

# CONNECTION



VBG GROUP

NEWSLETTER FROM VBG GROUP TRUCK EQUIPMENT

2/2008

## Truck sales on the up

The Scandinavian truck market is stronger than ever, in spite of indications of an approaching recession. Connection has the latest registration figures – read more on page 4!

## Mikkelsen takes over in Denmark

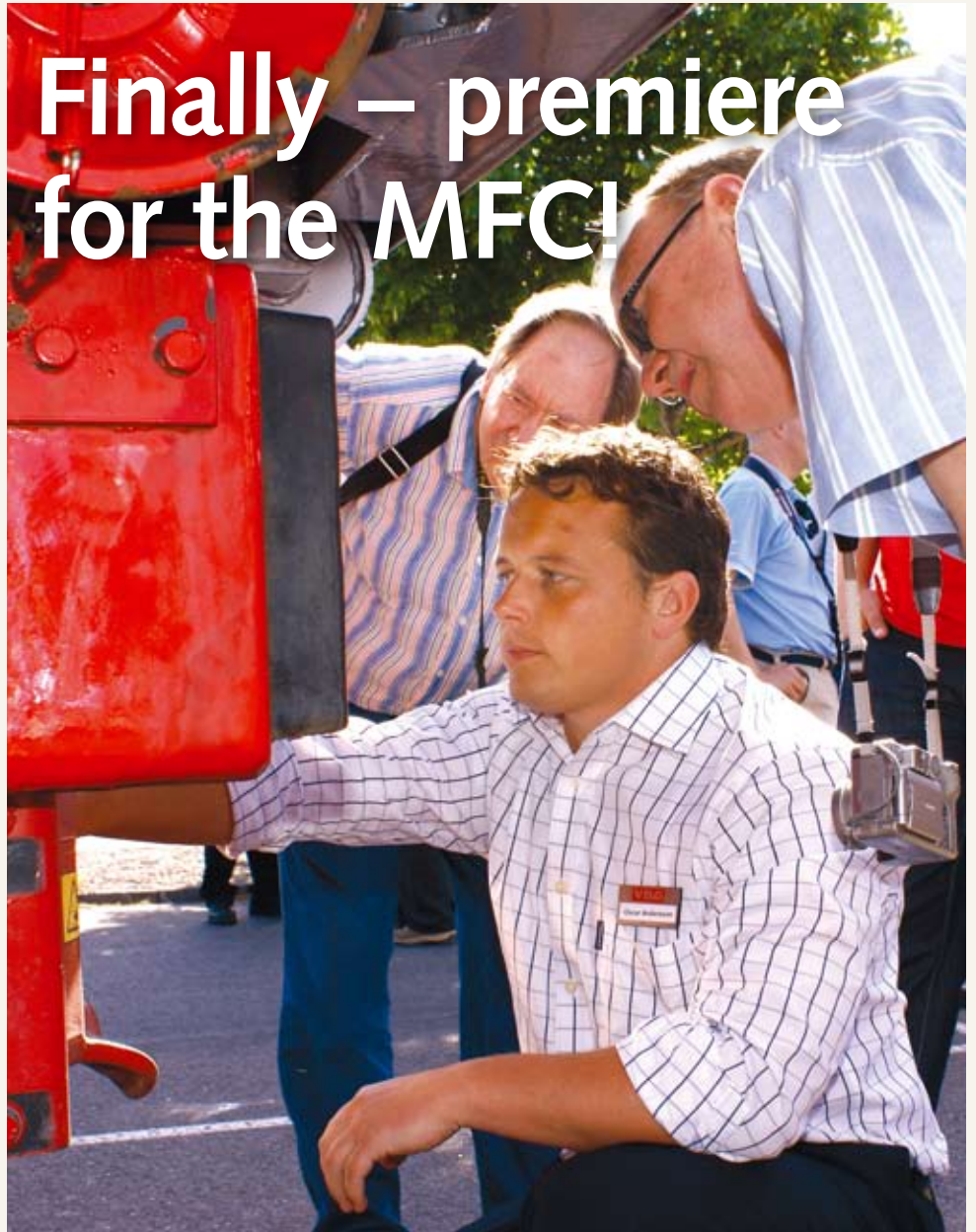


For the last few months Per Mikkelsen has been the new managing director of VBG GROUP SALES A/S in Ejby, Denmark. Per took over from Freddy Elbæk, who now works with VBG's international issues after 23 years as managing director. Read more on page 4!

## Drawbar Depots popping up

There are now more than sixty Swedish truck dealers who run Drawbar Depots to provide rapid and smooth service along the roads. Read more on page 3!

## Finally – premiere for the MFC!



## Have it on your truck this autumn!

You must have seen the prototypes for the MFC coupling at the latest trade fairs, and you've probably got high expectations as well. Now, after several years of development work and extensive testing on the roads, it's finally time for the official premiere. This autumn we are demonstrating the finished product at Elmia (20-

23/8) and IAA (25/9–3/10), and shortly after that they will be ready for delivery.

The trade press already got a peep of the MFC on June 3 – and judging from what we heard from the journalists it's got all the makings of a great success! Read more inside!

# Major MFC launch in August – who is going to take the first step into the future?

At last – the launch of the coupling that achieves completely new levels of comfort, ergonomics and safety. MFC is without a doubt the most important step forward in more than fifty years!

You have probably seen the films and the prototypes for the Multi Function Coupling concept, which VBG has been showing at trade fairs ever since the first vision in 2004. After intensive development work, laboratory tests, and not forgetting hundreds of thousands of miles in tough conditions on the roads, it's finally time for a full-scale launch!

**WORLD PREMIERE FOR ALL-IN-ONE**  
With MFC it is possible for the driver to handle all the stages of connection and disconnection with just one push of a button from the cab. The wedge-shaped drawbar head – corresponding to the drawbar eye on a conventional coupling – is guided into the coupling by means of ultra-



**'VBG is miles ahead of its competitors'**

...writes Finn Bjerremund Andersen, Transport-Tidende, Denmark.

The international trade press got acquainted with the MFC in Vänersborg on June 3. In Jönköping or Hannover it could be your turn!



Lots of people at Vestfyn!  
For once the sun shone over the 'Vestfyn Trækker', VBG Denmark's own trade fair. Exhibitors and visitors alike were, not surprisingly, in a good mood, and many of the showcases were very busy. Most of the exhibitors reported a good turnover and many of them have already applied to the next exhibition in 2010, which will be held on May 29-30!

OF CURRENT INTEREST

## Flexible cable campaign



A campaign was introduced in the spring with excellent offers for VBG's complete flexible cable kits throughout Scandinavia. VBG's pre-installed cables of top quality give you unbeatable functionality in any kind of weather.

## Catalogues on the way – but always up-to-date online!

VBG's 2008 catalogues are now on the way. But if you want the very latest on our products, check out our homepage – where you always get up-to-date information. Have a look at [www.vbgtd.co.uk](http://www.vbgtd.co.uk) if you want to find out more!



sonic sensors. The whole process can be followed on a display on the dashboard. The MFC system also connects the power and air at the same. Next year an expanded version will be introduced for users who also need automated hydraulic functions.

'Automation is a strong contributor to enhanced safety. It can often be dangerous to leave the cab, like at roadworks and reloading terminals. We can now eliminate these risks,' says Thomas Bergenkleiv, Marketing Manager at VBG GROUP TRUCK EQUIPMENT AB.

**COMFORT IN THE HIGH SEAT**

The patented MFC technology also produces a completely smooth connection between the truck and trailer, which significantly improves driving comfort. The trade press could only confirm this when they got the chance to try out connecting and driving with MFC at the advance demonstration in Vänersborg on June 3. The rain held off, but the "aha"

reactions poured down from the motoring journalists, who were all very positive. 'MFC is undoubtedly the greatest thing that has happened in couplings, so we were not surprised about the positive reactions,' adds Thomas Bergenkleiv.

**PREMIERE AT ELMIA – DELIVERY THIS AUTUMN**

The public premiere for MFC is all set to take place at the Lastbil 2008 fair, at Elmia in Jönköping in Sweden, on August 20–23. It will of course also be possible to see MFC at IAA in Hannover on September 25–October 3.

MFC can already be ordered in the basic version, with coupling functions for the power and brake air. The first deliveries will go to Sweden, Norway and Denmark during the autumn. The launch will continue later on in Finland and the rest of Europe. The MFC coupling is fully integrated with the drawbeam, and will initially be available for Volvo, Scania and MAN.

## First Mr VBG courses in Norway

The first Mr VBG courses were held this May in Oslo. Just over 60 participants from bodybuilders and dealers went through handling, installation and service issues, including the latest regulations and directives. A course with 20 participants was also held at the bodybuilder company, *Straumen Bil* in Vestnes.

'The participants got a lot out of it, and there was a very positive response. So obviously we will be running a new course this October, also including a visit to a customer' explains Øyvind Dugstad, who is in charge of the Mr VBG courses on the Norwegian market.



## On the road again in no time with the Drawbar Depot!

VBG's modular drawbar programme has enabled rapid and simple adjustment to different needs in bodybuilding. The most important thing for hauliers and drivers is probably that the system enables rapid repairs – an advantage that has been further reinforced by the Drawbar Depots that are now popping up.

**OVER SIXTY DEPOTS**

'Already over 60 workshops have joined the concept, and many more are on the way. There are a lot of companies who are keen on

the idea and want to register, which is very encouraging,' says Ulrik Andersson at VBG GROUP TRUCK EQUIPMENT in Vänersborg.

**STOCK AND TRAINING**

The concept means that the workshop keeps a small number of module components in stock, which can quickly be built up to drawbars from 1.6 to 3.5 metres. All the registered Drawbar Depots also receive extra training in the installation and maintenance of drawbars.

**SECURITY FOR CUSTOMERS**

The depot displaying the VBG logo on the door means that the customer can relax. It explains that the workshop has a guaranteed stock of service components on the shelves, has the right competence and equipment for correct installation, and can offer free condition testing of the drawbar in conjunction with a visit to the workshop.

**ON THE ROAD IN AN HOUR**

'The workshops raise their service capacity in relation to customers enormously by becoming Drawbar Depots. With conventional drawbars it can take several days to get hold of the right parts once an accident has happened. But at a Drawbar Depot a trailer with a damaged drawbar can be back on the road again after little more than an hour. This means a lot to hauliers,' concludes Ulrik, and welcomes other interested workshops to join up.

PS. You can find an up-to-date list of all Drawbar Depots at [www.vbg.se](http://www.vbg.se) under Product Support.

## 'A good concept'



Finnvedens Lastvagnar has just started its depots, and spare parts manager Peter Arvidsson in Jönköping believes in the idea: 'Delivering complete solutions in this way is fully in line with how we want to work with our customers. Otherwise we seldom get the trailers into the workshop, but with the depot system there are more opportunities to advise customers about what needs to be done. This could be about detecting worn brakes or valves, which is good for our workshops, but it also reduces the risk of new downtimes for the hauliers and of course contributes to greater safety on the roads. Everybody benefits from it.'



# Visit from the FH16 club



On March 13–14, VBG in Vänersborg received a celebrated visit from the very active Volvo FH16 club. They found the tour round the factory extremely impressive, as well as the preview of the MFC coupling. 'This must be the drawbar of the future that saves a lot of time, and a lot of getting in and out of the truck', which is what they wrote in the diary on their homepage. A highly appreciated day was rounded off with food, drinks and indoor football games on the Playa in Vänersborg.



## TIPS & TRICKS WITH COLIN BARGE

This time Tips & Tricks is about something that would seem to be very simple – the best way to lubricate the coupling!



The basic rule is of course to do it often – a very simple and cheap way of prolonging the life of the coupling and ensuring smooth functionality. Rule number two is that the coupling must be **closed** when you lubricate it – the oil will then automatically end up in the right place. Many people apparently do the opposite, but now you know what is right. And don't forget to lubricate both of the holes!

**DO YOU HAVE A TIP OR A QUESTION FOR COLIN? SEND IT TO HIM ON [VBG@VBGLTD.CO.UK](mailto:VBG@VBGLTD.CO.UK)!**

# Strong truck market

Despite rising inflation and high oil prices, trucks are selling like never before in Scandinavia. Up to April this year 1,947 vehicles over 16 tonnes were sold in Denmark; the figure in Sweden up to May was 2,607 – also a record. 2,230 vehicles were sold in Norway up to May this year. Let's hope that this is a sign that the downturn will not be as pronounced as many would have us believe!