower fuel consumption, one third of the purchase price compared to a large thinning machine and fewer things that can go wrong as the machines do not have overly complex electronics and new technology means it is possible to get a decent overall economy from the outset."

## **Believe in the idea**

If all goes according to plan, it will be Heidi's 22-year old brother Frank who sits behind the controls. He will also join us in Vindeln for the final assembly week to learn more about how the machines are built.

Björn Ferry is happy to be the investor in the project, in combination with some leisure driving.

"I am first and foremost an athlete, that is my profession, but I am confident that our business concept will succeed."



”

“Don't underestimate the value of Doing Nothing, of just going along, listening to all the things you can't hear, and not bothering.”

*Winnie-the-Pooh*





# THE AUSTRIANS LEAVE THE THINNING TO VIMEK.

**The Austrian entrepreneur Gerhard Weghofer from St. Magdalena-Steiermark discovered Vimek's machines at Elmia Wood 2009.**

**Last year he decided to invest in his own equipment, known as Vimek's Dreamteam: The 404T3 harvester and the 608 forwarder.**

**"The 404T3 shows its greatest strength in first and second thinnings, as a complement to a full harvester," says Gerhard Weghofer.**

The staff at Gerhard Weghofer's company consists of three drivers, and Gerhard's wife who takes care of the administrative side, such as costs and ordering spare parts.

The driver Andreas Sailer has already logged 2000 hours and says that he is happy with the maximum cutting diameter of 30 cm for stacking work.

The cab is equipped with a computer, Motomit IT, as well as a printer.

"One major benefit is the machine's low operational costs. It only needs 5 litres of diesel per hour," says Andreas Sailer.

## Little damage to the land

Gerhard Weghofer sees many other benefits in the Vimek machines, not least that the impact on the forest is minimal due to the low ground pressure.

"You don't have to drive back to the base road, which means that the crane's 5 metre range is sufficient. Even at the base roads, the canopy remains fixed after thinning, something which makes it less susceptible to storms," says Weghofer.

## Training and support

Service, repairs, spare parts and machine sales are done through the company Kamer & Berger in Tünnitz. The co-owner Alfred Berger has visited Sweden for training, and can also count on good support from the factory in Vindeln.

"When establishing ourselves abroad, it is important that the aftersales package is similar to that in Sweden. We therefore ensure that the service stations are properly trained on our products, and that they receive support if needed," says Vimek's CEO Fredrik Lundberg.

## Facts about the 404T3 and 608

Some characteristics of the Vimek 404T3 harvester are its width of just 180cm, a weight of 4.1 tonnes and an internal turning radius of only 80cm. The engine behind the "micro-harvester," as Weghofer calls it, is equipped with a Kubota engine of 44kW and the Keto Forst Silver generator.

The 1.8 metre wide Vimek 608 forwarder has a load capacity of 4.5 tonnes and a weight of 3.5 tonnes unloaded. It is powered by a three-cylinder Kubota engine with a rating of 18kW. The Mowi crane has a range of 5.2 metres. The diesel consumption is around 3 litres per hour according to Weghofer.



Gerhard Weghofer (left) and the driver Andreas Sailer are happy with the domestic service, and Alfred Berger's (right) expertise.

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Lars-Gunnar Nilsson



Johannes Nilsson

# WHEN THE COMPUTER SCREEN MEETS THE BLUE SCREEN

**Vimek's designers Lars-Gunnar Nilsson and Johannes Nilsson are, as the names might suggest, father and son. They think differently, work differently and will happily argue their own case.**

If Lars-Gunnar is the classic inventor who sits in his think tank and builds prototypes from cardboard and wood, Johannes prefers working from 3D drawings on the computer.

Somewhere in the middle, the ideas meet as a mixture of the best of both worlds: The computer's elegance and the cardboard models provide direct proof as to whether a project will be a flop or not.

The end result is complete machines, accessories, tools and upgrades which together make up Vimek's product portfolio.

## Prefers to build by hand

Lars-Gunnar is the brains behind the majority of Vimek's machines. Together with his brother Nils-Erik he started the company Idéservice in the 1970s, and has an outstanding ability to both enhance what already exists and to find new solutions and products.

Nils-Erik has retired, but the ownership structure and the day-to-day work remains the same: Lars-Gunnar has an idea. Thinks about it for a while. Discusses his idea with Johannes and others at Vimek. Creates a prototype and looks at whether it would work in reality.

Computers aren't "his thing" - he barely knows how they work,

and much prefers to look at the construction from a workshop mechanic's point of view. He is partly correct. Some things can be failures if the computer is left to its own devices.

"The computer is great for geometric calculations and to get a good idea of the outcome, but some things are almost impossible to verify digitally," says Johannes and mentions that the hydraulic hoses are a typical example of details that behave differently in reality.

## Gaining experience from reality

The Vimek 404T4 harvester and upgrades are designed completely by computers, with no raw prototypes, whereas other technical solutions are first built and tested in a workshop before being created on screen.

The connection between heart and brain is very much present, and despite Johannes' belonging to the computer generation, he also benefits from his workshop experience.

"If you have ever been working outside on a machine in -20 degrees and said a few choice swear words at how difficult it can be to reach the required parts, you start to think about accessibility when designing your own solutions."



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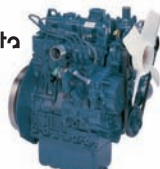


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**The sound of the felling grapple saw means that Roger Levander is out with his Vimek BioCombi. He is about to thin away some birch trees that act as a leaf shield for a Christmas tree cultivation.**

**"There is no good quality wood in these birch trees. Rot has penetrated into the wood via the twigs, but it is good for firewood," says Roger.**

We're sat on a tree trunk, drinking coffee in the sun. It's one of the first properly warm spring days, and even though there's still some snow on the ground, you can tell that nature is coming back to life.

The ground will soon be too soft for machines to run over it, so Roger tries to take maximum advantage of the time available. There's always work to do when you have a couple of hundred hectares of forest.

#### **It's fun to work in the forest**

The machine was only delivered a month ago, but Roger feels that it has been relatively easy to learn how to operate it. The alternative was purchasing an agricultural tractor with a forestry trailer, but after a lifetime in agriculture he wants to cut ties with the farming life.

"It was fun to invest in a machine that is fully adapted for driving in the woods. From a purely economic point of view, it may be better to rent for thinning, but the problem is having the machine arrive when it is needed. And it's rather fun to do the work yourself, which makes it all the more valuable!"

#### **As gentle as a horse**

Roger Levander is a traditional forest owner who prefers to manage a legacy than turn the forest into cash. He makes sure to both

clear the ground and fertilise it, in the hope that his sons will take over an even better forest.

He is particularly concerned for the environment, and is reluctant to destroy the land with roads and heavy footprints. According to Roger, the Biocombi doesn't really do any more damage than a horse with a timber trailer, which is something which has enjoyed a slight comeback in recent years as a gentle alternative to traditional forestry. It doesn't consume much more fuel either. A small can of diesel can last for a whole day's work.

Roger's machine is also equipped with A/C, diesel heaters and snow chains. Generally speaking however, it is the simplicity of the machine which appeals to Roger.

"There isn't a whole load of electronics, and the majority of repairs and servicing can be done yourself."



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EX38

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## Vi finns där du finns

I bankrelationer, precis som i alla andra relationer, är närheten central. Den skapar trygghet och enkelhet både för dig och för oss. Och det är grunden till bra affärer. Från Trelleborg till Kiruna har vi 461 kontor som står redo att hjälpa dig – var du än befinner dig. Mötet människor emellan är och kommer alltid vara mycket värt för oss. Därför ser vi till att alltid finnas där du finns.

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**Handelsbanken**  
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## GREAT DEMAND FOR MACHINERY IN THE POLISH MARKET

**The chainsaw is still the most common tool for forestry work in Poland, but the market for forestry machines is rapidly growing. The average age of the forest is low and there is a considerable need for thinning.**

**"Both existing and new companies have discovered Vimek's machines," says Konrad Sawicki at OTL in Jarocin.**

A third of Poland's surface area, approximately 9 million hectares, is covered with forest. A significant part of this was planted after the war, and with an average age of 61 years, many areas are now ready for thinning.

So far, all thinning has been performed manually. The mechanisation of forestry is still in its infancy, hampered in part by the government machinery which has not kept up with changes in the industry.

Under Polish law, only annual contracts can be signed for forestry, which means that contractors may risk not getting any funding for their equipment investment if they fail to renew their contracts.

"This is where Vimek enters the picture, as an alternative to

full-sized machines. With lower costs, lower fuel consumption and simpler mechanics, contractors dare to invest in new machines rather than purchase second-hand," says Konrad Sawicki.

OTL mainly works with industrial forest machines, accessories and after-sales. According to Konrad Sawicki, there is an increased demand for all types of machines, and the number of contractors is steadily increasing. There are currently five Vimek harvesters and approximately 40 forwarders and Minimasters in the Polish forests, and the sales curve is only ever heading upwards.

"The typical buyer is a pioneering business which will invest in implementing modern technology for its business," says Konrad Sawicki.



# Our distributors

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823 22 Kilafor  
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Stefan Persson  
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Tel 018-37 22 92

Lapab Maskin AB  
Box 46  
734 22 Hallstahammar  
Tel +46 220-225 60  
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Wiströms Gallringsuppdrag AB  
Villa Tallbacken, Floda  
641 97 Katrineholm  
Tel +46 70-333 03 54  
[www.wistromsgallring.se](http://www.wistromsgallring.se)

GJ Maskin Falköping  
Fredsgatan 1  
521 41 Falköping  
Tel +46 515-77 78 00  
[www.gjmaskin.se](http://www.gjmaskin.se)

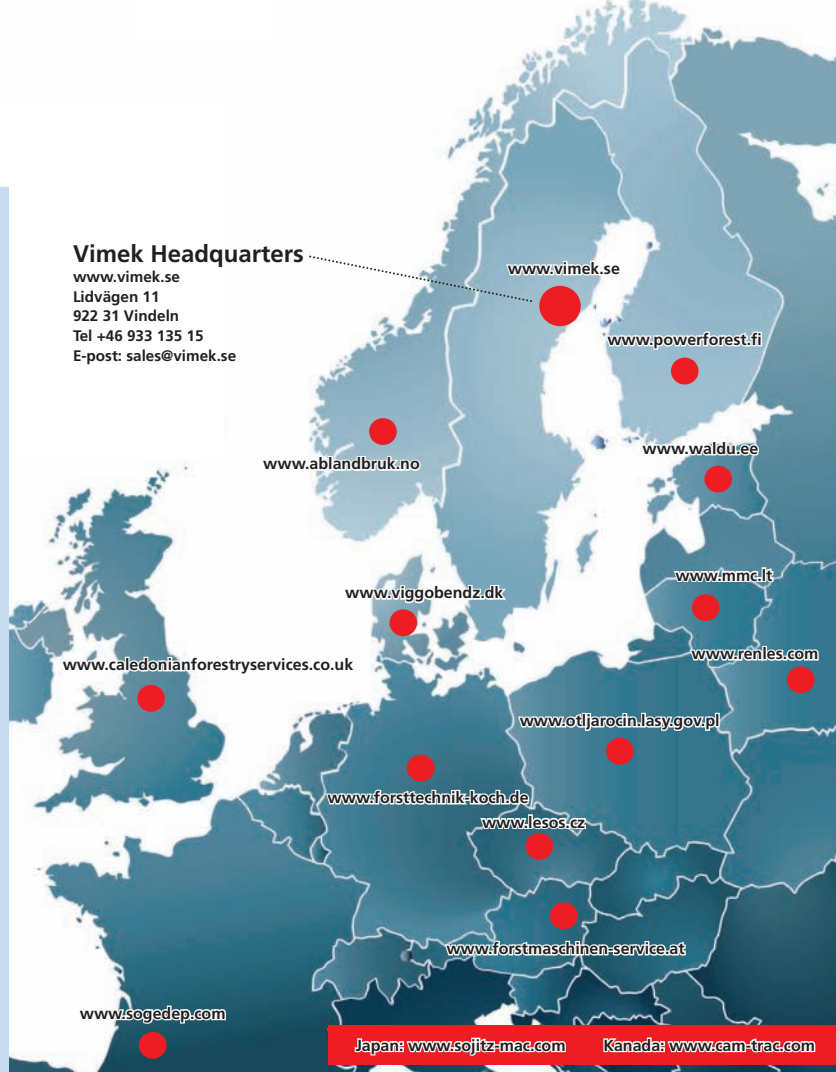
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Mek & Maskin AB  
Södra Industrigatan 23  
598 40 Vimmerby  
Tel +46 492-798 40  
[www.mek-maskin.com](http://www.mek-maskin.com)

Carl Nilsson AB  
Box 59  
343 21 Älmhult  
Tel +46 476-53300  
[www.carlnilsson.se](http://www.carlnilsson.se)

## Vimek Headquarters

[www.vimek.se](http://www.vimek.se)  
Lidvägen 11  
922 31 Vindeln  
Tel +46 933 135 15  
E-post: [sales@vimek.se](mailto:sales@vimek.se)



## Granddad had a framework agreement with the family.

Now it's her turn. Wisdom is inherited: If the forest does well, the opportunities for the next generation will increase. For family forest owners, it is natural to protect the value. Similarly, we at Vimek want to be responsive to our customers' needs and requirements. This allows us to offer a market-leading and complete range of machines for modern, low-impact forestry.

These machines are robust, reliable, economical to run and easy to service as well as being light and convenient in the woods. A simple choice for the forest owner, whether it's her or a contractor behind the controls.



The complete light-weight programme

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