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ri*view*

Welcome to our world of SIMPLICITY

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to meet higher demand**

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“Rimaster continues to gain market share”

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Welcome to Rimaster

Rimaster is a leading supplier of cable harnesses, electrical cabinets, electronics and cabs for special vehicles and industrial systems.

We are a global group, whose origins and head office are in Rimforsa in Sweden.

Rimaster today employs more than 750 people across seven companies around the world. We have organizations for sales, design, development and production in Sweden, Poland, Belgium, France and China.

Welcome to our world of Simplicity.

Rimaster AB
Industrivägen 14
SE-590 44 RIMFORSA
+46 494 795 00
info@rimaster.com
www.rimaster.com

PUBLISHER
Tomas Stålnert, tst@rimaster.com

Production: Effect Reklambyrå
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unless otherwise stated.

Rimaster Group's positive performance in 2015 has continued in the first half of 2016. All units have been working at full capacity during the spring, which is the culmination of many years of hard, determined work. Internally, we have clarified the activities of each unit. We have concentrated our resources on the strengths of each unit, i.e. their core activities, and have improved the efficiency of production.

Rimaster is continuing to invest in order to remain a strong group and attractive supplier in the future. In the fall, parts of our production in Poland moved into a new, refurbished plant, which gives us the space to grow alongside our customers. Less than a year later, in September this year, our production in China will move into larger premises. Our sales office in France moved into new premises in the spring.

Our units in Sweden have not undergone the kind of large changes that have been implemented at our units abroad, but we have clarified our message and production. Output at the company's long-standing cabinet manufacturing unit in Rimforsa is to be boosted. The production unit in Söderhamn, which has invested in a new surface assembly line for production of printed circuit boards, set a new sales record at the beginning of the year.


The majority of Rimaster's growth comes from new customers, but we are also finding that existing customers are choosing to place more orders with us. Customers who previously only used us for cable harness production are now also buying our electrical cabinets and panels. We can see a clear trend of Rimaster continuing to gain market shares. Our aim is to achieve sales of EUR 50 million this year, and the outlook for the fall is interesting.



Before we embark on our work in the fall, however, a well-deserved break is in order. I wish all our employees, customers, suppliers and partners a pleasant summer. ♦♦♦

Tomas Stålnert
CEO, Rimaster Group





*"We check the function of e.g. buttons, displays and relays."
Richard Skarphagen, test engineer at Rimaster Electrosystem*

Testing expertise that is unique in the industry

Every year, thousands of products are delivered from Rimaster Electrosystems' production plant in Rimforsa. In order to safeguard quality, pretty much everything that is produced is tested.

Rimaster is focused on conducting electrical testing of everything that is produced, and each production plant carries out testing of its products. In China, Poland and Rimforsa, the company uses the Rimaster Test Platform, RTP, which is an internally developed test system for functional testing of a complete electrical system. The test system enables Rimaster to ensure full functionality.

"We check the function of e.g. buttons, displays and relays. Thorough testing is something that we have been doing for nearly ten years, and it ensures that the customer receives a complete product, free from defects, on delivery," said Richard Skarphagen, test engineer at Rimaster Electrosystem.

The electrical system is connected to RTP with the help of special interconnections, according to the instructions that the test engineer has prepared for each product.

"The tests, which we have been carrying out for nearly a decade, ensure that customers receive a complete product that is free from defects"

"In order to ensure that we are using the correct interconnections, each article has its own test instructions which clearly describe the connection and the tests that must be performed for the respective product." RTP has around 900 points that the electrical system can be connected to.

Operators test all the systems produced in Rimforsa, while Richard Skarphagen develops the test software and ensures everything is functioning properly. In the case of new customers or products, he often contacts the customer directly to establish their requirements with regard to testing. "If they have a specific requirement concerning testing, we will add it to the test software. All panels and complex cable assemblies are tested using RTP. For all smaller and simpler cable harnesses we carry out a so-called cable scan test in order to check diodes, condensators and resistors, as well as to ensure connections are between the correct points," said Richard Skarphagen. ♦♦♦

RCTP

Rimaster in China has developed the system Rimaster Cabinet Test Platform, RCTP, which includes load motor testing to simulate real-life function. The system is particularly important for Rimaster in China in their production of enclosures for 400 Volts and 1,000 Volts.

"Taking a solution-oriented approach and listening to the customer in all situations, whether the customer is doing well or not, is much appreciated."
Tomas Stålnert, CEO Rimaster Group

Rimaster has a solution for you

The Rimaster group has a long tradition of not only manufacturing electrical systems, but also of driving development forward. »



All units, from the head office in Rimforsa to the production plants in Söderhamn, Horn, Poland and China, convey the same message – Rimaster is solution-oriented.

Developing and manufacturing electrical systems is a central part of Rimaster's core business, and over the years the company has built up broad expertise with regard to market requirements. The company is steeped in a culture of constantly looking to acquire knowledge that helps customers develop their products, and it offers comprehensive solutions for electrical cabinets, mechanics and electrical systems. "We have had the skills for a long time,

means it can be difficult to time deliveries so that all parts for a system are supplied at the same time. Problems with deliveries can result in costly delays.

"The main advantage of our complete solutions is that we minimize complexity for individual customers. We implement necessary upgrades and technical improvements without it being too complex to handle. Simplicity and reliability are key."

For customers this means they can focus on their business, that is on marketing and selling their products, while Rimaster focuses on technical solutions and production of electrical systems. By integrating all production

response when the group contacts companies and presents its system solutions and global activities.

"Even if a company is not interested in changing suppliers to Rimaster at that moment in time, they are often interested enough to have a meeting with us, which may lead to business in the long term."

Rimaster has no plans to produce products under its own name, even though the group has the required expertise. The entire focus is on customers, and the challenges faced by customers are what underpins all product development.

"We are not sitting around trying to come up with solutions for our own benefit; but all our efforts are focused on our customers. It wasn't until we noticed that several customers were facing similar challenges that we developed the control unit riFuse. This was also the case with our new cab riCab, which is flexible and able to meet the challenges faced by many of our customers.

Taking a solution-oriented approach and listening to the customer in all situations, irrespective of whether the customer is doing well or not, is much appreciated. When one customer saw such a sharp drop in its market that they were forced to implement savings measures, Rimaster was one of only a handful of suppliers who decided to visit the customer and listen to them. ♦♦♦

“Complete solutions minimize complexity for customers.”

but it is only in the last five years that demand has increased. Now we see a clear market trend where more and more customers want fewer suppliers and close cooperation with companies they trust," said Tomas Stålnert, CEO of Rimaster.

Buying complete solutions for electrical systems has many advantages, one of them being simplicity, which is one of Rimaster's mantras. Relying on several suppliers rather than one

plants, Tomas Stålnert and senior management are safeguarding the quality of production.

"The customer should not have to be concerned about lead times or about whether we are moving production from Poland to China or to Söderhamn. The final outcome for your electrical system is that it is of the same high quality, regardless of where it was manufactured."

Tomas Stålnert said that Rimaster nearly always receives a positive



Product improvements and feedback - priority number one for Rimaster Development

Rimaster Development in Söderhamn is often asked to develop prototypes before electrical systems for special vehicles go into series production. In order to safeguard quality, great importance is attached to documentation, feedback and product improvements.

Usually everything starts with a request from a customer for a quote for series production at the plants in Poland or China, and an estimate for development of a prototype at Rimaster Development in Söderhamn. When the actual order is eventually received, the Söderhamn workforce swiftly moves into action. "For production and delivery to take place at the specified time, we must start developing a prototype straightaway. Even if the flow must be fast,

we never compromise on our focus on quality and feedback," said Daniel Brolin, technology manager with responsibility for design and production technology within electrical systems.

"In order to safeguard quality, considerable emphasis is placed on documentation, feedback and product improvements"

Rimaster Development in Söderhamn works primarily with medium-sized customers who develop and manufacture special vehicles such as forest machinery, trucks, wheeled loaders and backhoe loaders, and Rimaster

Development is wholly or partly integrated in the customer's day-to-day activities as a design resource. Other customers, such as France's Haulotte, which is one of Europe's leading manufacturers of work platforms, have their own design departments. "Many customers nonetheless prefer to use us, because we specialize in electrical systems and are skilled in developing system solutions. For smaller companies that do not have a design department, our designers are a major resource and source of security. We know what works and doesn't work both in technological terms and on the market.

Product improvement and feedback are two common threads throughout the process. When Rimaster Development inputs all the material for the



Rimaster Development in Söderhamn has also developed riFuse, a digital control unit for electrical systems that is primarily intended for use in special machinery in tough environments. The forest machinery manufacturer Malwa is one of several customers who have integrated riFuse into their electrical systems.

riFuse

Photo: Hans Jonsson, Rimaster

Feedback

product into its system, it provides the customer with suggested improvements with regard to components that can be replaced in order to lower costs while maintaining quality.

"As our customer you also receive rapid feedback if we find errors in the documentation. When the technicians start working on a new prototype, they follow a procedure which requires them to provide opinions and suggestions for improvements. We also have high standards concerning documentation for customers," said Daniel Brolin, who added that the department also systematically goes through the design documentation with Rimaster's production plant ahead of series production in order to safeguard quality. ♦♦♦



Photo: Hans Jonsson, Rimaster

Cost efficiency in Söderhamn

Peo Jonsson, Rimaster Development, Söderhamn.

End products with advanced functionality are often based on complex electronics that place high demands on the assembly process. Rimaster Development in Söderhamn is continually evolving in order to meet those demands, and this is appreciated by customers of all sizes.

Rimaster Development has been manufacturing different types of electronics for a long time. The company is actively monitoring and making improvements to processes throughout the entire flow, up to the point of delivery to the customer. To be able to guarantee high quality of components and products, the company has very high standards for procurement of all component parts, such as mechanics, printed circuit boards and components.

"Procured items are always sourced from reputable suppliers and are customized to be suitable for assembly in the respective processes throughout the flow. Specifications are prepared for all component parts procurement. Items always undergo a receiving inspection before they are used in the manufacturing process," said Peo Jonsson, who works with procurement, electronics production and project management.

Peo, who has extensive experience of the manufacturing industry, worked as a production technician at Rimaster Development ten years ago, and was lured back when the company decided to focus on electronics production.

"Customers appreciate our flexibility and our responsible approach.

Our expertise in production and project management means that we can create a product from scratch in a very cost-efficient way. We are now implementing an interesting investment in further developing and increasing our production capacity.

"Our customers appreciate our flexibility and responsible approach"

The electronics industry is a sector that is subject to constant technological advances, which places ever higher demands on both operators and production equipment. In order to meet these demands, Rimaster Development has invested in a new Fuji Aimex surface mount line for production of surface mounted circuit boards.

"This is an ultra-modern machine offering high precision and large flexibility, which facilitates production of both large and small volumes. Modern equipment, a good organization and a high level of competence means we can run both small and large volumes while still maintaining short lead times, making us an attractive partner for our customers," concluded Peo. ♦♦♦



Increased capacity to meet increased demand

Rimaster Poland has expanded in the last few years and in November 2015, parts of production moved into newly refurbished premises. The successful market performance of the company, which specializes in short series with a high degree of variation, has continued in 2016.

Rimaster Poland was set up in Czaplinek in 2002 and eight years later another production unit was set up in the neighboring town Borne Sulino. With two complete production units, Rimaster Poland is a sought-after producer of primarily cable harnesses, but also electrical cabinets and panels. Customers include global companies such as Cargotec and Haulotte. "In recent years we have supplied solutions and products to the group's European customers and this has proved very successful. In order to cope with future demand, in the fall we moved production at Borne Sulino to newly refurbished premises that are twice as large the previous plant. We now have the capacity to meet demand that is increasing year on year," said Iwona Uszakiewicz, Managing Director of Rimaster Poland.

Iwona joined Rimaster Poland already in 2002 and has held various positions in the company over the years. Since she took up the position of managing director, the company has expanded from around 330 employees in 2014 to 470 employees this year. The company reports a good start to 2016.

"Production will continue to increase in coming years"

*Iwona Uszakiewicz,
Managing Director
of Rimaster
Poland*



"We have a couple of customers that we entered into negotiations with a couple of years ago, but these talks are only beginning to bear fruit now, which is why production is increasing. This also shows the importance of long-term relationships. According to our forecasts, production will continue to grow in coming years." In their work to create added value for

customers, the production unit in Poland and the entire Rimaster group focus on three key concepts – simplicity, proximity and globalization. Hubert Walachowski, head of sales at Rimaster Poland, and the company's technicians maintain close contacts with most customers in order to obtain information about their needs and be able to suggest improvements.

"It is important that we work closely with our customers and develop strong relationships. We listen to them and they listen to us. Together we try to find solutions that enable us to deliver a high-quality product, as well as enabling us to continually develop the product in the long term," explained Iwona.

Rimaster Poland has for the last couple of years based its operations on the Lean philosophy, which makes optimum use of resources and workforce expertise to achieve maximum cost efficiencies.

"We are collaborating with one of Poland's leading Lean experts. Our ambition is to develop in a way that benefits our customers. We have come a long way in this process and now produce high-quality products." ♦♦♦

New opportunities for Rimaster Ningbo add to customers' competitiveness

Rimaster Ningbo, which is the name of Rimaster's Chinese company, has outgrown its current premises. In order to secure continued good performance, the company will be moving to a new plant in September of this year.

"The new plant is three times as large as our current premises, which will create new opportunities for us," said Yong Shen, Managing Director of Rimaster Ningbo.

It has been eight years since Rimaster Ningbo set up its production plant in the Chinese trading city Ningbo, which among other things is known for having one of the largest ports in the world. Rimaster Ningbo has shown a positive performance over the years and for instance has won Atlas Copco's award Best Supplier Reward in China.

"Many of the large, global high-tech companies that have operations in China are based in this region and are our customers. Since they produce products for the Chinese market, they need a reliable, local supplier of cable harnesses and electrical cabinets.

The company's production plant is located in the industrial and business park Nordic Industrial Park, where several Nordic and English-speaking companies are based. In the eight years that Rimaster Ningbo has been operating in the park, the company has built up a strong brand.

"Cooperation with us has many benefits for companies. We are a flexible company that is continuously looking to improve quality and cut costs for customers. Through our sister companies in Sweden and Poland we are able to offer global solutions. We are also a strong team with a good structure and after-sales service.

In recent years, the 1,500 square meter production plant has started to feel too small to house all the equipment and nearly 100 employees. Two years ago, the company identified suitable new premises outside Nordic

Industrial Park and in September, the company will relocate to the new building.

"The new plant is located only a kilometer or two from our current building, and several of the companies in the business park are moving to the same area.



Photo: Hongting Mao

"We will have the space to continue to develop"

Yong Shen believes that the new premises will give Rimaster Ningbo the space to continue to expand and develop. The idea is that he will now focus on researching the market and looking to find new global companies that require electrical systems, cable harnesses and electrical cabinets.

"I want to find more customers who set great store by quality and close co-operation. It is also important that we continue to recruit good employees. Competition for a skilled workforce is tough, because many qualified operators are moving to Shanghai and Beijing. It is not a major problem, however. The company's future is very positive." ♦♦♦



A number of the large, global high tech companies are based in this region and are our customers."
Yong Shen, Rimaster Ningbo.

Successful cooperation Atlas Copco continues

During the spring, Rimaster has begun delivering complex electrical cabinets for installation in Atlas Copco's surface drill rig FlexiRoc D65.

Patrik Andwester, Global Key Account Manager at Rimaster Electrosystem, and Therese Hallberg, Commodity Manager for Strategic Purchasing at Atlas Copco, report on the cooperation.



Good relationship with Atlas Copco

Patrik Andwester, Rimaster Electrosystem

"We have been cooperating with Atlas Copco since 2004 in the same way we are cooperating with them today. Atlas Copco is a large, global company with different divisions, and we are cooperating with all the divisions in Örebro on everything from new development to spare parts. Over the years we have delivered cables, boxes, panels, electrical cabinets and cabs to Atlas Copco's various divisions, which shows how broad our cooperation is. Atlas Copco SED, Surface and Exploration Drilling, is the division we have been working with the longest. Our cooperation began with small-scale supplies of simple cable harnesses, but has now expanded to include high-end products such as the electrical cabinets for the FlexiRoc. Our business relationship has grown in response to challenges concerning technology and the relationship, and we have both evolved as a result."

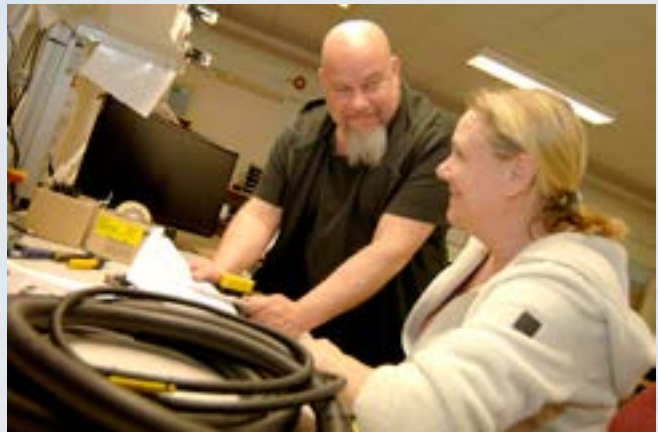
"Our business relationship has grown in line with the challenges"

Atlas Copco's requirements

Therese Hallberg, Atlas Copco SED

"Currently, there is stiff competition in the market for drilling equipment, and we are continually looking at how we can discover and develop better products at lower prices. At the beginning of last year we saw an opportunity to develop the electrical cabinet that is fitted in our large surface drill rig FlexiRoc D65, which is used in mining to drill holes for explosives. As a strategic buyer of electrical components, cable harnesses and electrical cabinets in our surface drilling division, I am the person with commercial responsibility towards our suppliers. We invited tenders for production from different suppliers and Rimaster, which has been an important supplier for us for a long time, was of course also invited to tender. There are several reasons why the contract was ultimately awarded to Rimaster. We considered their expertise, their ability to integrate complete solutions, how skilled and perceptive they are when it comes to implementing improvements in their own processes, as well as their product quality assurance process. Together with an attractive price, this made Rimaster the best supplier from an overall perspective."

ion with es



Cooperation with Atlas Copco, which is a world leader in the mining sector thanks to its high quality, shows Rimaster's strength."
Patrik Andwester, Rimaster Electrosystem

**"Expertise, perceptiveness
and communication are
important to us"**

Therese Hallberg, Atlas Copco SED



Atlas Copco reflects Therese Hallberg, Atlas Copco SED

In order to verify the electrical cabinet and ensure everything was manufactured according to the drawings, we ordered a pre-production sample, which we received in early 2016. We approved the sample and gave the go-ahead for series production. In March, the first electrical cabinets were delivered to our production line, for installation in the FlexiRoc D65 together with all the other FlexiRoc D65 components. Of course, there are always little things that need to be adjusted during the initial production run, but on the whole we are satisfied and feel everything has functioned well. The electrical cabinet is a critical product that controls many of the functions of the FlexiROC D65. If the cabinet does not function, nothing functions, and we are satisfied with the quality assurance carried out by ourselves and by Rimaster. I would also like to highlight the communication between Rimaster's workforce in Rimforsa and the production plant in Poland, which has been very smooth. Communication between all three parties has been a winning concept.

How Rimaster can help other companies Patrik Andwester, Rimaster Electrosystem

"Cooperation with Atlas Copco, which is a world leader in the mining sector thanks to its high quality, shows Rimaster's strength - we are perceptive concerning our customer's requirements and have the capacity to develop quite complex products. It is perhaps not always evident because of our broad product range, but our electrical cabinet production is top-class. Rimaster's flexibility and

**"Flexibility, breadth and cost
efficiency are a driving force for us"**

breadth, with production in China, Poland and Sweden, means we are able to offer everything from complete solutions including prototype development to small-scale components manufacture. We like to develop long-term relationships with customers and if there is a need in terms of design then we have skilled designers who are happy to help.



From drawing board to

It is not unusual for Rimaster to be involved in the entire process, from drawing board to finished system. Since fall 2015, Rimaster Development has been developing and delivering complete control systems to FTG Cranes.

When it comes to purchases of a part as vital as a control system, customers naturally appreciate the security that comes from using a competent supplier who is accessible to the customer and is able to come up with solutions throughout the entire process, from development through to production

and delivery. Rimaster maintains a continuous dialogue with customers and suppliers, and it is during these discussions that most new, interesting solutions are found.

“Interesting solutions emerge through dialogue with customers”

Ulf Almén, Rimaster Development



“In the case of customers, they often look for technological solutions and suggestions for improvements to the control system. In the case of suppliers like Parker, we cooperate on sales and our discussions in this area often lead to new, joint deals,” said Ulf Almén, systems designer at Rimaster Development in Söderhamn.

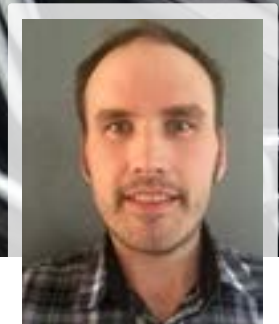
During one such conversation with Parker it emerged that the company FTG Cranes was looking for cable harnesses and control systems for control of the timber cranes they produce. FTG Cranes, in turn, was told about

FTG Cranes, which is based in Dalsland, is the only remaining manufacturer of timber cranes for road transport in Sweden.



Photo: FTG Cranes

Peter Svensson, V crane sales executive at FTG Cranes



finished control system

Rimaster Development's broad expertise.

"When we visited Parker and discussed various solutions, they recommended Rimaster as a skilled supplier of cable harnesses and software, which we needed for our V crane products. We got in touch with Rimaster, who listened to our requirements and developed a solution that suited us perfectly," said Peter Svensson, V crane sales executive at FTG Cranes.

FTG Cranes, which is based in Dalsland, is the only remaining manufacturer of timber cranes for road

transport in Sweden. The company manufactures around 70 cranes a year

"Rimaster was recommended to us as a skilled supplier of cable harnesses and software"

and has a market share of around 15 per cent. Peter Svensson believes that FTG Cranes has the potential to grow and gain a further ten per cent of the market within five years.

"The market outlook is good and there is also potential for us to increase our cooperation with Rimaster further going forward. We are extremely happy with the end-result and feel our cooperation has been exceptionally good. We have several ideas for future projects that we can undertake together. ♦♦♦



Customized control boxes from Rimforsa

*"Our focus is not just on gaining more business but more complex business."
Roger Nilsson at Rimaster Söderhamn.*

"During production we always maintain a close dialogue with the customer"

Snow cannons, packaging machines and heat pumps. Over the years, Rimaster Electrosystem in Rimforsa has supplied complete control boxes for a broad range of machinery.

The products produced at the production plant in Rimforsa in Östergötland province, where Rimaster has its head office, include complete control boxes for various machines. Rimaster Electrosystem does not develop control boxes under its own name but

produces them to order for customers, usually so-called OEM businesses for which the control boxes form a vital part of the end product.

"Function and appearance vary according to customer requirements. We have a customer who manufactures packaging machines and who needs 20 different control boxes for each machine in order to control different motors and functions," said Roger Nilsson, a production technician who focuses on control boxes.

When Roger began working at Rimaster Electrosystem in 2000, production of control boxes was still in its infancy, but since then order intake and production has increased steadily. This year alone, Rimaster Electrosystem will be manufacturing control boxes for control of hundreds of snow cannons.

"The control boxes, which in this case control the process where water and air are mixed, need to be able to withstand freezing temperatures and lot of ice and snow. During production we always maintain a close dialogue with our customers, providing feedback on the product.

We provide customers with feedback right from the start, when the drawings are first examined, making suggestions for measures that could reduce costs, such as replacing certain component parts without affecting quality or performance.

"The most effective way of cutting costs is to look at the material. The actual labor accounts for 20 per cent of the production cost. The rest comprises material, which we can have an impact on through different options, since we work with several good

suppliers. In order to find the best solution and optimize the purchase price, we have close, strategic cooperation with skilled, global suppliers of cabinet and box components and cables.

In order to be competitive and achieve more efficient assembly, Rimaster Electrosystem has also invested in a machine that cuts, labels and tacks cables at a speed no human could match.

"Instead of the technician doing this job, he gets a finished cable set where each cable is labeled, thereby facilitating simple and quick assembly. Our strength is that we can help all customers. For instance, we can develop prototypes which are developed in cooperation with customers into finished control boxes," explained Roger.

OEM

OEM stands for Original Equipment Manufacturer. Using components that it either manufactures itself or purchases from suppliers, an OEM company manufactures products that are sold on the market. Rimaster Electrosystem supplies control boxes for a number of OEM companies.

In view of how the segment for assembly of electrical cabinets has performed recently, Rimaster Electrosystem will in future seek to expand in the market by finding new customers. The company, which has a well-integrated logistics chain from supplier to end-customer, is also recruiting new staff to meet increased customer demand in terms of volumes and complexity.

"Our focus is not just on gaining more business but more complex business, involving more than just assembly. ♦♦♦

Rimaster France: Growth and even better service

Rimaster's sales activities in France are expanding. The number of sales agreements concluded by the company are expected to increase this year, at the same time as Rimaster is investing in moving its office to larger premises. In order to offer even better service to French customers, the company has recruited a technician, who started working for the company at the beginning of May.

Since 2014, the Rimaster group has had a sales office in the French town of Villefrance-Sur-Saône, around 25 kilometers north of the large city of Lyon. Julien Fambrini, sales executive at Rimaster France, said that the office was in a strategic location in eastern France.

"The geographic location and vicinity to the freeway means we can quickly reach our customers, regardless of whether they are located in the south or north of France. This is good for us and reassuring for our customers.

As a result of growing order intake from French companies and an increased need for more staff, Rimaster moved its sales office to new premises during the first quarter of 2016.

"The new office is twice as large as the old one, which gives us room to take on more staff in coming years. The move has not had any major impact on customers, since the majority of meetings take place at the customer's

office, as it is always better to meet them at their place of business.

In order to keep up-to-date with customers' production, equipment and especially products, Julien Fambrini makes frequent customer visits. The company has recently been very busy,

"We now have the capacity to expand further..."

with many new projects underway, and he expects this to just be the beginning.

We have recruited a skilled technician with a background in engineering who can help us with advanced projects. This recruitment has given us the capacity to expand further in the future.

After a thorough recruitment process, technician Philippe Faure was hired at the beginning of May. Philippe has experience of cable harnesses and he previously worked for more than ten years at Yakazi Corporation and Volvo Trucks. Before being offered the job at Rimaster he was working for Bombardier, where he was responsible for the implementation of new cable harnesses in trains.

"The knowledge he possesses is valuable for our customers and shows that we are a partner you can count on. Philippe is able to give customers immediate support and explain how they can develop their products in co-operation with Rimaster. He is pleased to be part of Rimaster and regards his new job as an exciting challenge," according to Julien Fambrini. ♦♦♦



Photo: Rimaster

German market the next challenge for Norbert

Entrepreneur Norbert Heib played a prominent part in the setting up of Rimaster in Poland in the early 2000s. He has now been given a new assignment. Over the next three years he has been tasked with the job of generating sales for Rimaster in the German market.

The story about why German Norbert Heib came to help Rimaster set up operations in Poland really begins 21 years ago, when Norbert, who was working for the German bus manufacturer Neoplan, moved to Poland. Once there, he and a couple of colleagues set up a company that produced cables for buses.

"When Volvo and MAN arrived in Poland, they also wanted to use our services, but Neoplan did not allow this. So I sold my shares and set up a new company in Czaplinek," said Norbert.

In the early 2000s he met Rimaster's principal shareholder Per Carlsson

and the two men soon became good friends.

"You know at first sight if you like a person. Per and I immediately became a team. Rimaster was initially a customer, but then we decided to do something together."

"The plan is for me to set up an office in Germany with skilled staff who can drive our sales and development."

Norbert then set up another new company that produced cable harnesses and components for electrical systems. In 2003, Rimaster took a 50% stake in this company and two years later it acquired the remaining shares in the company, which is now known as Rimaster Poland. Norbert continued working for the company

in various positions until 2012, when he left Rimaster in order to invest in environmental technology in the form of solar energy.

"I decided I wanted to start a business that would contribute towards a better world. I entered into cooperation with Solarworld and had technological responsibility for their new business starts around the world. A couple of time I was working close to war zones.

One day in November 2015, Tomas Stålnert, CEO of Rimaster Group, called and asked if Norbert, with his large network of contacts, was interested in covering the German market and generating sales for Rimaster in Germany.

"It sounded so exciting that I accepted the offer. The plan is for me to set up an office in Germany and identify skilled individuals who can run our sales activities. We will be working with customers all over the country, but the largest customers are located in Bayern and around Stuttgart." ♦♦♦

Rimaster is a leading supplier of cable harnesses, electrical cabinets, electronics and cabs for special vehicles and industrial systems.



Rimaster AB, Industrivägen 14 | 590 44 Rimforsa, Sweden | +46 494 795 00 | info@rimaster.com

www.rimaster.com

**Rimaster
Electrosystem AB**
Industrivägen 14
590 44 Rimforsa
Sweden

Andreas Kronström
+46 705 658 904
akr@rimaster.com
Patrik Andwester
+46 703 991 448
pan@rimaster.com

**Rimaster
Development AB**
Bröksmyravägen 31
826 40 Söderhamn
Sweden

Ulf Almén
+46 705 173 309
ual@rimaster.com

**Rimaster
Cab & Mechanics AB**
Industrigatan 1
590 42 Horn
Sweden

Anders Jonliden
+46 708 720 877
ajo@rimaster.com

**Rimaster
Poland S.P. Z.o.o.**
Ul. Kolejowa 4
78-550 Czaplinek
Poland

Ul. Wojska Polskiego 14a
78-449 Borne Sulnowo
Poland
Hubert Walachowski
+48 602 315 843
plhwa@rimaster.com

**Rimaster
France SAS**
114, Rue des Pépinières
69400 Arnas
France

Julien Fambrini
+33 624 340 049
jfa@rimaster.com

**Rimaster
Benelux BVBA**
Halstraat 41
3550 Heusden-Zolder
Belgium

Jean-Pierre Vanheel
+32 470 670 130
jva@rimaster.com

**Rimaster
Ningbo Co., Ltd**
No.9 Jinxi Road, Zhenhai
3152 21 Ningbo, China

Yong Shen
+86 188 580 114 86
ysh@rimaster.com

**Ningbo
Rimaster Trading**
No.9 Jinxi Road, Zhenhai
3152 21 Ningbo, China