

MAGASIN

VIMEK®

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5 VIMEK SALES AT
RECORD SPEED

6 VIMEK 610 ENTERS
PRO CLASS

**VIMEK
IN THE
WORLD**

We know where we're headed!

A while back, I took down a poster of our Dream Team and replaced it with a map of the world instead. Simply because the world is our new goal, our future, and I'm pretty confident we'll achieve it.

Vimek has always been a market-leader for private forestry in Scandinavian, but as the idea of a traditional forest owner has started to evolve, we too have been forced to reconsider our position.

Today, the average forest owner lives in a city and lets someone else manage their forestland. Forest farmers who manage their own forests (with the aid of Vimek's machines) are a generation on the brink of extinction. Well, in great decline at least. Whether this is a good or bad thing is irrelevant, it's simply a fact.

Mapping

Just like on any 'crime scene' map, I've marked the countries in which we already have a presence. There are already quite a few, with more to come, especially with the launch of the Vimek 610 forwarder.

The Vimek 610 is a direct result of demand in the export

market for a powerful forwarder with greater engine capacity and a number of improvements. It will be a perfect match for the new markets in which we are interested, where we are networking and see our future.

The right products

If I say that we can triple our production capacity within a few years, this isn't a dream but a vision and a concrete goal.

We have the right product range to succeed while the simplicity of our machines is in itself a key to success. This is why I believe we have a fantastic opportunity to make an impression both at home and abroad.

Join us on our journey into the future!

Fredrik Lundberg
CEO Vimek AB

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SCOTTISH BROTHERS INVEST IN VIMEK "OUR MACHINES CAN GO ANYWHERE"

The Kelly brothers of the Scottish company Kelly Tree Care began their joint career cutting down problem trees for private customers. With the aid of Vimek's machines the company is now taking the next step and investing in thinning difficult stands.

Kieran and Kevin Kelly started the company and were soon joined by third brother Matthew, who had planned on a career as a web designer after several years at university.

"To be honest, a life in front of a computer was never that attractive and I've never regretted my decision to focus on this instead," says Matthew.

After the first few years the brothers gradually broadened the company, invested in more machines and are now able to take on different types of jobs. Eighty percent of their customers are companies and organisations, such as larger landowners, municipalities, forest management companies and construction companies.

"Sometimes we still accept small jobs from private customers. It doesn't matter who the customer is; our approach is that everyone should receive the same professional help and service."

New guidelines

A large part of the Kelly brothers' operations are based on a combination of manual cutting with chainsaws and machines for transportation, chipping and so on.

This past year they've been through some changes. Kevin has emigrated to the USA and the remaining brothers, together with their dad who helps out a few times a week, have drawn up new guidelines to be able to further develop their business.

By investing in a Vimek 608.2 to be teamed up with a



Vimek 404T4 they hope to be able to accept forwarding jobs for initial thinning and harvesting assignments in smaller stands that would otherwise be subject to commercial logging.

"We'll have to see how things go, and in the future we might be able to invest in more machines," says Matthew.

Can go anywhere

Kelly Tree Care works in areas with extremely varied terrain. Flat-lands can suddenly drop straight down and the persistent heavy rain of recent years has made the ground porous and treacherous in some places.

"So far we've been very impressed by the machine and the underlying technology. The tiltable grapple has been an invaluable tool and the crane strength is very impressive. Things move a little slow when driving to the landing, but once there it's easy to cover just about any ground without difficulty," says Matthew.



Organised warehouse benefits everyone

Jessica Nilsson receives deliveries and ships machines and spare parts while keeping perfect track of the approximately 13,000 items kept in stock at the joint production and spare parts warehouse.

"I have a fun and varied job, where no day is like the next," says Jessica.

When Jessica started five years ago her main task was to get the warehouse in order, in an environment where pallets were generally placed wherever there was space. Since then she's created a system where all items are labelled and have set storage places to make finding things as easy as possible, no matter who's looking.

"Order is extremely important here, especially when it comes to new components that are to be stored. Ideally we'd have high bay storage with an automated picking robot," says Jessica.

Knowing everything about 13,000 items down to the last screw

is perhaps impossible, but as logistics manager product knowledge is a prerequisite for everything to run smoothly, in both machine production and spare parts provision.

"In order to maintain a high production rate, I pre-pick components and place them on trolleys so that the assembly line personnel have everything they need at the start of the working day. As for spare parts I receive orders from after sales. Ninety-five percent are sent the same day and reach the customer the following day."

CZECH CONTRACTORS LYRICAL OVER NEW FORWARDER

Under Czech law, initial thinning must take place before a forest reaches 40 years of age. This, plus the fact that the Czech Republic is largely comprised of small forest stands spread over the entire country, has favoured sales of Vimek's harvesters and forwarders.

"This type of machine is perfect here," says Thomas Kuchta.



Czech dealer Lesnicka Obchodni operates in both the Czech Republic and Slovakia, countries where sales of Vimek's machines have been very successful. Since it was founded in 2001, the company has sold 93 machines, and CEO Thomas Kuchta is convinced this sales trend will continue upwards.

"The new Vimek 610 forwarder has every opportunity to become a perfect member of the Dream Team. I've used it for a few shifts and previous models just can't compare. You can tell the difference as soon as you climb into the cab," says Thomas.

Everyone likes the new forwarder

Since January the machine has been in the Czech Republic for field testing and is used for double shifts, a total of 90 hours a week. Lesnicka Obchodni has invited contractors to demonstrations and the response has almost been overwhelming, according to Thomas.

"The four-cylinder engine runs smoothly, and since the cab

now uses rubber mounts, the operator environment is much quieter. When this machine is working you can really feel just how powerful it is!"

Less is more

Typical work for Vimek's harvesters in the Czech Republic comprises initial and secondary thinning of small forest stands. A forest area can contain 5-6 different tree species, which in turn are to provide a dozen different wood products. As the machine are so smooth, environmental impact is minimal, which means savings for the forest owner.

"There are many reasons why Vimek's machines are suited to Czech forestry, but the main reason contractors like Vimek's products is the simplicity. The machines are still completely mechanical, without unnecessary features and electronics that can cause problems," says Thomas.

"The Vimek 610 forwarder will be

Eighteen months ago the prototype for Vimek's new major venture, the Vimek 610 forwarder, was built. With a Cat engine and Bosch Rexroth transmission, it's now ready to meet the world.

"This machine is a direct response to the market need for a powerful forwarder," say Vimek designers Lars-Gunnar Nilsson and Johannes Nilsson.

Before the designers had even made the first sweep of their pens on the drawing board, they'd received a summary from the dealers of what customers wanted.

At the top of the list was 'more power to work with'.

In comparison with its predecessor, the Vimek 608, the Vimek 610 has seen many different changes. First and foremost the machine has a completely new engine; a CAT instead of the Kubota found in Vimek's other machines, with the exception of the Minimaster.





VIMEK SALES AT RECORD SPEED IN LIT

Stigs Maskin in the town of Lit is one of Sweden's most successful Vimek dealers.

"It's not that difficult, I pour my customers a double vodka and they sign the contracts," jokes Stig Jakobsson, a stalwart of the machine business.

Joking aside, Stigs Maskin is well renowned in north-west Sweden with its broad range of forest and construction machines. They also provide service for several different brands, with high capacity both in the workshop and out in the field.

"Another advantage we offer is that we accept all types of machines in part exchange deals," says Stig.

Since 2009 Vimek has also been on the books and with sales of 24 new and 11 used machines – and a few more deals under way – this has to be some kind of record.

"Strategically, we're well located with well forested business such as Jämtland, Härjedalen and Västerbotten as our primary markets, even if we occasionally sell machines to buyers in southern Sweden and Norway. It's all about building good relations."

Believes in Vimek 610

Top sellers include the Vimek 630 Minimaster, which has proven to be excellent for general municipal maintenance and can be seen

operating in Härnösand and Östersund, for example. A future success, according to Stig, will be the new Vimek 610 forwarder, which has already seen a few sales, but which will most likely experience its major breakthrough after the Elmia Wood trade fair in June.

"In the small machine world it's an extremely good forwarder that I truly believe in."

No pension

Stig Jakobsson started tinkering with forest machines in his own garage 33 years ago, and even spent many years working in the forest. He's gradually built up a successful business that is now owned by his son Per. However, he doesn't plan to quit or retire any time soon.

"Don't forget I've had a good wife who's supported me the entire time, although I did take a few months parental leave when my boy was small. That really irritated some of my customers, though!"

an export success"

"We're extremely happy with the Kubota, but the CAT engine provides a flexible solution that will be perfect for our export markets. It offers, for instance, longer service intervals, which means lower costs, but most of all it's a powerful and robust engine that is also unaffected by diesel quality," says Johannes.

More luxurious cab

Another request from customers was for the machine to retain its simplicity so that users can maintain and service the machines themselves, without the need for expert know-how.

According to Johannes Nilsson the machine is as user-friendly as ever, even if there are some new features.

"We've improved cab comfort a little, with a new interior and instrumentation. There's still no high-tech, but with basic electronic controllers the operator can keep an eye on things such as temperatures and liquid pressures via a display. We've also replaced the controls with ergonomic mini joysticks."

Hydrostatic transmission

In terms of appearance, the forward section has a new chassis. Otherwise most of the changes are less visible: a reinforced centre, hub reduction and centre link to increase durability. The rubber-mounted cab considerably reduces noise levels. And a more exclusive crane valve ensures faster and smoother crane operation.

"Next to the engine, the biggest change is the transition from variator to hydrostatic power transmission. Here we've chosen to invest in well-specified components from Bosch Rexroth. The improved transmission means, among other things, that the machine can be driven faster," says Lars-Gunnar.

Together, these improvements – large and small alike – have resulted in a machine that has so far left test users of the Vimek 610 lyrical. Design team Johannes and Lars-Gunnar are equally satisfied and look forward to the coming launch.

"We're presenting the machine to the public for the first time now at Elmia Wood, then to the world!"

Vimek 610 enters pro class

The new Vimek 610 forwarder model has just started to appear on the market. Contractor Helge Jacobsson has already calculated that the machine is more than profitable. "Our last forwarder was also good, but the engine power and traction make this machine feel like a true pro," says Helge.

It's been a month since Helge Jacobsson in Drängsered in central Halland became the first in Sweden to switch to a Vimek 610.

Since this is a completely new machine model many people are following developments with great interest, especially Vimek which has conducted several engine tests and service measures.

"I've managed to clock up some time with the machine and I must say I'm extremely impressed with its performance. In appearance it looks just like the 608, but inside it's a completely different forwarder," says Helge.

Environmental considerations

After many years with a sole proprietorship, Helge Jacobsson has just established the limited liability company Drängsereds Skogskonsult together with his son Daniel.

On assignment for primarily private forest owners, they operate an environmentally-friendly form of harvesting with great consideration for the biological values of the forest.

"Especially when thinning on wetlands our machines have proven to be indispensable, but we conduct all types of thinning, right up to final thinning. Our concept is based solely on quality and not quantity," says Helge.

Increased capacity

Although the forwarder is new, Helge has still managed to conduct some measurements and economic comparisons with the previous machine, the Vimek 608. Despite a higher acquisition cost and higher fuel consumption (one more litre of diesel per hour) Helge expects an increase in performance of at least 20 percent, which makes the machine a clear winner.

"So much has been improved and the largest changes are naturally the powerful CAT engine and the hydrostatic drive, although there are many other features that mean this machine has moved up into the contractor class."

Better operator environment

Helge lists the many improvements that will have a direct impact on his work situation, among them the rubber-mounted cab that makes the operator environment so quiet that hearing protection is not needed, the wide tyres that absorb jolts and make for smoother and more stable handling and the mini joysticks that reduce strain on the operator.

"I've been involved in influencing the development of the Vimek 610 and it feels good that this isn't a desktop product. There are other, equivalent brands on the market, but none that have the same stability as Vimek in both product development and after sales," says Helge.



Helge och Daniel Jacobsson



404T5 – upgraded member of THE DREAM TEAM

The 404T5 harvester has also received a thorough upgrade, if somewhat less extensive than its Dream Team partner the Vimek 610 forwarder.

"Both machines share a large number of solutions and components, which is practical and reduces the cost of ownership," says Vimek designer Johannes Nilsson.



The new forwarder is a stark contrast compared to its predecessor, but even the harvester has undergone some extensive changes that will most certainly be noticed.

First, the engine has been replaced here as well, in favour of a four-cylinder CAT engine that is both robust and extremely durable.

"The power output is the same as on the Vimek 404T4, 60 HP, but as the torque has been improved the machine works at a lower engine speed," says Johannes.

Ergonomic mini joysticks

The working hydraulics comprise an important aspect of a well-functioning harvester and as such have always been subject to review when a new generation is in the pipeline.

In the case of the 404T5 Vimek has chosen to switch brands for the machine's pump to Bosch Rexroth, to further optimise interaction between the hydraulic functions and the new diesel engine.

"We've also replaced the traditional levers with ergonomic mini joysticks, just like in full-scale harvesters, to reduce strain on the operator."

Even if Vimek's renowned simplicity and lack of complicated electronics remains, the instrument panel has been improved with a display on which the operator can see different pressures and temperatures, among other things.

"The rubber-mounted cab and improved isolation has reduced the noise level," says Johannes.

After sales is where Vimek really shines through

No matter how well a machine functions, good after sales support is equally important. Generous guarantees, knowledgeable dealers and quick access to spare parts make being a Vimek customer easy.

On occasion, some of our oldest customers still call us in Vindeln directly for advice or to get hold of spares, otherwise most contact today is via our dealers. We have dealers in about fifteen locations across Sweden, all of which receive regular product training from Vimek in order to provide customers with the best possible service. Dealers also receive direct support and help to build up spare part stocks that cover needs for basic products and consumables.

"A major advantage is that the dealers are close to the customers and as such can build closer relations. We always recommend our customers to contact their dealer in the first instance to get fast assistance," says Ulf Johansson.

In recent years Vimek has tripled its customer base. This places

even greater demands on a well-functioning after sales department.

The organisation has a close-knit team of designers and after sales staff who work together to identify problems and deal with faults.

"We use each other as sounding boards when troubleshooting. With recurring faults it's important to find the cause. Whether it's a material fault or a design fault, or maybe even due to incorrect use," says Ulf.

To give machine owners further peace of mind Vimek has decided to extend the guarantee terms. This means that the new machine guarantee now covers 2,000 hours or 12 months.

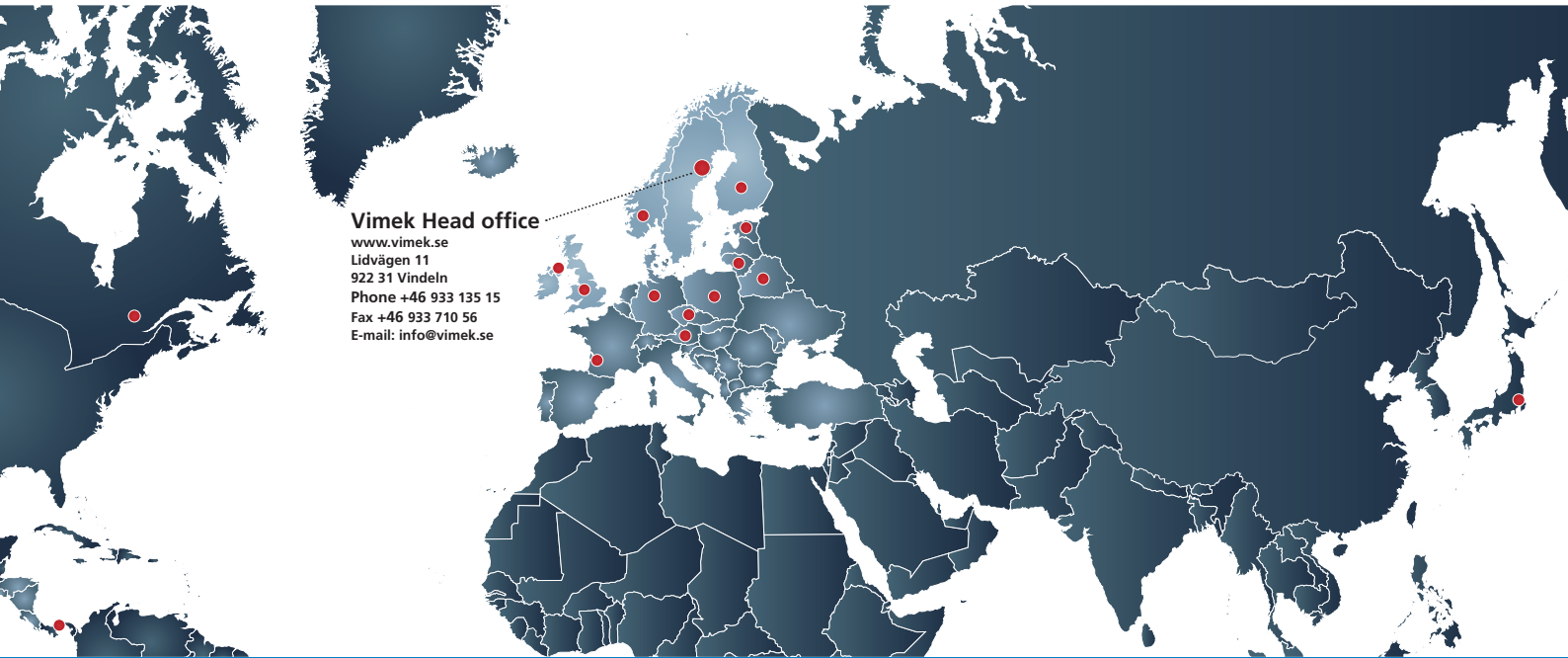
"The guarantee applies to all faults except consumable components such as hoses, belts, oils and filters," says Ulf.



Ulf Johansson

Retailers

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MANY NEW FEATURES FOR THE NEW MINIMASTER 630

Forestry contractor Kent Andersson from the Swedish village of Ensamheten has upgraded his Vimek Minimaster from the 620 model to the new 630 model.

"You can tell straight away that this machine has been refined. The improved grip, stronger engine and hydraulic articulated steering make a big difference," says Kent.



The new generation mini forwarder, the Vimek Minimaster, is a machine that has truly found its users in all environments. It's equally good for maintaining parks in urban settings as it is for private land management – or why not as an alternative forwarder for really tight stands!

"We use it, for example, to transport plants for forest planting or for harvesting windthrown timber where no normal forwarder can reach. That it can get just about anywhere without causing ground damage is much appreciated by our clients," says Kent.

Easy to reverse

The upgraded 630 Minimaster comes with servo as standard and another type of wider and softer AVT tyres that make driving more stable as they provide better grip.

The improved power of the new four-stroke Honda engine is immediately noticeable, although perhaps it's the hydraulic articulated

steering that is the biggest new feature.

"It's especially noticeable when reversing in tight spaces. When we've attached tracks to the trailer and all eight wheels are in traction it feels like nothing can stop this machine, no matter where we drive it or how we've loaded it," says Kent.

Master of small jobs

With the trailer attached, it has a maximum load capacity of 2,000 kilos. This is a small volume compared to a regular forwarder, but Kent Andersson believes that in certain situations this is an advantage.

"When working on a smaller scale, as we do, it can be beneficial to be able to accept small jobs that larger machines can't do," says Kent.