

# CONNECTION

NEWSLETTER FROM VBG • 1/2006

**VBG**

## ARTISTIC CONNECTIONS

The Danish artist Ulla Kristiansen-Kølster has produced a free interpretation of the theme for this year's work of art in the "Connections" series. A dramatic painting, which as usual can be yours, although in a slightly smaller format. Read more on page 3!

## BRITONS ON SWEDISH VISIT

### Ready-to-use systems are the way ahead!

The interest in pre-fitted systems continues to grow. UK bodybuilders Abel Demountable Systems recently came to Sweden to visit VBG's factory in Vänersborg and to study JOAB's experience in this field. See back page!

## NEW LIGHT ONSPOT!



OnSpot for light trucks was launched during the winter – a much longed-for innovation for safer winter driving. Read more on page 2!

## VBG's Picture of the year: Danish drama!



## The brighter, the better!

There is a big difference between different types of reflector materials. Have you made the right choice?

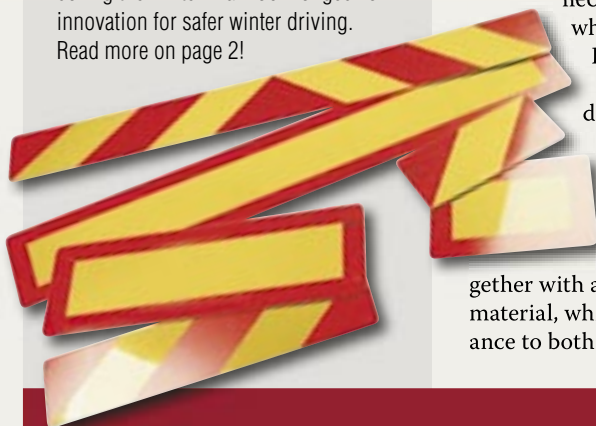
Reflectors are not only about complying with the law. The most important thing is that reflectors improve safety on the roads, which is in everybody's interest.

Being seen in the dark can make the difference between a near accident and a serious accident!

VBG's reflector programme stands out from the crowd because it is designed as one single homogeneous layer. The reflecting microprisms are baked together with a polymer coating to form a solid material, which produces extremely high resistance to both wear and high-pressure washing.

Other reflector materials are often built up of several layers with pockets of air between the cells, which can be penetrated by dirt and moisture. This can quickly cause a reduction in the quality.

Extensive tests by the authorities in Denmark and the Netherlands have shown that VBG's single layer reflectors comply with reflection requirements by a good margin. They are available as vehicle reflectors, container reflectors, and reflecting tape etc. So even if spring is just round the corner, don't forget to check your vehicle today and replace damaged or worn reflectors – it's worth it in the long run!



# Safer winter driving – for light vehicles as well!



Specially developed vehicle brackets mean that the OnSpot chains always come into exactly the right position, but also make it easy for you to dismantle the units as the summer approaches.

Lots of people have been waiting for the opportunity to fit OnSpot on lighter vehicles, and this dream has now become a reality. After extensive testing, OnSpot is now available with specially developed brackets for Volkswagen LT35 and the Mercedes-Benz Sprinter 300 series, although this is just the beginning.

“The development of additional brackets is in full progress and new variants will be coming out this year. We obviously want as many people as possible to have the opportunity of driving more safely on slippery roads,” says Lennart Klingzell at VBG.

### RWD only

For technical reasons only rear wheel drive vehicles can use OnSpot. On front wheel drive vehicles there is

simply not enough space because of the turning angle.

### Compact air compressor included

One prerequisite for fitting OnSpot is access to compressed air, which is rarely available on light vehicles. That’s why VBG has developed a compact compressed air package, which is included in the installation kit for light vehicles. “We have worked hard to keep the installation dimensions to an absolute minimum,” adds Lennart Klingzell.

### New possibilities

With the OnSpot compressor, vehicles can be fitted with additional options such as air cushioned drivers’ seats, high intensity horns, blow guns, tyre inflation, etc.

All of these possibilities come within range thanks to the OnSpot installation – an added bonus on top of the safety features of the automatic anti-skid protection.



## ONSPOT – PERFECT FOR HOKKAIDO!

VBG has been co-operating with Shinko Boeki Co Ltd for a long time on the Japanese market in the couplings sector, and this company now also markets OnSpot together with Takikawa Jikou from the colder northern part of Japan. On the island of Hokkaido the winters can be as bad as in the northern parts of Scandinavia, which is why there was a lot of interest in anti-skid protection at the Tokyo Motor Show this winter. Shinko Boeki has very good contacts with the large Japanese truck manufacturers like Hino, Nissan, Isuzu and Mitsubishi, which simplifies the work of adapting installation components to new truck models. Other Scandinavian contributions at the show came from Hamana Works, VBG’s largest Japanese coupling customer, this time with a trailer truck from Volvo in its showcase. Scania exhibited together with Hino, and VBG’s new acquisition the Edscha Sliding Roofs division had its premier in Japan in co-operation with the bodybuilder Medai.

## Picture of the year – a colourful drama

FOR THE EIGHTH YEAR IN A ROW, VBG has given an artist the assignment of freely interpreting the “Connections” concept. This time it was the Danish artist Ulla Kristiansen-Kølster from Svendborg who had the honour of holding the brush. Ulla is happy to allow herself to be inspired by the philosophical and the mystical, but the physical landscape is also one of her driving forces.

“Painting for me is like venturing into the unknown in search of liberation, getting the colours to speak to each other, or remaining silent together. In everything I do, I try to interconnect the terrestrial with the eternal, a ‘strong connection’ if anything,” says Ulla, and we can only agree!



The artist Ulla Kristiansen-Kølster unveils her work, flanked by VBG’s Thomas Bergenkleiv (left) and Freddy Elbæk (right).

### NEW EMPLOYEES!



Martin Bæk Jensen began as a temporary worker in the warehouse at VBG Produkter A/S in Ejby(Denmark) this autumn, but has now been fully employed since January 1, 2006.



The Danish sales team has also been reinforced by Brian Holm-Petersen, who came from Andreas Andresen in Padborg where he was working as a forwarding agent.

### PRODUCT NEWS

## New coupling mouth extender for 750 V and 795 V couplings

A new, even more powerful coupling mouth extender is now available for 750 V and 795 V. A coupling mouth extender is an accessory that quickly pays for itself. It considerably simplifies guiding the drawbar eye and dramatically reduces vehicle damage costs. The new extender has part number **09-102000** and is already stocked by VBG dealers.



## The picture can be yours!

If you also like Ulla’s dramatic painting, it is available as a signed reproduction in the format 70 x 50 cm on art paper. We have 500 copies to distribute to Connections’ readers (all over the world) on the well-know principle of “first come, first served”. Send an e-mail to [sales@vbg.se](mailto:sales@vbg.se) if you are interested!

# Welcome to the new [www.vbgltd.co.uk](http://www.vbgltd.co.uk)



**IF YOU HAVE** looked at VBG's website recently you will probably have noticed that quite a lot has been happening. Visitors are met by a new and modern layout, but the changes have not been made for cosmetic reasons. "We are continuously working with the creation of a more informative content on the website. As time has passed the volume of downloadable material has grown to such an extent that

a new, more easily navigated layout was overdue, and we are very pleased with the result. A lot of people have already discovered the advantage of searching for information in this way. There is always up-to-date news and the latest versions of all the product sheets, catalogues and installation instructions, as well as an all-new image bank", explains Isabell Bergman, webmaster at VBG.

## TECHNICAL TIPS...

A lot of people have been asking whether there is a protective insert for the 750 and 795 couplings, because other models have them. I am pleased to announce that it is now possible to order one (part number 09-014500). If you missed that news item, now you know!



...with Bengt Blom

The protective insert is most useful during the winter, when road dirt is extremely aggressive.



The insert is now standard on all 795 V couplings!

A protective insert in the coupling when it is not being used significantly increases its service life. You can count on it being worthwhile, so I hope we see a lot more people using the protective insert out on the roads in the future.

**Have you got a personal tip, or a question for Bengt? Mail it to [sales@vbg.se](mailto:sales@vbg.se) with the heading "Technical tips"!**

## SIMPLER LOGISTICS

# Growing demand for pre-fitting

**JOAB** in Gothenburg belongs to the increasing number of bodybuilders who choose to purchase pre-fitted systems, such as drawbeams complete with couplings, power actuators and other ancillary products, which are then delivered directly for installation. The concept considerably simplifies the logistics for the customer, so it is not surprising that there is so much interest.

VBG's Scandinavian concept has also attracted attention overseas. Some time ago VBG was visited by *Abel Demountable Systems*, one of the leading bodybuilders in the UK. Together with VBG's product specialists they took part in a visit to JOAB, which elaborated on its positive experience of the pre-fitting concept.

"The concept gives customers more efficient production with a minimum of stocks and a reduction of tied-up capital, while at the same time it's an obvious advantage if the components can be installed by experienced technicians in our factory," says Gunnar Nyvaller, who supervised the visit.



The visit to JOAB in Gothenburg was attended by, from the left: Howard Ostle, VBG Limited; Malcolm Brown and Alan Farley, Abel Demountable Systems; Per Wulf, JOAB Försäljnings AB; Gareth Finniear, Abel Demountable Systems; Gunnar Nyvaller, VBG Produkter AB and Lennart Olsson, JOAB Försäljnings AB.