



# VIMEK

We turn a tuff task into enjoyment

2009



# Back to the future



Vimek is currently going against the trend in the forest industry. Expanding. Namely, we have decided to expand and no recession in the world can stand in our way, says Fredrik Lundberg General Manager.  
Does it sound naive?  
Yes, maybe. Nevertheless, it works.

In recent years, we have developed a number of new products that pave the way for both new export markets and new market shares. Including our "Dream Team", the 404T3 harvester and 608 forwarder. A duo that works superbly in small-scale forestry - but, due to its production capacity combined with its light weight and low fuel consumption, will be a difficult competitor to beat in small scale forestry.

There is also a lot happening in Vimek's organisation. A large and important decision is to move the entire company from Slipstensäjon to Vindeln. There we can gather together, production, warehouse and offices under one roof. At the same time, we go from site assembly to a significantly more effective production line. By making our production more effective, we can also quality assure our products and our work environment in a completely different way. At the same time, we guarantee our continued expansion. Today, we manufacture about 100 machines per year. Within a few years, that number will be doubled.

There are four important points on our agenda:

- Improved production equipment
- Geographic strategies
- Future products
- Strengthened organisation

We quite simply want to show the market that we believe in the future. That we dare take large steps forwards and invest in both "hard values", such as new products and "soft values" such as work environment and equality. We can do this because we have looked into the future, past the recession. Moreover, the future is closer than you believe. It may already be here.

# VIMEK

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[www.mediapartner.nu](http://www.mediapartner.nu)

Publisher .....Fredrik Lundberg

Project leader .....Björn Lilja

Media sales .....Nina Rinaldo

Editor .....Karin Smirnov

Photo ....Tomas Jansohn, Lennart Jönsson, Vimek

Grafic form .....Ingela Koponen

Print .....NRS 2009

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### Summary of the BioCombi's advantages

- Flexible forestry machine that both harvests and transports
- Specially adapted for profitable energy plantation
- Low purchase price
- By far, the market's lowest fuel consumption

### A few technical facts on the Vimek 606 BioCombi

Weight including crane: 3280 kg  
Length: 6.20 m  
Width: 1.80 m  
Load capacity: 3 000 kg  
Price: 780 000 SEK



# BioCombi

- the machine that can do everything

The BioCombi is really several machines in one. A complete forwarder. A complete forwarder as a biofuel transporter. Alternatively, a complete forwarder with a Combi grapple that just as simply can be transformed into a traditional forwarder.

Perhaps this is why the machine has become so popular.

The BioCombi is once again the result of the brothers Nils-Erik and Lars-Gunnar Nilsson putting their heads together, taking the customers' wishes seriously and thereafter creating a machine that can do most things without it being expensive. "With the BioCombi, you can drive normal timber one day and bio fuel the next, take care of the load and drive out directly to the road. Even if the loading capacity, naturally, is less than a full-size forwarder, it does take three tons at a time, even though it only consume one litre of diesel per ton", says Lars-Gunnar.

### Effective loading

Generally, loading is the greatest time thief when it comes to forwarding. If it is possible to load more, and more effectively, there is a lot to be gained. According to Nils-Erik, tests show that it is possible to take significantly larger loads if the untrimmed bio fuel can be compressed.

"By designing a trailer that automatically compresses the load, it can take up to 30 per cent more compared to a normal trailer. In addition, the equipage's light weight and evenly balanced pressure mean the ground damage is minimal", says Nils-Erik.

## World news at Elmia Wood

Vimek is working full out to prepare for the world's largest forestry trade fair, Elmia Wood 3-6 June 2009.

New machines and new accessories will be exhibited - all new products that are expected to take the visitors by storm.

The organisers reckon that at least 50,000 visitors from 50 countries will visit the more than 500 exhibitors who will be at Bratteborgs Gärd, less than 20 km south of Jönköping.

The main exhibit at Vimek's stand is "The Dream Team" - the 404T3 harvester and 608 forwarder. Two completely new machines that now have their world première. Among other new products from Vimek that will be presented at Elmia Wood are several unique accessories: a new tilt grapple, a patented swing damper, a unique combi grapple with stump treatment, a weight scale system for weighing bio fuel for the Vimek 606 BioCombi, the new variator as well as fertilizer spreading equipment for the Vimek 620 Minimaster.

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## A meeting in the ski slope became a job at Vimek

By appointing Per Eriksson as Strategic Purchaser, Vimek has taken a further step towards running all of the company's activities in a profitable and professional manner.

"Good relations between the suppliers and the company are no doubt the most important thing", says Per Eriksson.

Professionally, Per is in reality a material physicist. After his degree, he had thought of taking a laboratory job, but the job market had other ideas and by chance, he ended up as a buyer with Ålö Maskiner in Umeå – and he remained there for 27 years.

"After several years with pneumatics, I am now once again in a sector that feels natural to me. Among other things, I have known many of Vimek's suppliers for a long time."

### Fate stepped in once again

Chance has also steered Per's professional life to Vimek. Per and Vimek's General Manager, Fredrik Lundberg, met through a common interest in downhill skiing, where Per is the trainer for Fredrik's daughter.

"We started talking work and one day Fredrik rang and asked if I was interested..."

Per visited Vimek and liked what he saw: A strong small company with extremely knowledgeable staff and good products.

"Of course, it is always the people who make a company.

I came here and I felt at once that there was a very good atmosphere among the staff", says Per.

### Close to home

When it concerns work, Per believes in working closely with a limited number of suppliers. Moreover, it is important to have good, personal relations with the suppliers. Otherwise, there is a risk of being given low priority during boom times.

"Another important bit is to quality assure all the products before they arrive here. When they finally reach production they should function perfectly."

Per will be working closely with all parts of the company, economy, planning and design. That the company will soon move to Vindeln does not make things worse.

"I have commuted long distances all my working life. The latest, 300 km per week, so it will be very luxurious to cycle to work", says Per.

# I've got the - options to make the

### Hydraulically controlled swing damper

The function of the hydraulically controlled swing damper is to reduce the oscillation that arises when the harvesting head/grapple is set in motion. Thus, the driver can move on directly to the next tree, instead of waiting for the harvesting head/grapple to stop swinging.

The swing damper is controlled automatically via the hydraulics, when the harvesting head - or the grapple on the forwarder - is wide open. In this situation, the brake force in the swingdamper is so strong that a Bio-Combi or forwarder can lift trees upright and remove them safely from crowded stands.

On a forwarder, the greatest time thief is the loading. The hydraulic damper is one measure that significantly increases the production rate. Currently, the swing damper is available as an option for the 404T3, 608 and BioCombi, but in the future it will be a standard on all these machines.

### AC

Air-conditioning, AC, is primarily a demand from the export market but it is now available as an option. Apart from cooling in the summer, it also dries up damp and mist effectively from the windscreens.

### Declutched variator

With an electrically controlled variator, a continuous transmission is obtained without sacrificing power. The variator is operated by a flip-switch and, in practise, the technology means the machine can go from a standing start to maximum speed at full acceleration without losing power. In tough terrain, it becomes stronger and when it is easier, it eases off. When you consider all the advantages together, such as better traction power, better use of the hydraulics and adjustment of power to the resistance, you quite simply have a more productive machine.

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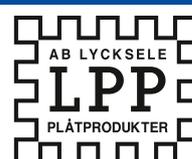
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# the power the machine even better

## Weightscale in Combi Grapple

Vimek has developed a product that is rather unique in its niche: an integrated weight scale system, built into the Vimek 160 Combi grapple, which records the accumulating weight of the biofuel forwarded. Normally, the biofuel is weighted on the forwarder or the truck. At which point, the biofuel may already have lain at the roadside landing for a while and dried and as a consequence, the weight will be lower than it was when it was felled.

With the weight scale system, which is controlled from an instrument in the cab, it is easy to show the exact weight. In this way, both the seller and the buyer have the information in black and white, at the time of felling.

## Stump treatment

In thinning, it is important that the damage to the remaining stand is as less as possible. If felling is carried out during the summer months, it is cost-effective to spray the stumps to prevent root rot from spreading. To avoid carrying out this supplementary work manually, Vimek has developed a technique, with stump treatment, to make automatic spraying possible, direct via the Combi grapple. It saves time and gives an even result that encourages the forest in the long-term.

## Fertilizer spreader for Vimek's Minimaster

Many of the products on the market are intended for large-scale forestry, not least fertilizing, which is normally done by helicopter for areas exceeding 70 ha. For smaller areas, manual fertilizing is the rule. Therefore, Vimek has developed an intermediate, a fertilizer spreader that can fertilize small areas, or large ones.

The spreader equipment can be gainfully mounted on a Vimek 620 Minimaster. After that, just load the GPS and start to fertilize - or why not on commission from others? The market for alternatives to manual work or helicopter is unlimited ...

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# Small on the ground but **large in the forest**



**THE DREAM TEAM**, the 404T3 harvester and 608 forwarder pair are still forestry's most flexible work machines, even though they are now a bit larger than their predecessors are. It is primarily the customers' wishes that have steered the development of the new machines, which moreover, have been given a new colour.

The motto has been more effective production capacity, low fuel consumption as well as better comfort.

"Small-scale and environmentally sound thinning is the current trend. We believe that our "Dream Team" will be attractive to all our customers and also reach new export markets", says Fredrik Lundberg, General Manager at Vimek.

The 404T3 has received a completely new, environmentally sound step-3 engine, a new harvesting head as well as updates and a thorough review down to the very screws. In addition, the machine has been improved on a number of points, such as the hydraulics and cabin.

"We have focused on making important changes without radical cost increases", says the designer Johannes Nilsson.

The number 3, in 404T3, alludes to the machine being one of the third generation of Vimek harvesters. The first generation was a clearing machine that successively developed into a highly functional harvester.

The machine performance has always been lar-

ge in relation to its size. Some changes, such as the new engine and an optimised hydraulic system, result in the machine now falling into a higher environmental class, step 3. The cab environment has also been given a real upgrade, including Air Conditioning as an option.

"The lever panel has been moved to give more leg space and easier to reach. The cab has also been given a more comfortable chair, which adjusts in a completely different way to rocky terrain. We have also introduced measures to reduce the noise level", says Johannes.

#### **Upgraded harvesting head**

The harvesting head has also been given a thorough alteration. Together with the manufac-

turer, Keto, several improvements have been made that affect the capacity, for example, a better saw unit and a stronger tilt function.

"Certain functions in the frame have been rebuilt such as to enable the gathering of more trees. This makes the harvesting head very flexible, since it can be used both for single, larger trees or to gather several smaller trees", says Johannes.

A common feature of Vimek's machines is that they hold the minimum of electronics. This means that the machine's owner, to a large extent, can repair and service the machine himself without any great problems. The external electrics on the 404T3 have been given even more cable protection.



## The 404T3's advantages

- Environmental class 3
- More powerful harvesting head
- Improved cab environment
- Low investment cost
- Low weight

#### Technical facts

Engine: Kubota V2403MT

Weight: 4100 kg

Length: 3.35m

Width: 1.80m

Harvester head capacity 30cm



# The little forwarder that pulls the large load

The 608 forwarder is a completely new product. The 606 TT already exists, but the performance of Vimek's harvester is so high that the customers have demanded a forwarder that is as powerful. Based on the Nilsson brothers' drawings and an intensive development process, it is now ready to go into production.

In appearance, the Vimek 608 looks rather like its little sister, but radical changes have been made in a number of different areas.

In the cab, there is now plenty of leg space and the noise level has been significantly lowered. However, the main efforts have been placed on improving all the vital parts of the machine.

The transmission is more powerful, the crane is 60 centimetres longer and with stronger hydraulics, it is both faster and stronger. The machine can be equipped with refinements such as a swing damper and tilt grapple. The swing damper inhibits the swinging movements, while the tilt function makes the grapple into a

more flexible tool.

"The swing damper and tilt grapple are available today as accessories, but the technology is so smart and it makes forwarding so much more effective that we will probably install the concept as the standard in our machines", says Lars-Gunnar.

## Light and fuel-efficient

The machine is only 10 cm wider but it can take a load of 4.5 ton, compared to the 606TT, which has a max load of 3 ton. With the help of the new trailer frame and its low total weight, it can be driven into all types of stands and, therefore, it can be suspected that it will be a serious competitor to larger machines, at least for early thinnings.

"The aim is that all the improvements taken together will reduce the total time needed for loading, and I think we have succeeded very well with this. Moreover, the machine is very fuel-efficient with a consumption of about three litres per hour", says Nils-Erik.

## Advantages of the Vimek 608

- Longer and stronger crane
- Improved stabilization and trailer brake due to the new variable transmission
- Low weight – large loading capacity
- Improved cab environment
- Many smart options
- Low operating costs

### Technical facts

Engine: Kubota D 902-E  
Weight: 3500 kg  
Length: 6.20m  
Width: 1.90m

# Forest owners want lighter machines in their forests



The brothers, Tobias and Andreas Anderson in Alvesta, match each other well. Tobias comes first with his Vimek 404 T harvester and then comes his brother with his Vimek 606 TT forwarder.

"The collaboration works well", say the brothers, who are both happy with their Vimek machine.



They have forestry in their blood. Their father owns forest, near Ryd in southern Småland, and this is from where their interest comes. Andreas, 28, has worked in the forest since he left school, while Tobias, 32, previously had a different job. He started to work full-time in the forest, just over two years ago.

"Now, we mainly drive for private forest owners, as well as a little bit for the church. We also have the sawmill JGA in Linneryd, which is one of our largest customers", says Tobias, who sits comfortably in his stand traversing his Vimek 404T harvester.

"For our contracts, it is the most effective harvester", he says.

## Dual steering

Low fuel consumption and low investment costs are very important for a good total economy.

"The accessibility is extremely good, thanks to the unique dual steering function."

Tobias goes on to explain that most forestry owners are now avoiding larger machines, which need 4 to 4.5 metre branch roads into the stand to be thinned, when it is possible to come in with smaller machines for branch-road-free thinning.

"The storms Gudrun and Per have left their mark", he says, alluding to forestry owners who today are more careful about what grows in their woods.

"They don't want to clear forest that is on the way to regeneration to make way for large machines. Moreover, these small machines turn out to be very effective and they don't leave deep wheel ruts that ruin the ground."

"What are the advantages of the Vimek 404T, in your opinion?"

"First of all, it is small and flexible. The machine

can go everywhere and this is especially important for me, since I often drive in forests where the ground is wet and where there is a lot of moss. It is satisfying with a machine that doesn't become bogged down and cause damage to the ground.

## Ditch cleaning

The machine is used for thinning and taking care of windfalls in thinned stands. However, it is also easy to swap the unit into a clam shell bucket for excavating or cleaning ditches.

Andreas' 606 TT forwarder is just as flexible. High ground clearance and low ground pressure make for unique accessibility. Moreover, just like Tobias' harvester, it also has a low fuel consumption and low investment costs, which gives very good total economy.

"And don't forget, we are also protecting the environment", says Andreas.

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Varmt välkomna önskar Tom, Fredrik och Jan Bertils



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A passion for the forest determined Mats' choice

# Vimek's latest is a hit for forest owners with environmental awareness

**Mats Eriksson has a passion for the forest. For this reason, he wants to be eco-friendly and climate smart. This is why he drives a Vimek 606 BioCombi.**

"There are many stands where the clearing has been neglected and where this machine definitely can be an alternative. You can remove surprisingly many tree sections in relation to the machine's size" he says and continues:

"In a neglected stand the tree trunks are thin, because they haven't grown properly. If you go in with a large machine it results in broad clearing tracks, which also means the trees become more sensitive to snow breakage."

Mats Eriksson lives in Hölje near Lit in Jämtland and he has worked full-time with forestry since 1985. Today, he is a forestry contractor and owns 200 hectares of forest.

For several years, he has thought about running a different type of forestry business. To put it simply, he wants to be kind to the environment he loves the most.

He has closely followed developments in forestry machinery and kept an eye open for something that matches his ideal.

## 180 centimetres

Finally, last summer it came, the Vimek 606 BioCombi. A mini-forwarder that cuts off trees and drives them out to the road, without leaving large visible ruts in its way. A considerable machine that is only 180 centimetres wide, weighs three tons and can be loaded to its own weight. It is driven by a three-cylinder 25 horsepower diesel engine and it handles thicknesses from 5 to 17 centimetres.

"I am 58 years old, and I want to try something new. This suits me perfectly."

A lot of snow during the winter has made it

difficult to clear and thin in the Jämtland forests, however, he has managed to drive his machine for 140 hours.

## My philosophy

"I am pleased with its function, and I notice a lot of interest from other forest owners, those who think roughly the same as me. Hopefully, it will mean more work."

The idea is that he will use it for late clearing and early thinning.

"You can hardly see where it has been driven and the emissions are low, which is totally in line with my philosophy."

## New dealer

Mats Eriksson bought his BioCombi through Stigs Maskin AB in Lit. Stigs Maskin started in 1980 and it is owned by Stig Jakobsson and Per-Erik Andersson.

Since autumn 2008, they have sold Vimek's forestry machines and they will also provide all service and aftermarket for these machines.

"I was asked by Fredrik Lundberg to become a dealer and I said yes please, since we have had business with each other since the start of the 90s and everything has always worked well", says Stig.

He sees a bright future for Vimek's products.

"Primarily, I believe without a doubt that biofuels are the future, and there Vimek's harvesters and forwarders fits in perfectly. They are big enough for thinning and clearing, as well as easy to use, for a forestry owner who works alone.

There is great potential here", says Stig.



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# The Czechs appreciate Vimek's simple solutions

At the start of the 90s, Vimek sold its first machines to the Czech Republic and since then the progress has been steady. Today, the Czech Republic is Vimek's largest export market.

"We have delivered more than 60 machines there since we started", says Vimek's General Manager Fredrik Lundberg.

The products have won a large following among Czech forest owners, foresters and forestry contractors. The dealer is Lesnicka Obchodni, a small firm with five employees, and it is Tomas Kuchta's

job to sell Vimek's products across the whole country.

Apart from Vimek, two domestic machines are manufactured, but Vimek is the brand that sells the best. In fact, nearly as many Vimek machines are sold as the domestic brands combined.

"They are very popular with our customers", says Tomas Kuchta.

## Why have they become so popular?

"My understanding is that the customers are pleased with the simple construction of the forwarder, which is the one we sell the most. It is easy to handle and, should it breakdown, there is no

great problem in getting it repaired again."

"Furthermore, it is very inexpensive to repair Vimek machines compared to those from the competing manufacturers", Tomas points out.

He goes on to explain that the customers appreciate the machines' flexibility, that they can do everything that they need to do with them.

"Many of the woodlands are small and it is not worthwhile going in with large machines. This gives Vimek the advantage."

The Czech customers also appreciate the Swedish company's innovation, the constant improvements and simplification of the existing products.

"Vimek has a very high level of knowledge in designing forestry machinery", emphasizes Tomas.

About a third of the Czech Republic's surface is covered by forest.

"Annually, about 25-40 percent of the trees are blown down in storms. Collecting windfalls, therefore, is a large part of the forestry contractor's work", says Tomas.

## State subsidies

About half of the forest area is owned by the Czech government and it has stimulated the

## Facts about the Czech Republic:

The Czech Republic is a state in Central Europe with a surface area of 78,860 km<sup>2</sup> and a population of 10.4 million (2008). The Czech Republic is bounded to the north by Poland, in the north-west, west and south-west by Germany, in the south by Austria and in the east by Slovakia. The state came into being on January 1, 1993 through the division of Czechoslovakia. The capital is Prague (1.2 million inhabitants 2008).

Source: National Encyclopaedia.

use of small, environmentally friendly forestry machines through subsidies. They are often young forests that the machines go into, and the government does not want more damage than necessary.

Tomas Kuchta is very pleased with the collaboration he has built up with his Swedish supplier.

"Our relationship is built on Swedish-Czech trust and honesty. We understand each other well and if there are problems, we solve them".



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# Dutch woodland owners lyrical when Houthandel Jansen came with a Vimek machine

The machine Houthandel Jansen hired was too large for felling in the small forests and the Dutch woodland owners were not willing to let it in since it caused too much damage. After Hank Jansen and his nephew Eelco visited Sweden and acquired a Vimek 404 T, however, they sang a different tune. "Now they welcome us", says Eelco Jansen.

Houthandel Jansen, with its registered head office in the Dutch village Elspeet, is a company with various activities. However, most of them are based on the production of posts and wooden poles in different dimensions. They can be poles for dam building along water canals, material for roof ridges on farms or poles for building teepees.

"We manufacture in thicknesses from 10 to 20 centimetres, which can be everything from one to ten metres long", explains Hank Jansen, who owns the company with a turnover of about 300,000 euros.

In Holland, the state or the municipalities own most of the woodland. Houthandel Jansen buys as many trees as they need from the woodland owners. Then they take the responsibility for felling and transporting the material out of the woods.

Previously, they hired a machine that went into the woods and took out what they needed. It was expensive and sometimes difficult to get the material out in time. However, at the same time it was too expensive for them to buy their own equipment.

## "No" from the woodland owners

However, when the company from which they hired the machine changed to a larger machine, it caused problems.

"It was too large for the small scale forests. There was too much damage and the woodland owners didn't want to sell their trees to us", says Hank's nephew Eelco Jansen, who works in the company.

"We had problems with our production as we had difficulties in getting hold of the raw materials".

On the Internet, Eelco read a German forestry magazine and saw an article about Vimek and the 404 T harvester. A small machine with a large felling capacity, exactly what they needed. He contacted Vimek, and it was decided that they should attend a forestry day in Southern Sweden to take a look at the machine.

"It was a machine that exactly matched our requirements, and at the right price."

Suddenly, the Dutch woodland owners were in a much better mood, when they saw a small machine that only caused marginal damage.

"In Holland, there are hardly any small forestry machines, so we were met by both wonder and surprise."

## Bought a forwarder

However, there was also the question of getting the timber out of the woods in a careful way, and, therefore, they visited the dealer van den Brink and bought a Vimek 606 TT forwarder, which they have recently put into use.

"The harvester and the forwarder are a perfect system that suits the Dutch woods", says Eelco.

Normally, felling is not permitted in Holland during the spring, when the birds have their hatching season, but Vimek's machines go so carefully that they are exempted from this ban.

"For us, it has also been a much better deal than when we hired machinery by the hour", says Eelco Jansen.

Hank Jansen also points out the advantages of the Vimek machines' low fuel consumption, easy handling and the ease of repair, if anything does break down.

# Retailers

## SWEDEN

Stigs Maskin AB  
www.stigsmaskin.se  
Östersundsvägen 61  
830 30 Lit  
Phone +46 642 442 20

Försäljningskontor  
Kyrkvägen 5  
841 31 Ånge  
Phone +46 690 619 75  
Fax +46 690 129 75  
E-mail sales@vimek.se

Lapab Maskin AB  
www.lapab.com  
Box 46  
734 22 Hallstahammar  
Phone +46 220 225 60

GJ Maskin Falköping  
www.gjmaskin.se  
Fredsgatan 1  
521 41 Falköping  
Phone +46 515 77 78 00  
Fax +46 515 77 78 15  
E-mail mikael.i@gjmaskin.se

Enanders Maskinaffär AB  
www.enandermaskin.se  
Landalagatan 4  
504 35 Borås  
Phone +46 33 29 03 30

Carl Nilsson AB  
Box 59  
343 21 Älmhult  
Phone +46 476 533 00

Maskinkontakt i Norrbotten AB  
www.maskin-kontakt.se  
Tornedalsvägen 452  
953 93 Karungi  
Phone +46 922 303 43

Maskinfirma Bertil Jonsson AB  
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823 22 Kilafors  
Phone +46 278 65 15 00  
E-mail bertil.jonssons@nuinternet.com

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740 30 Björklinge  
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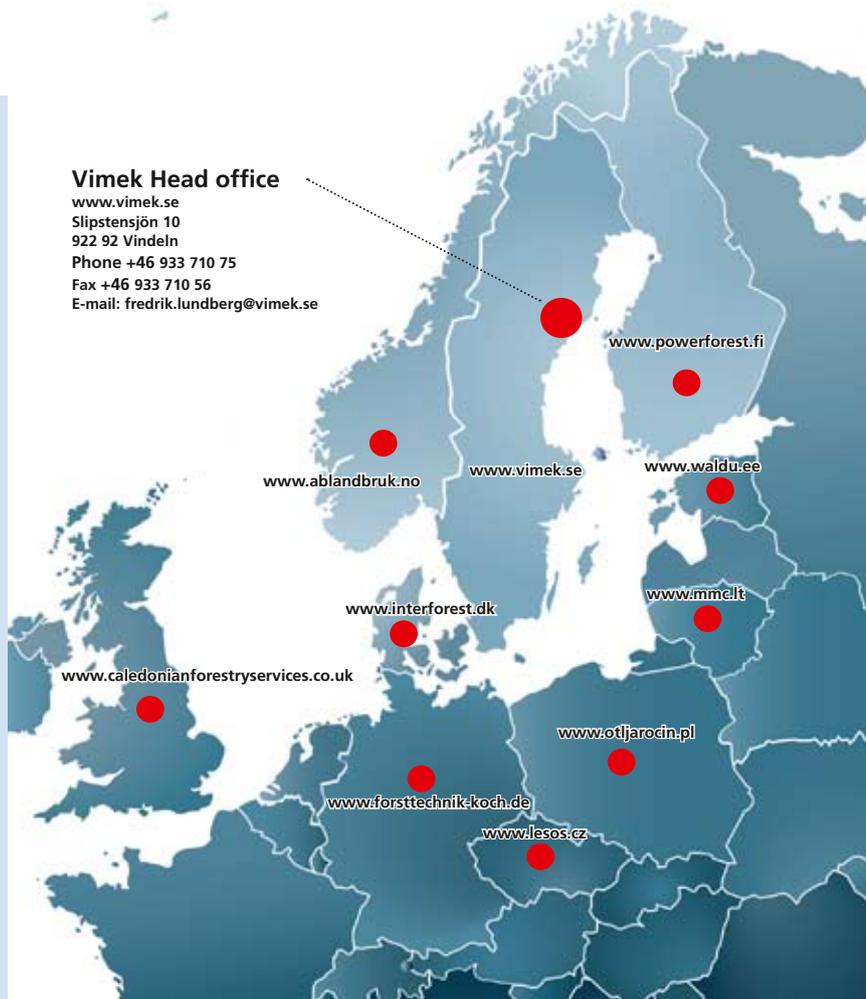
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Grossistgatan 2  
553 02 Jönköping  
Phone +46 36 150130

Mek & Maskin AB  
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Södra industrigatan 23  
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