

CONNECTION

NEWSLETTER FROM VBG • 3/2005

VBG

NEW PRODUCT AREA

Big business! VBG acquires Edscha's Division Sliding Roofs

At the end of September a major deal was completed in the industry. The VBG Group acquired the German Group Edscha's **Division Sliding Roofs** with factories in Germany, Belgium and the Czech Republic. This means VBG will now be a market leader in yet another product area, completely in line with the group's strategy for growth. Have a look at www.vbgld.co.uk under the News section!



SUCCESSFUL UK PREMIERE

Full speed ahead!

On July 1 it was finally time for the inauguration of VBG Limited in Warrington. The ribbon was cut by VBG's Chairman, Richard Persson, and just after that it was time for the first delivery to the first customer – Andrew Jancy, from Commercial Equipment in Brierley Hill.

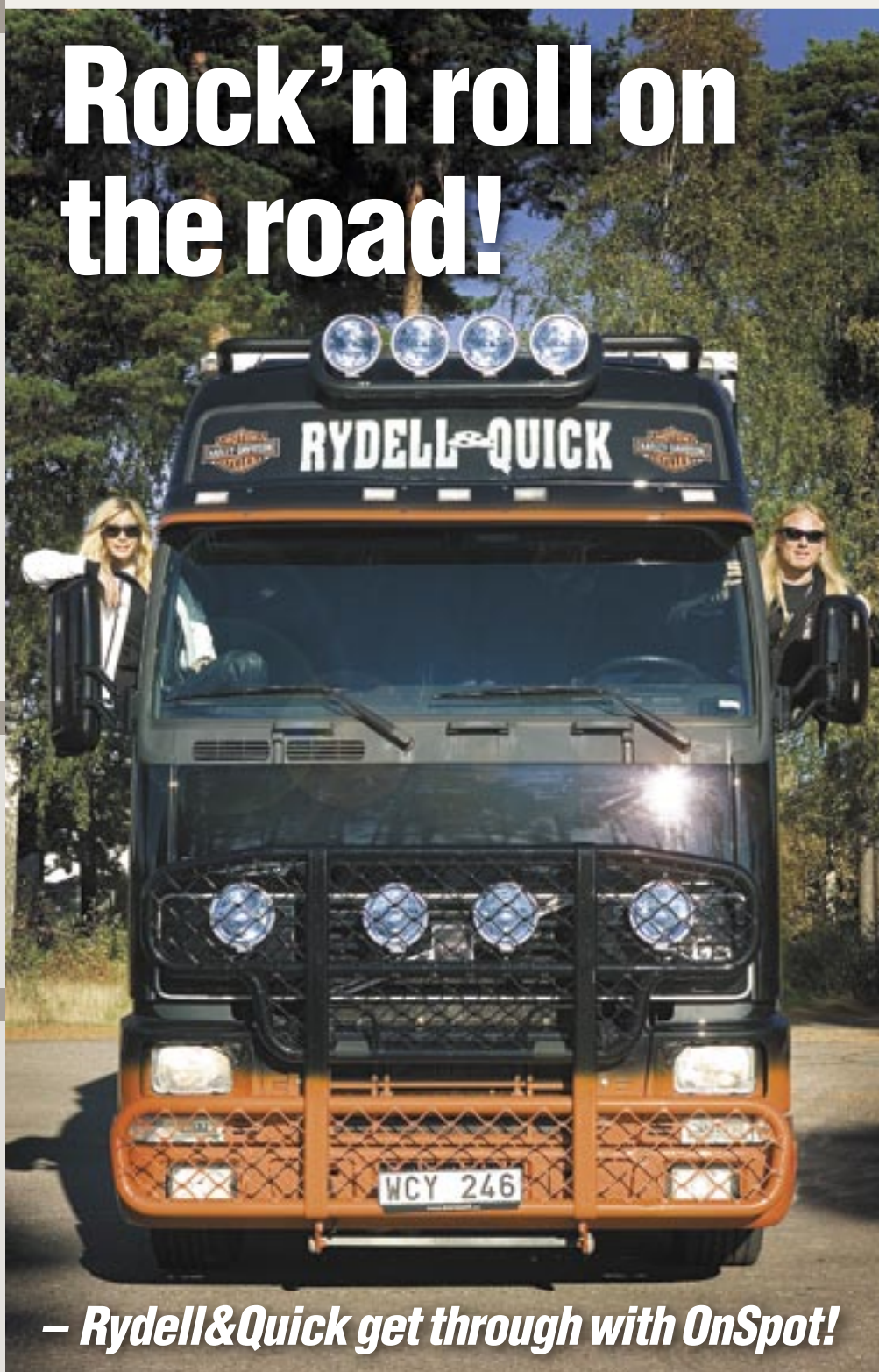
BODYWORK ON A BIG SCALE

Third generation bodybuilders

Come and visit M Urianstad Karosseri A/S just outside Oslo, Norway, where they have been taking the lead in developments for almost 75 years and three generations! See page 2.



Rock'n roll on the road!



– Rydell&Quick get through with OnSpot!

Photo: Mats Johansson

Rydell&Quick are one of Sweden's most hardworking rock bands. An eighteen-metre vehicle and ten men run up around a hundred thousand kilometres a year, for a large and loyal public all over Scandinavia. With OnSpot they make sure they arrive on time!

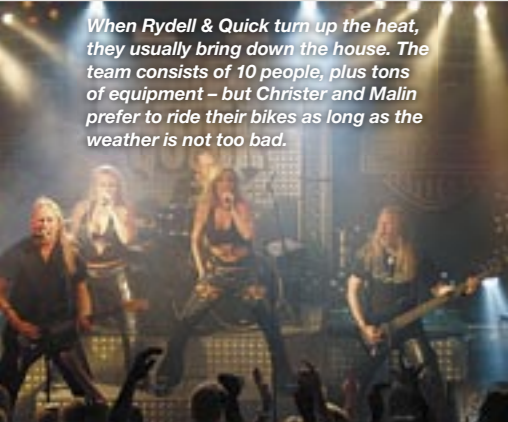
IF YOU'VE BEEN DRIVING in Sweden you might have seen their tough black vehicle on the roads – with 100,000 kilometres a year and setting record attendances all the time, Rydell & Quick's high-octane tour is Sweden's most popular rock show. The band leaders Christer Rydell and Malin Quick each drive their own Harley-Davidson between gigs if the weather permits, but sometimes they also sit behind the wheel of their big Volvo. Last winter they put OnSpot on the band's trailer truck, and Christer Rydell is very pleased with the decision:

"We are out touring a lot in the mountains up north during the skiing season, and you never know what sort of road conditions are waiting for you. Nowadays we manage with OnSpot a good eight times out of ten, and we only use the snow chains when the weather is really bad."

Christer and Malin purposefully keep a low profile and avoid the celebrity hysteria:

"We want to play rock'n roll and ride our bikes, not sit there crocheting pot-holders in the weeklies," says Christer, and tells us that a brand new DVD and CD release is just around the corner.

When Rydell & Quick turn up the heat, they usually bring down the house. The team consists of 10 people, plus tons of equipment – but Christer and Malin prefer to ride their bikes as long as the weather is not too bad.



Rydell & Quick put their trust in OnSpot!



Photo: Mats Johansson

FIRST CUSTOMER IN PLACE IMMEDIATELY:

Premiere time in Warrington!



Time to inaugurate VBG's new subsidiary, VBG Limited in Warrington: From the left CEO Anders Birgersson, Gunnar Nyvaller, Christine and Colin Barge, Maureen and Howard Ostle, Richard Persson, Ann Houghton, Kim Martin, Frances and Oliver Murphy.



AS SOON AS THE RIBBON was cut, Andrew Jancey from Commercial Equipment in Brierley Hill, West Midlands, was in place to collect his first delivery from the new VBG premises. In the picture to the right he gets help from VBG's Colin Barge to load a coupling.

PRODUCT NEWS

Endplate kits for vehicles with anti-roll bars

We have developed two new endplate kits specially intended for vehicles with anti-roll bars. The new endplates are available for immediate delivery.

- EDMS, part no. 21-160778
- EDMS-2, part no. 21-164278

In addition there is now the endplate kit EDS-V for partially underslung installation, with a 50 mm hole pattern. The part number is 21-162070. Bolt set included!

TB 30D – new drawbeam

The new drawbeam replaces the LK beam and is intended for the installation of ball brackets. It fits three different hole patterns, and the beam is available for frame widths from 752 to 866 mm (with shims).

- Drawbeam 850 mm, part no. 21-165278
- Drawbeam 834 mm, part no. 21-165878
- Drawbeam 770 mm, part no. 21-165978
- Drawbeam 752 mm, part no. 21-166078

New lengths for DBI

The DBI Drawbeam is now available in several different lengths (together with shims) for an internal frame width of 742–836 mm. Shims in a thickness of 2 and 5 mm, with a 50 mm hole pattern, are now available in stock, part no. 21-160300 and 21-160400.

More VBG as Urianstad gets heavier

The road to M Urianstad Karosseri A/S winds through the mountains up to Nesodden outside Oslo. You gradually begin to wonder how a large truck with a trailer can get round the sharp bends and up the steep slopes. But the rural location is no problem, and so far no one has been left at a standstill either on the way there or the way back, explains Espen Urianstad, who is responsible for production and one of the third generation of bodybuilders.

"If anything it's an advantage being out here in the country. The property rents are lower and it can be easier to keep competent personnel," says Espen Urianstad, who is anxious about new recruiting to the industry.

"Nowadays everybody wants to be a television presenter!"

Sandwich bodies – a big product

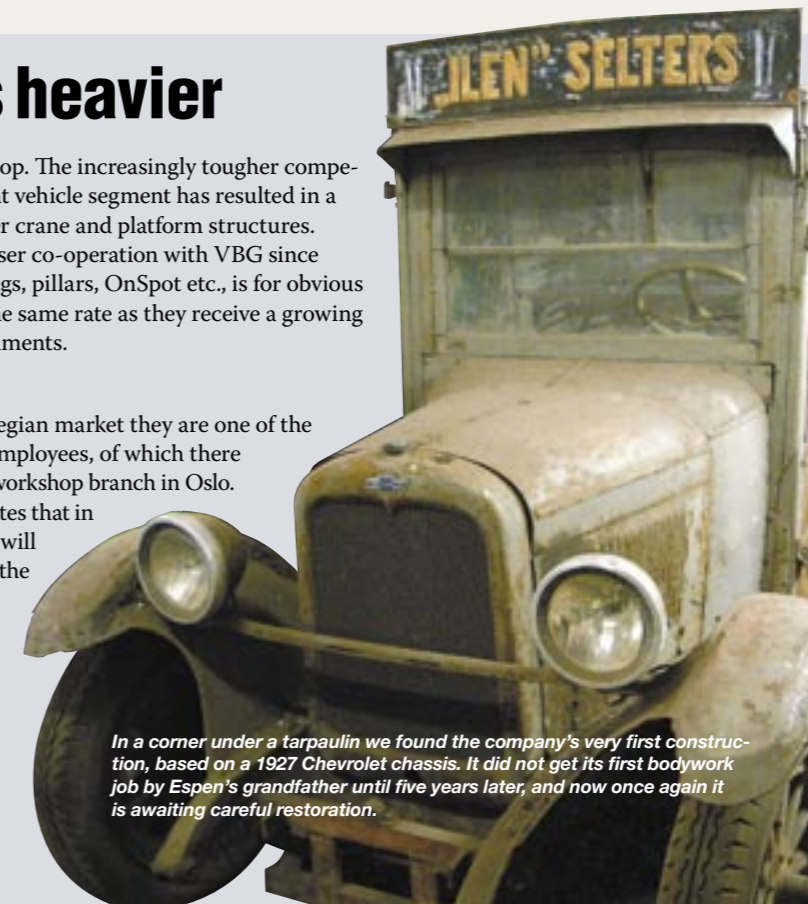
One of Urianstad's specialties is a distribution body in a sandwich design, often with temperature zones. They also install ready-assembled refrigeration/freezer/heating units, and

have their own paint shop. The increasingly tougher competition in the light-weight vehicle segment has resulted in a gradual focus on heavier crane and platform structures. This has led to even closer co-operation with VBG since the demand for couplings, pillars, OnSpot etc., is for obvious reasons increasing at the same rate as they receive a growing number of heavy assignments.

Steady growth

On the domestic Norwegian market they are one of the major players with 34 employees, of which there are eight at the service-workshop branch in Oslo. Espen Urianstad calculates that in 2005 about 140 vehicles will have rolled out through the factory gates.

"Obviously almost all of them have some form of VBG equipment," explains Espen, who is very pleased with the ever closer co-operation.



In a corner under a tarpaulin we found the company's very first construction, based on a 1927 Chevrolet chassis. It did not get its first bodywork job by Espen's grandfather until five years later, and now once again it is awaiting careful restoration.



VBG's Hans Otto Westli (to left) discusses special solutions with Espen Urianstad (to right).

Flexible superstructure system reduces Carpetright's cost by a third



THE RAY SMITH GROUP PLC in Peterborough have during the year undertaken a major delivery to nation-wide carpet retailers Carpetright. By building up its logistics around RSG's demountable body systems, Carpetright expects to save at least 30 percent on its distribution costs.

The delivery included 29 three-axle trailers, 33 truck trailers and 70 demountable bodies, each with a length of 5.2 metres. Together they are replacing 40 semitrailer vehicles and 38 trucks with fixed bodies – an appreciable saving, even before taking into account the effects of the greater flexibility.

With the help of long underslung 795V couplings and jackknife alarms from VBG, they have been able to achieve the preferred body length

now permitted for the length of vehicles, without compromising on manoeuvrability. The vehicles are equipped with anti-roll bars. To prevent the drawbar from striking the side, a jackknife alarm gives a warning when the permitted angle is exceeded.

"The solution came into being as a result of Carpetright needing to load five metre long rolls of carpets, so we knew from the beginning that it was going to be tight," says David Browning at RSG, who has been co-operating with VBG for many years.

The underslung installation of the couplings also produces more stable road-holding, with less sensitivity to load displacements in conjunction with braking.

TECHNICAL TIPS



Have you got a tip you would like to share with us, or is there something you would like to know? Mail it to sales@vbg. se under the heading "Technical tips". Bengt Blom will give you answers and tips.

As winter looms I think it could be opportune for a reminder about those small details that are so easy to forget, but which can cause a lot of unnecessary trouble – especially when it's dark, cold and you are far away from civilization. Spend half an hour on a few simple service jobs now, and increase your chances of a problem-free winter!

• Power plugs

Clean extra carefully, and lubricate with VBG Electro Oil to prevent oxidation and bad contact.

• OnSpot

Check over and replace any worn parts, to make sure you have that extra safety when you need it.

• Power actuator

Check that all the cables fit tight, and you'll have one hundred percent functionality!

• Rear marker plates

Give them a good clean, and replace if the reflectivity has diminished!

• Coupling

Wash the coupling and mechanism, and lubricate with VBG Mechanical Oil. If you use oil that is too thick it will bond the dirt and grease, and grow stiff in the cold, impairing functionality!

TWELVE YEARS WITH ARMATON



Jeremy Gallen (to left) from Ingimex and Ragnvald Andersson (to right) from VBG, the creator of today's Ingimex concept for Ford Transit.

Enduring co-operation over the North Sea

FORD IN THE UK was looking for a new platform concept in 1993. Ingimex Ltd in Telford, the UK's largest manufacturer of aluminium platforms for light vehicles, subsequently presented its Flareside solution with Armaton 4000 pillars. Throughout the years, co-operation with VBG has grown increasingly stronger, now using the third generation of Armaton platform pillars. The present Ford solution is based on Armaton 3000 XE, which has a handle with a much larger opening angle than previous models. This means that the lowered dropsides take up very little space, which can be clearly seen in the photo to the right.

