

ri·view

Welcome to our world of SIMPLICITY • Summer 2015

AgriCab:

– *Launch order initiates series production!*

Rimaster Development:

– *Thinking outside the box!*

AgriCab:

– 下单后开始批量生产

Rimaster Development:

– 跳出思维的框框

A magazine from **rimaster**
-ability to create simplicity

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 with origin and headquarters in Rimforsa, Sweden. Rimaster have today approximately 600 employees in seven companies all over the world.

We can support you with sales, design, development and production in Sweden, Poland, China, Belgium and France.

Our vision is to be a partner that creates simplicity for our customers and set the standard in the global industry.

– Welcome to our World of Simplicity!

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Tomas Stålnert:

– You will always recognize Rimaster as the company with the ability to create simplicity!

SUMMER IS HERE, and it has been my first half year in the driving seat of the Rimaster Group. Welcoming you to this spring issue of Riview, I dare to say I am satisfied with what we have achieved, so far. Business is good, though it has not been just a walk in the park.

The global market is not always growing, meaning that to grow, we frankly need to capture market shares from someone else. Doing so, we need to be a better alternative, when the customer views us from all angles. Customer satisfaction is a key issue, as a low cost is far from the only parameter that counts. Quality, delivery precision and serviceability are just as important factors.

So far, I dare to say we seem to have done the “right” thing as the first half of 2015 turns out to be one of the best years we have had for a long period. However, as always, we have to stay focused to be on top, to continue to be the best alternative for our customers. That fight, that struggle, to not only live up to but to exceed expectations, is what I was very well aware of when I took this seat after Jan-Olof Andersson who successfully led the Rimaster Group for 11 years. I am glad to have been allowed to carry on, to take over the baton from Jan-Olof and to lead Rimaster into the future.

There will be changes, but there will be no changes just for the sake of it. There have always been changes, and Rimaster of today is far from what Rimaster was ten years ago. Over the years we have developed, evolved, into a totally new company but, to the onlooker, thankfully looking very much the same. That is how we will continue to develop; by keeping the core of the company while constantly refining our customer offerings, our capabilities and our market strategies. You will always recognize Rimaster as the company with the ability to create simplicity!

This issue has a focus on Rimaster from a slightly different angle – our development capabilities.

I Söderhamn, we have our development department, Rimaster Development. Within that department, we have all the skills and competencies needed to be full service provider when it comes to design and development of complex electrical systems, advanced electronics and intelligent man-machine-interface solutions.

A development project that is of utmost importance to Rimaster is AgriCab, the unique new generic cab. The story behind the development is probably rather well known to the readers of Riview, and to that we can now add that the prototype cabin performed well in exhausting field tests during the spring. Hence; it is with great pleasure I can reveal that we now have got true market acceptance, illustrated by a major launch order, that you can read more about in a separate article!

The AgriCab project itself is a true illustration to the Rimaster way of working with development. Many projects stem from a customer request – can you do this or that for us, and yes, we can – but many times an innovative idea comes from the “inside”. We see a market need, evaluate its possibilities and turn it into a study case. Finding we are on the right track, we initiate a project and take it as either an advanced idea or a prototype to the market for testing and acceptance. From there, it is either a “Go!” or a “NoGo”.

We have done so several times, and the same principal procedure is in place whatever the product is. Sometimes it is just a fine-tuning of an existing product or service, where we just do it a little bit better at a slightly lower cost, while sometimes it is something more revolutionary like AgriCab or riFuse, the digital power control device that brings reliability in electrical systems in rough environments to a new height.

Summer is here, and not only in Sweden but in all of the Rimaster World, vacations are coming for clients as well as partners and staff.

I wish you all a great summer!

Tomas Stålnert
CEO Rimaster Group



Tomas Stålnert:

你会始终承认瑞马斯特是一家有缔造简约能力的公司！

夏天到了，我在瑞马斯特集团担任领导职位已经满半年了。欢迎阅读Riview春季刊，目前为止，对于我们取得的成就，我可以说还是比较满意的。经营方面还不错，但也不是闲庭信步般轻松。

全球市场并不总是保持增长，这意味着为了增长，我们非常需要从其他人那里抓住市场份额。为了做到这一点，当客户从各个方面来考察我们时，我们要能够脱颖而出。客户的满意是关键问题，而较低的成本远远不是影响选择的惟一因素。质量、交货及时和服务能力也是同样重要的因素。

目前为止，我可以说我们所做的事情应该是“恰当”的，因为2015年上半年是长期以来成绩最好的年份之一。然而，和往常一样，我们必须致力于保持卓越，继续成为我们客户的最佳选择。我从领航瑞马斯特集团十一年之久的Jan-Olof Andersson手中接过这个接力棒时，就已经深深明白：这种奋斗、这种努力，并不只是为了满足期望，而是为了比期望做得更好。我很高兴，能够继续坚持，从Jan-Olof手中接过接力棒，领导瑞马斯特公司迈向未来。

未来会发生改变，但这一点始终不会变。过去也一直在改变，今天的瑞马斯特已经和十年前的大不相同。过去这些年里，我们不断成长，不断进化，蜕变为一家全新的公司，但庆幸的是，在旁观者看来，我们却始终如一。我们将继续这样发展：我们会保持公司的核心，并不断改进我们的产品、我们的能力以及我们的市场策略。你们将看到，瑞马斯特永远是那个能够缔造简约的公司！

这期杂志从一个稍微不同的角度来关注瑞马斯特公司——我们的研发能力。

在瑟德港，我们有自己的研发部门——瑞马斯特研发部。在这个部门里，我们具备各种各样的技能，在复杂电子系统、高级电子技术和智能人机界面解决方案的设计和研发方面提供全面的服务。

对于瑞马斯特而言，最重要的研发项目是AgriCab，独一无二的新型通用驾驶舱。这项研发背后的故事，想必Riview的读者已经耳熟能详了，我们现在要补充的是，原型驾驶舱在春季的极限现场测试中运行良好。因此，我怀着极大的喜悦，向各位透露，一项大宗供货订单表明，我们现在已经得

到了真正的市场认可，各位可以在另一篇文章中了解更多详情！

AgriCab项目本身就阐明了瑞马斯特公司结合研发来开展工作的方式。许多项目脱胎于客户的要求——你们能为我们做到这个或那个吗？是的，我们可以做到——但很多时候，创新性的想法源自于“内部”。我们看到了一项市场需求，评估其可能性，然后把它转化为一个研究案例。当我们发现自己处于正确的轨道上，我们就启动一个项目，然后要么把它作为一个先进的理念，要么作为一个原型，投入市场，检验它，看它是否能被接受。从这里开始，就是个“行得通”或者“行不通”的问题了。

我们已经这样做了若干次，无论产品是什么，主要的流程都是一样的。有时候只是一项现有产品或服务的微调，我们只是做得稍微更好一些，把成本稍稍降低一些，而有时候却是更具革命性的东西，比如AgriCab，或者riFuse，把恶劣环境下电子系统的可靠性提升到新高度的数字动力控制设备。

夏天到了，不只在瑞典，在任何有瑞马斯特在的地方，客户们以及合作伙伴和员工们都迎来了假期。愿大家都度过一个愉快的夏天！

Tomas Stålnert

瑞马斯特集团CEO



Rimaster Development:

– “Think Tank” for the Rimaster Group

Rimaster has a long history of developing advanced electrical systems for customers in various business segments. Many have that in common that they belong to one of Rimaster's two core business areas; “Special Vehicles” and “Industrial Automation” respectively. Within Rimaster, not always too well known Rimaster Development has over the years assumed the role of being “think tank” for the group. Now, Rimaster Development is heading for a new career, with an enhanced visibility within the Rimaster Group as well as towards customers.

– *We have an enormous wealth of competence as well as experience but we have seen a need to be more proactive, when it comes to “selling” our competence and abilities,* says Pernilla Norman, Managing Director for Rimaster Development in Söderhamn. Pernilla and Ulf Almén, Technical Director, are confident Rimaster Development has a bright future.

– *We have been solving problems for our customers for the last 25 years, and in reality, created true simplicity for them,* Ulf says with a reference to Rimaster's slogan; “Ability to create simplicity”. Naturally, over the years, competence has built up and this has developed further.

Now, being an integrated part of the Rimaster organization, Rimaster Development serves customers with advanced solutions in mechanics, electronics and electrical systems and combinations thereof.

– *To be able to serve the customers in the best of ways, it is essential we get to know them properly, so that we better can understand their problems,* Ulf Almén says, adding:

– *Preferably, we would like to get involved as early as possible in the process of developing a new piece of machinery or upgrading an existing product line. Being there in the early stages, allows us to come up with the best ideas, beneficiary to the product as a whole and, quite often, also saving money in the whole project.*

Rimaster Development has had different organizational “homes” within the Rimaster Group over the years. Still, the core of skilled engineers has remained the same the customer-friendly “think tank” where most of the development and design work has been carried out. Now, since January 1st this year, Rimaster Development is still an independent unit, though tied organisationally to the production unit in Söderhamn.

– *That way, we ensure development and design is seen as a natural part of the production organization, that will open for closer relations with the end-customer,* Ulf Almén says.

– *Sometimes, it has been difficult to market the unique skills we have here in our development department.*

Pernilla is confident that this new organization will be beneficiary to the customers.

– *Obviously we can offer a wider engagement, thus giving better support earlier in their development process.*

Pernilla is also clear on the fact that Rimaster Development is a core asset of the Rimaster Group, working closely with all units and vital in all long-term planning.

– *We need to ensure that we are a respected global actor in our areas of operation in the challenging years to come as well,* Pernilla says.

– *We have a history that goes back well over 30 years and I am determined to make sure we are here in next 30 years too. Rimaster Development is a key to reach that goal.*

– *This is as we can offer a full range of services to our customers, enhancing their easy of mind, in reality showing that we have an “ability to create simplicity”,* Pernilla Norman summarizes Rimaster Development's role within the Rimaster Group. ■



照片: Claes Holmström

Rimaster Development: – “Think Tank” for the Rimaster Group

在为不同商业领域的用户开发高级电气系统方面，瑞马斯特有着悠久的历史。然而，这些开发案例都具有共同点，它们在分类上都可以归到瑞马斯特的两大核心业务领域：分别是“特种车辆”和“工业自动化”。

在瑞马斯特内部，并不总为人熟知的瑞马斯特研发部在这些年里担任了集团的“智囊”角色。现在，瑞马斯特研发部正向着新的事业迈进，无论在瑞马斯特内部，还是对客户来说，它都将拥有更高的可见性。

- 我们有着庞大的技术储备和丰富的经验，但我们也认识到，在“出售”我们的技术和能力时，我们要更具前瞻性，Pernilla Norman这样说。Norman是瑞马斯特瑟德港公司的总经理，瑞马斯特研发部系其下属机构。

Pernilla和Ulf Almén，瑞马斯特瑟德港公司的技术主管，相信瑞马斯特研发部一定会有一个光明的前景。

- Ulf借着瑞马斯特的口号“缔造简约的能力”这样说道：“过去25年来，我们一直在为我们的客户解决问题，事实上是他们缔造了真正的简约。”

经过这么些年，竞争力就自然而然形成了，并取得了进一步的发展。如今，瑞马斯特研发部向客户提供机械、电子和电气系统以及上述各方面的综合高级解决方案。

- 要最佳的方式服务客户，关键在于充分理解他们，从而更好地理解他

们存在的问题，Ulf Almén说道。

- 我们希望在研发新机械设备或更新现有产品链的过程中，能尽早地介入其中。在早期阶段就参与其中，能让我们拿出最好的主意，从而使产品整体受益，且通常能为整个项目节约资金。

多年来，在瑞马斯特集团内部，瑞马斯特研发部在组织架构上一直有着十分不同的“归属”。尽管如此，由一批熟练工程师组成的核心仍然是用户的友好“智囊团”，大部分的研发和设计工作都是他们负责。现在，从今年1月1日起，瑞马斯特研发部仍是个独立的单位，尽管它和瑟德港生产单位在组织上紧密相连。

- 这样，我们就保证了，研发和设计被视为生产组织的一个自然组成部分，并且能够与最终客户建立起更密切的关系，Ulf Almén说。

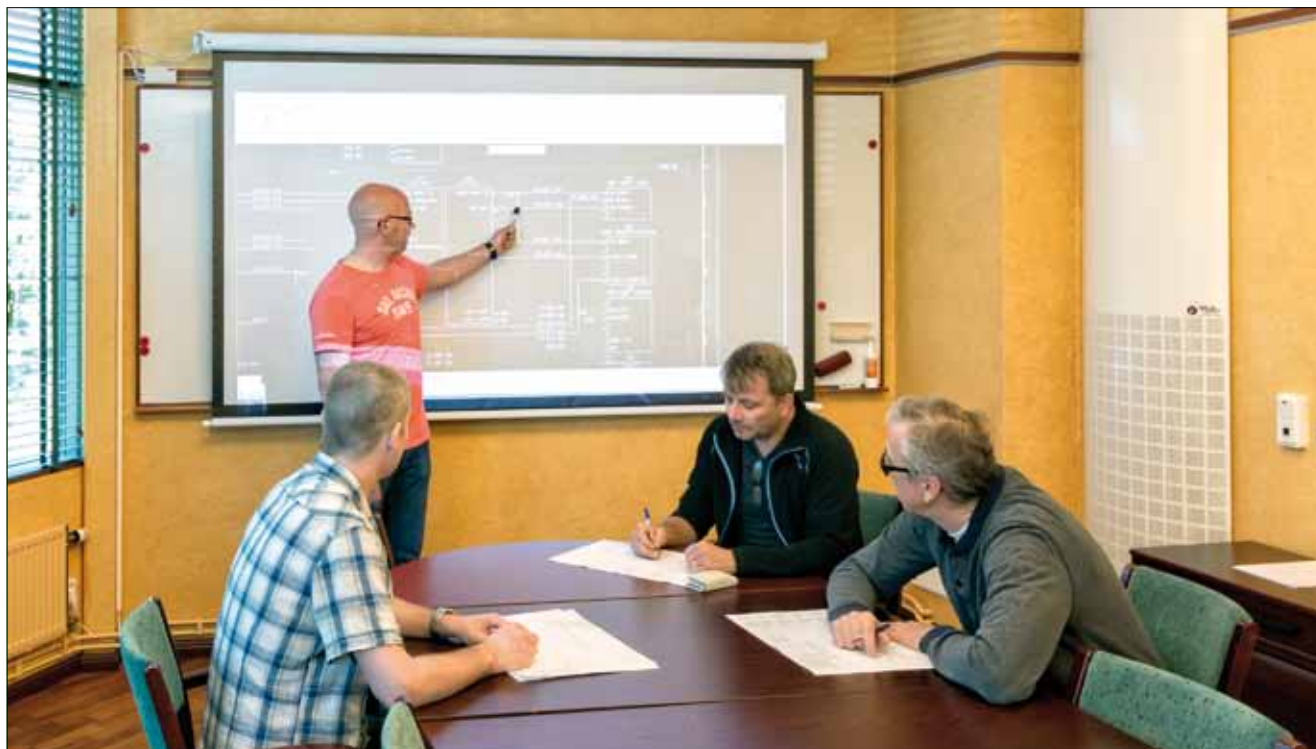
- 有时候，推销我们研发部门中独一无二的技术是很难的，我们要有信心，这个新的组织有助于缩小我们与

客户之间距离，我们能更广泛地参与其中，从而在客户研发的早期就给予他们支持。

Pernilla Norman很清楚瑞马斯特研发部是瑞马斯特集团的核心资产，在所有长期计划中都有着举足轻重的地位。

- 是的，我们必须保证，在我们的运营领域里，在即将来临的充满挑战的岁月中，在全球的舞台上，我们要成为一个受人尊重的参与者，Pernilla说道。

- 我们的历史可以追溯到三十年前，我决心确保在下一个三十年中，我们仍然屹立不倒。瑞马斯特研发部就是达成这个目标的关键，因为我们可以为客户提供一条龙的服务，使他们更加省心，事实证明我们就是拥有我们总在说的“缔造简约的能力”，Pernilla Norman总结瑞马斯特研发部在瑞马斯特集团中扮演的角色。 ■



Rimaster Development:

– It is all about how to use your skills in a creative way!

– It is all about a combination of skills and creativity, or rather how to use your skills in a creative way!

Fredrik Larsson is firm in his statement. Sitting in a meeting room in Söderhamn, Fredrik and his colleagues at Rimaster Development were asked to describe why this rather low-key development organization over the years has come up with a number of highly creative technical solutions, to the benefit of numerous customers.

– You often hear the phrase “thinking outside the box”. I think that is what we do, Fredrik says.

– Not just for the sake of it but as a way of moving forward in a simple but trusted way.

Fredrik and his colleagues at Rimaster Development have each many years – some of them up to 25 years – of skills and experience. Skills that follow on challenging experiences, skills that are earned through trying to find innovative, solid solutions to customer problems, usable in an industrial way at a justifiable cost.

– It is not unlikely that we have encountered a problem, or rather met a challenge because that is how we prefer to see it, before, Anders NN says.

– In another project, probably, for another client and for another type of machinery in a different environment. Still, we can see similarities and in that see possible, often unconventional, ways of solving that problem.

Rimaster Development has over the years focused primarily on designing electrical systems for advanced special vehicles. Today, as many customers tend to build up their in-house design abilities, the scope of offered services needs to be wider, the team concludes in a discussion.

– Right, we need to move on and try to see the world from our customer’s perspective, Erik NN says.

– We have a good reputation today in electrical systems design, but we need to see what the customers will need from us tomorrow. With some clients, we are already very well integrated in the design process and that is the way we need to go, I think.

– It is also necessary for us to have cutting edge skills, the knowledge our clients don’t find it feasible to obtain themselves, Erik says.

“Still, we can see similarities and in that see possible, often unconventional, ways of solving that problem.”



When Swedish power giant Vattenfall was building a new hydro-power station in a remote and environmental-sensitive part of the Swedish mountains, a special train had to be designed to transport blasted rocks. Rimaster Development was given the task to design the whole electrical system.

Photo: Morgan Andersson

Over the years, Rimaster Development has delivered a wealth of different solutions based on electrical or electro-mechanical systems.

One very challenging project was to design an automatic control system for a mine train, designed for high-speed transportation of drill cuttings in a water tunnel for a power station.

The solution was to design a sturdy, radical electrical system for two train sets. The design was spot on, and the train sets worked so well that the customer more or less immediately was tasked with a new project, drilling an even bigger hole, this time for a railway tunnel.

Thus, the train was dismantled and carefully transported from the mountains in the far north of Sweden to its new location, some 1,500 kilometres to the south.

Ulf Almén recalls another challenging job:

– One very memorable job was when forest machinery manufacturer Makwa approached us. Then an upstart company, they had a very interesting new forwarder, designed from scratch for a specific task. The machine was very well designed, but they lacked an electrical system for power and equipment control.

– Problem was, when we were approached, there were just a few weeks before the forwarder was to be finished. Albeit as a prototype, but it was supposed to be fully working, demonstrated at Elmia Trade Fair.

– No usable drawings were available, so a team of Rimaster Development engineers drove the 600 kilometres one way to the factory, examined the prototype, had a chat with the designer and drove back home again the next day. Some weeks later, the team returned with a finished harness in the trunk.

– And yes, the forwarder was fully functional at the trade fair, resulting in a couple of signed orders, Ulf says with a smile.

Driverless trucks

For forklift giant Linde, Rimaster Development developed a drive control system for a system of driverless trucks for a paper mill.

The basic truck was a standard Linde model, combined with a high-end positioning system supplied by Kollmorgen. Rimaster Development then developed the interface control between the positioning system and the mechanical drive of the forklift.

– Volvo is now testing driverless cars on the streets of Gothenburg, but we have had such a system up-and-running in a warehouse in Skutskär for years now, Ulf says.

A rather new way of meeting the customer is to visit the client on a regular basis with an engineering team, both in order to maintain contacts in general, but more specifically to meet with the customers engineering team, to ensure one is on par with requests and expectations, as well as to “iron out” any misunderstandings.



– These meetings are often very interesting, sometimes advancing from what was planned on the agenda to be more of a brainstorming session, Fredrik says.

– It is not unusual that while we are in the midst of a project, we see alternate, smarter, ways of including say various functions. Then we bring that with us to the meeting table, from where the design discussions sometimes go way forward, well into the future.

– When we are there, working together as one, integrated team, then I think we are best performing as we can deliver high-quality

solutions right into the heart of the customers own development process, Fredrik concludes.

Rimaster Development have now reached a position as “Centre of Excellence” within the Rimaster Group, and as such, all major development work is to be directed to them.

– To be honest, it is becoming more and more obvious that at joint approach towards the customer will prove beneficiary at the end of the day. To us as well as the customer.

– Then we really will live up to our company slogan: “Ability to create simplicity”, Ulf summarizes. ■

For forklift giant Linde, Rimaster Development developed a drive control system for a system of driverless trucks for a paper mill. Photo: Alexander von Sydow

Some areas in which Rimaster Development have delivered solutions:

- Automated testers, Satellite trackers
- Mining equipment, Drill rigs, Excavators
- Pulp industry equipment
- Campers
- Control equipment to cranes
- Mine destroyers
- Forklifts, Dumpers Water Canons
- Ambulances, Snowmobiles
- Forest equipment, Agriculture machinery



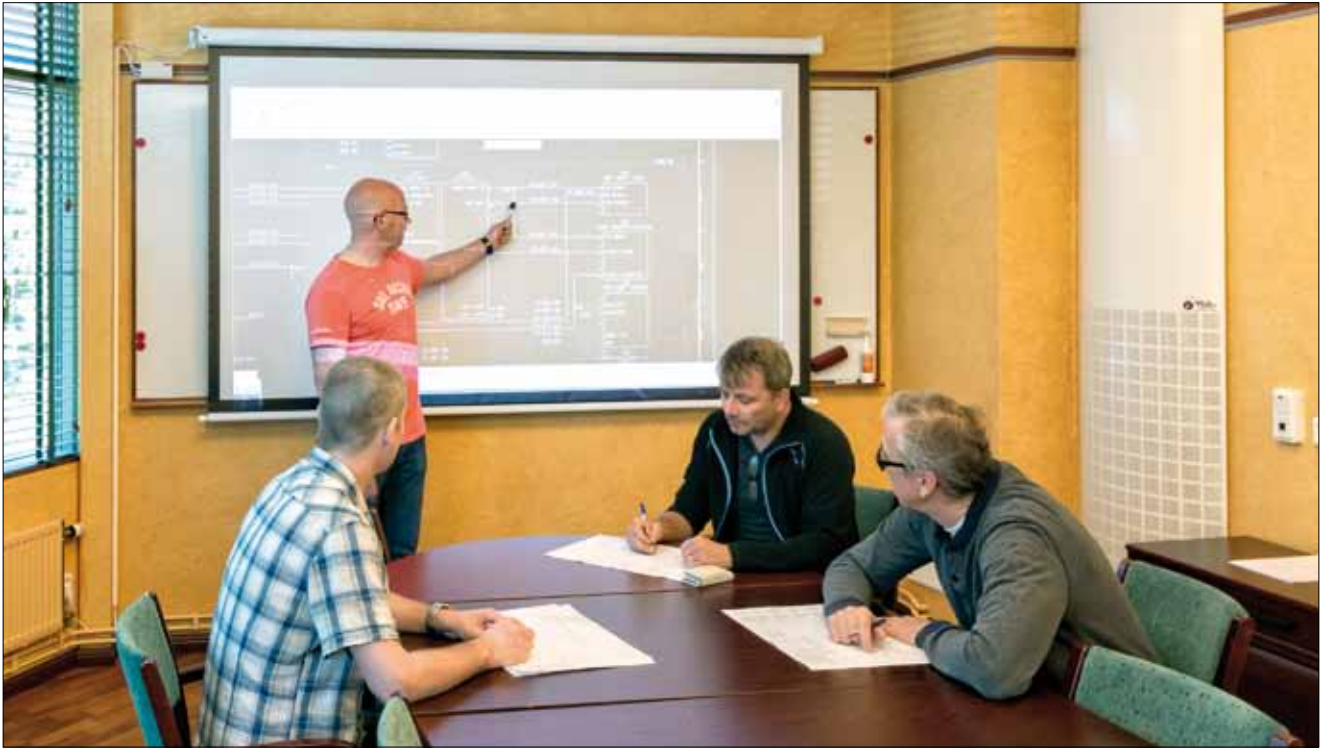
Battery cable in aluminium

Last year, Rimaster initiated a development program in order to start building battery cables in aluminium with welded plates, which is a next generation technology. The development process is nearing an end and test, including technical verification, is well under way.

– We have seen a major interest for this new technology from a number of various clients, including of course some current customers, says Sandra Fäldt who is operational manager at Rimaster Electrosystem.

Initially, focus is on cables up to 50 sq.mm areas with additional areas to follow accordingly.

Rimaster plan to have all testing and quality assurance done during the autumn so that first series deliveries can take place early 2016. ■



照片：Hans Jonsson

Rimaster Development:

一切都关于怎样以创造性的方式运用你的技能

但是，我们可以从中发现相似之处，从而发现可能的、往往是非常规的解决问题的方法。

- 一切都与技巧与创新的结合有关，或者说，怎样以创造性的方式运用你的技巧！

Fredrik Larsson 对他的发言很坚定。坐在瑟德港公司的会议室里，人们请Fredrik和他在瑞马斯特研发部的同事谈一谈，为什么这个相当低调的研发组织这些年来能够开发出许多高度创新的技术解决方案，令众多顾客受益。

- 你们常常听到这样一个短语：“跳出思维的框框。”

- 我认为这就是我们所做的事，Fredrik说。

- 不仅仅是为了跳出思维定式，而是把它作为一种简约而可信的前进方法。

Fredrik和他在瑞马斯特研发部的同事们都拥有多年积累的技巧和经验，有的甚至长达25年。这些技巧是通过挑战性的经验而得到的，他们在尝试为客户的问题寻找创新、可靠的解决方案的同时积累了这些技巧，这些方案必须能以工业化方式实施，且其成本必须是合理的。

- 我们所遇到的问题或遭遇的挑战不可能像我们所希望的那样，与从前遇到过相同，Anders NN说道。

- 它们可能出现在另一个客户的另一个项目中，可能是不同类型的机器，要运行在不同的环境之中。但是，我们可以从中发现相似之处，从而发现可能的、往往是非常规的解决问题的方法。

瑞马斯特研发部多年来主要致力于为高级专用车辆设计电子系统。目前，由于许多客户倾向于培养他们自己内部的设计能力，因此提供服务的范围需要拓宽，小组在讨论中总结道。

- 是的，我们要继续前进，尝试从我们客户的角度来观察世界，Erik NN 说道。

- 如今我们在电子系统设计方面有很好的名誉，但我们需要看到未来顾客们需要从我们这里得到什么。对于一些客户，我们已经在设计过程中达成了高度的一体化，我认为，这是一条我们要继续走下去的路。

- 我们也必须拥有尖端的技术，



瑞典能源巨头Vattenfall在瑞典山区偏远的环境敏感区建设一个新水电站时，需要设计一种特殊的列车来运输爆破岩石。瑞马斯特研发部接到任务并设计了整套电气系统。

照片: Morgan Andersson

要有我们的客户自己无法轻易取得的知识，Erik说。

多年来，瑞马斯特公司已经提供了大量基于电气和机电系统的不同解决方案。其中一个很有挑战性的项目是为一系列矿车设计自动控制系统，用于一个电站输水隧道钻削废料的高速运输。这个解决方案要为两组列车设计一个稳定的、基本的电气系统。这项设计恰到好处，两组列车运行得十分出色，于是客户几乎立刻就接到了一个任务，要开挖一个直径更大的孔道，这次是用于火车轨道隧道。火车被拆后，从瑞典北部山区小心翼翼地运到了新地点，大约1500公里之遥的南方。

Ulf Almén 回忆起另一项挑战性的工作：

- 林业机械制造商Malwa委托我们的工作也是很有纪念意义的。他们当时还是一家新成立的公司，他们有一个很有趣的新型传送装置，是专为一项特种作业从草图开始设计的。这部机器设计得非常好，但是缺乏一个动力和设备控制的电气系统。问题是，当我们接手时，离这个传送装置预期完工的期限只有几个星期了。虽然是原型装置，但人们也期望它能完全良好地运行，并在Elmia交易博览会上展出。没有可用的图纸，于是瑞马斯特研发部的一组工程师开车600公里来到工厂，检查了原型机，与设计者交谈后，次日又开车回去了。几个星期后，小组在行李厢中装着

已完成的配线返回了。

- 是的，这台传送装置在交易博览会上良好运转，当场就签订了几笔订单，Ulf 微笑着说。

瑞马斯特研发部为叉车巨头Linde公司设计了一个驾驶控制系统，用于造纸厂的无人驾驶卡车系统。卡车是Linde的标准型号，装有Kollmorgen公司提供的高端定位系统。瑞马斯特研发部于是设计了定位系统和叉车机械传动之间的接口控制。

- Volvo公司现在才在哥德堡大街上试运行无人驾驶车辆，但我们在仓库中建立并运行这样一个系统已经很多年了，Fredrik微笑着说。

与客户面谈的一种较新的方式是带领一组工程师队伍定期到访客户，两者都是为了保持总体上的接触，但是让工程师队伍和顾客一起坐下来更有针对性，能够保证客户的要求和期待得到了满足，并“熨平”任何误解。

- 这些会面经常很有趣，有时候未在议事日程上，但更堪称头脑风暴的会议。

- 往往我们在项目进行到一半时，发现另一种可替代且更智能的方案，能包含各种所需功能。这时我们就把它放到会议桌上来讨论，这样的设计讨论有时候会十分深入到未来。

- 当我们以一支充分融合的团队一起工作时，我认为我们处于最佳状态，因为我们能够把高质量的解决方案



照片: Alexander von Sydow

送达客户自身研发过程的核心之中，Fredrik下结论道。

现在瑞马斯特研发部在瑞马斯特集团取得了“卓越中心”的地位，因此，所有主要的研发工作都会指派给他们。

- 老实说，我们离那个水平还差一点，Ulf Almén说道。

- 但我认为达到那水平只是时间的问题了，因为越来越明显的是，向客户靠拢的方法最终总是有利的。对于我们和客户而言都是如此，这样我们就能真正实现我们公司的口号了：“缔造简约的能力”，Ulf总结道。 ■

瑞马斯特已经提供过解决方案的领域：

- | | |
|----------|------------|
| - 自动检验机 | - 翻斗车 |
| - 采矿设备 | - 纸浆工业设备 |
| - 钻机 | - 水炮 |
| - 挖掘机 | - 救护车 |
| - 野营车 | - 雪地车 |
| - 吊车控制设备 | - 林业设备 |
| - 扫雷机 | - 农用机械 |
| - 叉车 | - 船舶卫星定位系统 |



铝蓄电池电缆

去年瑞马斯特启动了一项研发项目，用焊接板件建立铝蓄电池电缆这项新一代的技术。研发过程已接近尾声和测试，包括技术验证都在有条不紊地进行着。

- 我们已经从很多客户那里，当然也包括一些老客户，看到了他们对这项新技术有着极厚的兴趣，Sandra Fäldt（瑞典里姆福沙的瑞马斯特蓄电池电缆项目部运营经理）说道。

- 起初，我们只专注于50 sq.mm的电缆，其他规格会相应地跟上。瑞马斯特计划在今年秋季完成所有测试和质量保证，那么首批产品系列将会在2016年初面市。 ■



Launch order for AgriCab!

– We have a signed launch order for more than 50 cabins, to be delivered under a three year period, Anders Jonliden, Managing Director for Rimaster Cab&Mechanics says.

– Less than three years after we initiated the studies for what now is the unique AgriCab generic cabin, we are firmly established on the market, Anders states proudly.

The launch customer has yet to be officially revealed, but it is a premier European manufacturer of specialized farming equipment. Meanwhile, live field tests are under way in close collaboration with the AgriCab partner group, the unique team of a number of European agriculture OEM's.

– We have in talks with our reference group already identified some interesting development options, Anders says.

– We are now ramping up production to meet delivery dates for the firm order already taken.

AgriCab, the revolutionary generic cab for special vehicles, has been designed and developed at Rimaster's Cab Centre in Horn, where two new prototypes currently are being finished.

Market interest in the new cabin is huge, and a number of small but specialized manufacturers have already been briefed on the AgriCab concept.

– We have a number of interesting leads, not only for farm use but for e.g. forestry applications as well, Anders reveals.

– Interestingly, when we meet with potential customers to present AgriCab, it is quite common to get an RFQ for other deliveries as well, be it harnesses, control boxes or complete system development.

– This is a pleasant, yet not unexpected spin-off, Anders Jonliden summarizes the current status for AgriCab. ■



AgriCab下单

— 我们签约了一份50多台驾驶舱的订单，在三年之内交货，Anders Jonliden——瑞马斯特驾驶舱及机械分部总经理说。

— 我们启动这项研究计划不到三年，而今成为了独一无二的AgriCab通用驾驶舱，我们现在已经在市场上站稳了脚跟，Anders愉快地说。

下单客户还未正式透露，但现在已知道它是一家专业从事农业机具的首屈一指的欧洲制造商。同时，现场实地测试正在与AgriCab合作团队（由一些欧洲农业OEM组成的独一无二的“协作团队”）的密切合作下进行。

— 我们已经确定了一些有趣的开发意向，在我们提高产能以满足在交货日期内完成已下订单的同时，两台新的原型机已经在我们的瑞典霍恩工厂生产完毕，Anders说。

市场对于这种新型驾驶舱的兴趣是巨大的，几家较小但是

AgriCab——革命性的特种车辆通用驾驶室，已经在瑞典Horn的瑞马斯特驾驶室与机械驾驶室中心设计并研发出。虽然目前还在进行实地测试，但一位不愿公开的客户已经下了一个大订单。

专业化程度很高的制造商已经简要地了解了AgriCab的概念。

— 我们有许多有趣的方向，不止是农业，也有林业应用，Anders透露。

— 有趣的是，当我们同潜在客户接洽并介绍AgriCab时，常常接到关于其它供货的询价单，如排线、控制箱或整个系统的研发。这是一个令人高兴但并不意外的派生收获，Anders Jonliden这样对AgriCab的现状作总结。近期将进行现场实地测试



Pernilla Norman, CFO:

– Spring business was good on a widening market!

– I am very glad to see that this spring was a good period for us, as all figures are not only in black, but also indicate an autumn that can be just as good from all aspects.

Pernilla Norman, Rimaster Executive Vice President and CFO, is satisfied with what she can estimate from the half-year results.

– We anticipate full year sales of approx. 43-45 MEUR and we can also see we are close to an “all-time-high” – at least in “modern time” – with about 650 employees group-wise.

As part of a program, aimed to stabilize the Rimaster Group from effects due to buoyant markets, a number of measures were taken already in 2013. Among these was a series of cost-cutting activities as well as a thorough organizational review that came into effect late 2014.

The cost-cutting – or “optimization”-program as Pernilla prefers to call it – covered i.e. staffing, sourcing and deliveries, but also a focus on quality and organization where, from January 1, 2015, all units have a fully transparent responsibility for their own results.

– We are of course dependent on the current global economy, but not to the same extent as we used to be, Pernilla says.

– We learned from the global recession in late 2008, that we needed to literally turn every stone to find hidden costs, to optimize every process to make us less vulnerable. Now it is obvious that this ambitious internal review made a difference, as Rimaster today is far more efficient and “streamlined”, compared to some years ago, Pernilla adds.

From a market point of view, Rimaster has also widened the focus. Current customers are getting increasingly important, as a series of meetings revealed that the general knowledge of Rimaster's total offering was limited.

– We were good at selling what we always had sold to the same customer, but realized we had a full product range to show, Pernilla says.

– When we did some new presentations with a broader perspective, this immediately resulted in a number of interesting RFQ's for new product or service deliveries.

From a customer relation's perspective, Rimaster is openly striving to get involved as early as possible in any new customer project. This is seen, as a key success factor to enhance customer satisfaction. An early involvement, especially from Rimaster Development, will ensure a greater understanding of a project's demands and challenges.

– If and when we can work as an integrated part of the customer's own development team, we avoid the risk of late stage surprises. This we know for sure, as we over the years for certain customers have been given a more active and independent role in various development projects, Pernilla says.

– This early involvement is actually a cost-saver for the client as we then can assume a greater responsibility for “our” part of the process.

One obvious reason for good results is of course increased sales, and Rimaster has also actively strived to develop its customer base.

– True, obviously we continue to have that as a focus area, Pernilla says.

Pernilla is very hopeful for the future, pointing out that market activities “pays-off”.

– We have a lot of leads from new as well as current clients, and I am confident many of these will convert into firm orders. I am also glad to see some very interesting opportunities come from areas where we previously have not been that active, such as North America.

– A very exciting project might come out of certain advanced talks we have with a Japanese company. Not yet finalized, I hope I can reveal more in the next issue of Riview, Pernilla summarizes Rimaster's market position.





Pernilla Norman, 首席财务官: 在日益扩大的市场上春季的业务表现良好



- 我很高兴地看到今年春季对我们而言是相当棒的，不仅所有的数据都呈黑色的，而且还意味着秋季在方方面面都会表现良好。

Pernilla Norman, 瑞马斯特副总裁兼首席财务官在满意地从这半年的业绩上作预测。

- 我们预计全年的销量会达到4300-4500万欧元左右，可以看到我们正在逼近一个“历史最高点”——至少在“现阶段”——对于一个拥有600多名员工的集团。

作为旨在稳固瑞马斯特集团受活跃市场影响的方案中的一部分，在2013年已经采取了一系列措施。其中不乏一系列削减成本的举措以及深入的组织审查，这些都在2014年底开始奏效了。

成本削减——或“优化”（Pernilla更乐意这样称之）方案涵盖了人员配备、采购及交货方面，还包括了注重质量和组织上，2015年1月1日起所有部门都要对其自己的业绩成果负完全透明的责任。

- 我们当然是受益于当前强劲的市场经济，但这也不完全是，Pernilla说。

- 我们从2008年底全球经济衰退之后的那段时期里得到教训，我们需要对每个环节入手微调，逐个地翻动每块石头以发现隐藏其后的成本，优化每一个环节，使得我们没那么脆弱。

- 现在我非常高兴地看到这项相当费劲的内部审查效果非同凡响，相比几年前，如今的瑞马斯特更高效、更精简了。这给了我们增添了几分底气，Pernilla补充道。

从市场的角度来看，瑞马斯特也已经拓宽了致力的方向。现有老客户越来越重要了，因为一系列的会议透露瑞马斯特可提供的知识层面是有限的。

- 我们擅长于向同一个客户卖我们一向所卖的产品，但是如果客户过于了解我们，我们就显得有些狭隘了。

- 当我们以更广阔的视角做些新的产品展示时，就立即带来许多针对新产品或新服务的有趣询价。

从客户关系的角度来看，瑞马斯特一直很开明地争取尽早参与到任何新客户项目中。这点被认为是提高客户满意度的关键成功因素。早点参与，特别是瑞马斯特研发部，会确保更深入到项目的需求和挑战中。

- 如果我们能如客户自方研发团队的一个组成部分来展开工作，就避免了后期意外的风险。这点可以肯定，因为多年来我们为一些客户在多项研发项目中扮演着更加积极和独立的角色。

- 早点参与其中确实为客户节约了成本，因为这样我们会以更大的责任心置身其中。

赢得良好绩效的一个显著因素当然是销售业绩上的增长，瑞马斯特也一直积极努力地开发客户群。

- 说实话，很显然我们会继续把它作为一个核心区域，Pernilla说。

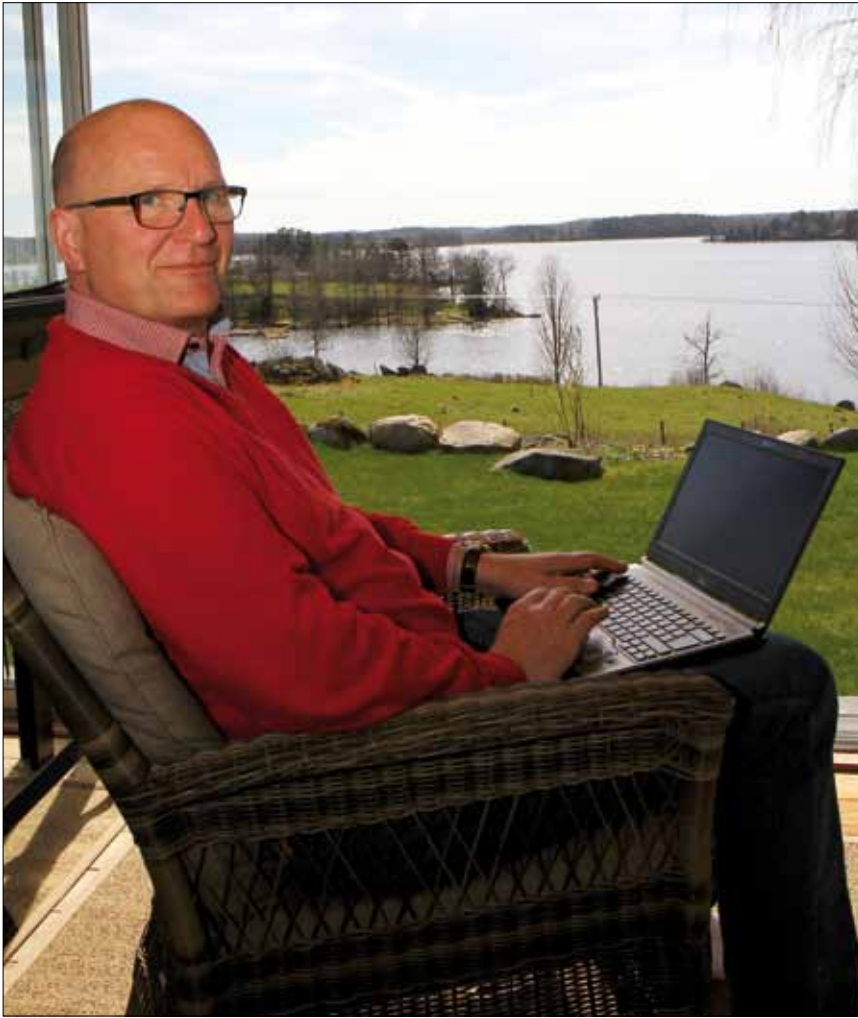
- 我们从新老客户那里得到不少的销售线索，即使大多数是在我们已经成熟的市场上，但非常有意思的是有些来自新的区域，比如北美。

- 我们也已经与一家日本公司在深入洽谈一项非常特殊的项目。虽然还没有最终确定，但我希望在下一期的Ri-view中能透露更多细节，Pernilla总结着瑞马斯特市场地位。■



Jan-Olof Andersson:

*— It is great to have time for reflection,
allowing yourself to take a step back to see
things in a different light!*



Overlooking the shimmering Lake Åsunden, Jan-Olof is busy working with long-term business development and board-related matters, deputy chairman as he is.

– *In that role, I can have a more strategic, group-wise view, compared to when I was running the daily operations,* Jan-Olof says.

– *It is great to have time for reflection, allowing yourself to take a step back to see things in a different light!*

Jan-Olof Andersson sits on the porch of his house, explaining what he sees as a natural and well-timed step-down from the role as CEO of the Rimaster Group. Basking in the spring sun, the views from the house are breath-taking, situated as it is on a hill in rural surroundings overlooking Lake Åsunden.

Some would say “in the middle of nowhere”, some 50 kilometres south of Rimforsa, but it is an illusion. This is farmland, with an occasional detached villa here and there, and quite a few people are living in the area.

– *It's far from isolated, even if the winters can be tough, but what I have here is a place to breathe and think,* Jan-Olof says.

– *I might have stepped down from the most operational role of them all, as CEO, but I am far from retired as I still work 2–3 days a week for Rimaster. My main responsibility is to work with the board, where I am deputy chairman.*

– *In that role, I can have a more strategic, group wise view, compared to when I was running the daily operations.*

When not working for or thinking of Rimaster, Jan-Olof is very active in other business, being e.g. a board member for some other companies and organizations.

– *Oh yes, having stepped down from a more than full time work as CEO doesn't mean I am unemployed, Jan-Olof says smiling. I still work hard, but I am in my own control of my time now, at least much more than before.*

– *Eleven years at the helm of Rimaster might take its toll, but, most important, it gives you a good view, an insight leading to an understanding of the mechanisms that make our operations a bit different compared to many other comparable companies,* Jan-Olof says in a reflective way.

Even though 2015 seems – so far – to be a very good year for the Rimaster Group in all aspects, Jan-Olof still sees the effects, the aftermath of the 2009 global recession.

– *That was a very tough period, when some of our customers, to whom we were delivering on very long term contracts, more or less out of*

the blue one days told us that whatever volumes we had agreed on, what predictions we had shared, there were no more orders to come.

– *I am confident the Rimaster spirit is what has kept us going then, as it has for more than 30 years now, on markets that have been far from stable and predictable but over the time very buoyant.*

Working very close with Per Carlsson, who is Rimaster's principal owner and chairman, Jan-Olof, as vice chairman in Rimaster AB and chairman in the daughter companies, is the one who prepares the board meetings as well as the one who is driving the execution of board decisions.

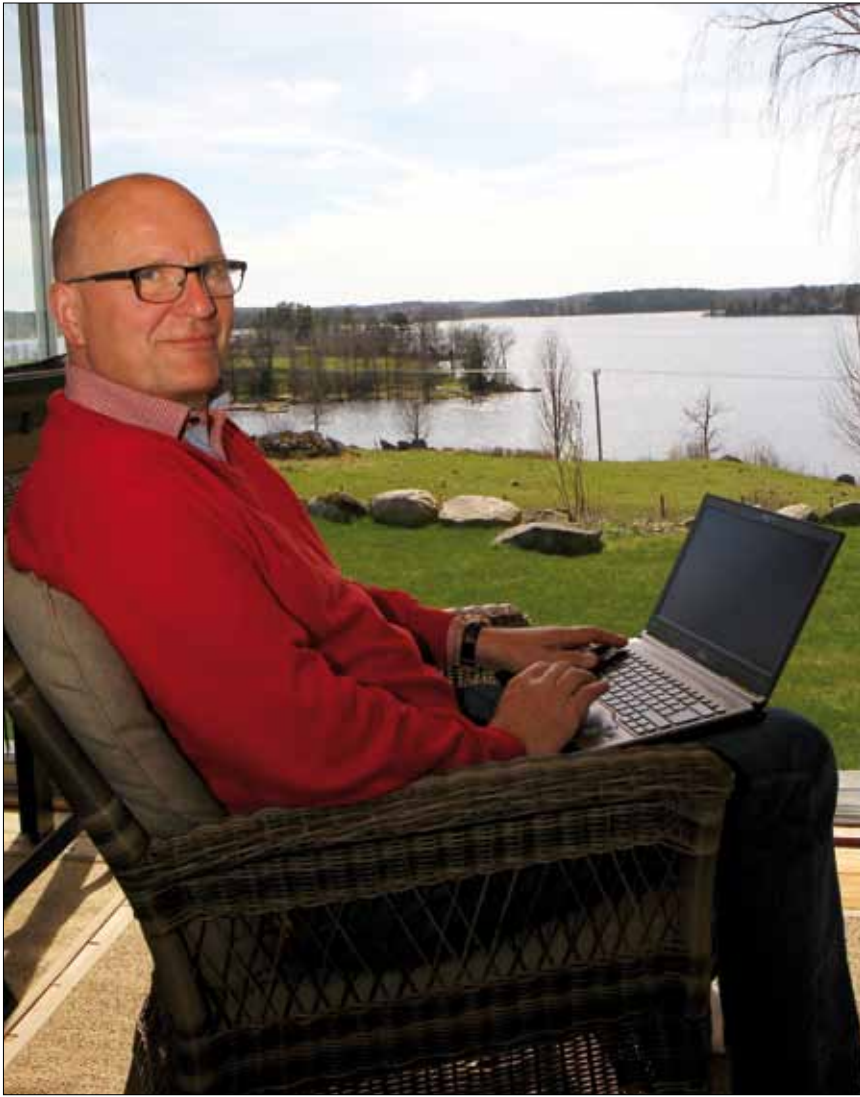
Among his responsibilities are long term financing, certain future-orientated business development and dedicated business intelligence, monitoring market developments as well as following competitors, partners and suppliers in order to create an early awareness of trend shifts.

– *To me, that is just as interesting as it is challenging, and I truly enjoy it,* Jan-Olof summarizes his new role, sitting in the sun, over-looking a glittering lake. ■



Jan-Olof Andersson:

– 花时间反思，让自己退一步从不同角度看待事物，是件很棒的事！



俯瞰着波光粼粼的Åsunden湖面，Jan-Olof作为副董事长，一直忙于长期的业务发展以及董事会的相关事务。

- 和之前忙碌于日常运营事务时相比，在这个角色里我能拥有更具战略性、更有集体智慧的眼光。

- 花时间反思，让自己退一步从不同角度看待事物，是件很棒的事！

Jan-Olof Andersson 坐在他家门廊上，解释他认为卸任瑞马斯特集团CEO的位置是顺其自然的。沐浴在春日的阳光里，这幢坐落在乡野山中，俯瞰Åsunden湖的别墅美得令人屏息。有的人会说它“四边不靠”，离利姆福萨市南还有约50公里，但这只是错觉。这里是农田，四处散落着独栋的别墅，还是有不少人居住于此的。

- 它并不孤远，即使冬天有些严酷，但我在这里拥有一个可以自由自在呼吸和思考的地方，Jan-Olof说。

- 我虽然已经从最有操控权的CEO位置上卸任了，但我还离退休还早，每周仍然为瑞马斯特工作两到三天。我的主要职责是和董事会一起工作，我是副董事长。在这个职位上，和之前我操控日常经营时相比，我能拥有更具战略性、更有集体智慧的眼光。

当不为瑞马斯特工作或出谋划策时，Jan-Olof在其他事务上非常活跃，

例如，他是其他一些公司和组织的董事会成员。

- 哦，是的，从CEO的全职工作上卸任并不代表着我失业了，Jan-Olof笑着说。我仍然在辛勤工作，但我现在可以掌控我自己的时间了，起码和以前相比要自由得多。

- 在瑞马斯特掌舵的十一年也许是有得有失，但最终重要的是，它给了你一个很好的视角和见识，使你能够理解是什么使得我们的经营和其他可比的公司相比略有不同，Jan-Olof沉思着说。

即使2015年——目前看来——在各方面来讲都是瑞马斯特很好的一年，Jan-Olof仍然看到了2009年全球经济衰退的影响和余波。

- 那是一段非常困难的时期，一些与我们签订了挺长期供货合同的客户，在某天多少有些突兀地告诉我们，无论我们协定了多少量，我们曾经共同作出过怎样的预测，未来都不会再有订单了。

- 我相信是瑞马斯特精神使我们度过了那段岁月，至今三十多年来始终如此，在一个远远称不上稳定和可预见的市场上，随着时间的流逝依然活跃着。

Jan-Olof作为瑞马斯特董事会副主席和子公司的主席，与瑞马斯特主要股东和主席Per Carlsson一起十分密切地共事着。Jan-Olof是董事会会议的筹备人，也是董事会决议执行的推动者。他的职责有：长期融资、特定面向未来的业务拓展和专门的商业情报资讯、监控市场发展及竞争对手、合作伙伴和供应商，以尽早洞悉趋势变化。

——对于我来说，这既有挑战，又十分有趣，我确实乐在其中，Jan-Olof坐在阳光下，俯瞰着波光粼粼的湖面，总结他的新职务。 ■

Rimaster invests in a new factory in Borne



Over the last year, Rimaster production volumes reaches new heights, and is already periodically at 100% of available level. In Borne, Rimaster Poland has been evaluating new facilities to allow for a much needed expansion of production. In Ningbo, Rimaster is also looking into a new facility that will allow for a much needed expansion.

– *We have had some very interesting meetings in Borne, Tomas Stålnert, Rimaster CEO, says.*

– *This has resulted in an agreement to acquire a new factory building, where we have ample room for both current Borne production, while we also can expand substantially.*

The new facility is a former furniture factory, and Rimaster will take possession of the premises this summer. There is a need for some repairs and refurbishment, but plans are to start moving production from the current Borne site into this new one in September-October this year. ■

– Business is good in France!

– *Business is looking good, Julien Fambrini, head of Rimaster France, states with confidence.*

With a business activity in France not much more than a year old, Rimaster is today involved in a couple of various big projects with different manufacturers of primarily specialized vehicles.

Julien is currently preparing a reply to a major company's global RFQ for harnesses, over-molding and PCB's. The ambition is to present an offer where Rimaster's broad range of competences is an advantage, leading to a promising long-term cooperation.

– *We also have on-going discussions with a major manufacturer of highly specialized agricultural machines, where we start with basic harnesses. Yet, we are involved for more complex systems that in fact is a complete electrical system for a new generation of machines, Julien says.*

Another very interesting project in the "pipe-line" is for a well known manufacturer of highly specialized machinery. There the offer is development support and assistance in the production of a new fuse&relay box. Eventually, as Julien puts it, they might go for the revolutionary riFuse concept and power cables, or maybe a complete wiring for that.

Speaking of current customers, Rimaster is now ramping up series production for a set of different Haulotte machines series.

– *We are building in series a number of items, including various battery cables, control boxes and harnesses. In addition, we can foresee a number of new items coming on-board within short, Julien Fambrini summarizes the first half of 2015 for Rimaster France.*



Risk Assessment

A THOROUGH RISK ASSESSMENT, of all Rimaster production units, has been performed by an outside consultant. The report was handed over to Peter Haglund, Rimaster Risk Manager, end of April.

– *We see this Risk Assessment as part of our quality assurance work, Peter says.*

– *It is a much needed step on our path to streamline production and minimize the risk of jeopardizing deliveries. Now we can systematically work in preventing many potential disturbances, and I am convinced our customers will appreciate this.*

The report will form a basis for a continued work at unit level. The identified risks and hazards will be addressed systematically, both in order to avoid or minimize the risk for potential failures and to address any potential consequences.



Huddig launches Tigon

Tigon series:

*Full diesel-electric
hybrid technology for
heavy-duty construction
machinery!*

In a well-attended ceremony at the Huddig factory in Hudiksvall, in northern Sweden, the new Tigon line of ingenious hybrid construction machines was unveiled. One of the features of Tigo is that it uses a full hybrid technology that generates more accessible energy.

– Tigon Technology is nothing but a revolution within construction machinery that makes it possible to achieve up to 30% greater output than the diesel engine alone is able to produce, Lars Lindahl, Huddig CEO, said.

The full hybrid technology combines diesel and electric power. Among the benefits are that it generates and regenerates energy in a way that has never before been possible for construction machinery.

The technology produces higher efficiency and improved performance, resulting in lower fuel consumption, greater output, higher torque, a quieter machine and a more environmentally friendly working method.

Tigon from a technical point of view

The diesel engine powers three EMGs (electric motor-generators) which supply power to the pumps for the operating hydraulics. If necessary, the EMGs can charge a lithium battery.

In a different operating situation, the EMGs use the output from both the diesel engine and additional output from the battery, to supply higher output power than that supplied by the diesel engine on its own.

The energy from the diesel engine and/or the battery, possible via a charging socket, can be used in any way for the operating hydraulics or for propulsion. Both the operating hydraulics and transportation can be powered solely using electric power when required.

Rimaster Development is since long a full systems provider for Huddig, responsibilities include developing and manufacturing electrical systems for a wide range of machinery, including the base electrical system for the Tigon series. ■

持续性增长带来扩张新需求 ——波恩开设新工厂



去年，瑞马斯特的产量达到新高，已经周期性达到了产能的100%。在波恩，瑞马斯特波兰公司正在对新工厂进行评估，以满足生产急需的扩张。在宁波，瑞马斯特公司同样在物色新工厂以满足急需的扩张。

- 我们在波恩召开了一些很有趣的会议，Tomas Stålnert，瑞马斯特的CEO说道。

- 会议达成了收购一幢新厂房的协议，这样我们有充足的空间，既可以安置现有的波恩生产线，又能大幅扩张。

新工厂从前是家具厂，瑞马斯特将于今年夏天取得该房产的所有权。虽然需要一些修缮和重新装修，但计划今年九月到十月就把生产线从现在的波恩厂址搬迁到新厂址中。■

法国的业务

- 生意相当红火，Julien Fambrini，瑞马斯特法国公司主管微笑着说。

在法国开展业务不到两年，瑞马斯特如今已经和各家主营专用车辆的制造商合作，参与到两个不同的大型项目。

Julien目前正在准备回复一家大型公司关于配线、包胶和电路板的全球询价单，有望至少分到一杯羹，价值数百万欧元。

- 我们也正在同一家生产高度专业的农用机械的大型制造商洽谈一份询价单，我们将从小配线开始合作。然而，我们看到也有大型配线的需求，这实际上是为一系列机器提供一套完整的电子设备，Julien说。

另一个非常有趣的项目是关于“管线”的；另一家高度专业化机械的制造商需要在一种保险继电盒的开发和生产中得到帮助和支持。最后，据Julien称，他们可能会采用革命性的riFuse概念和电缆，或是采用一整套布线。

谈到目前的客户，瑞马斯特已针对不同系列的Haulotte机器开始批量生产。

- 我们正在制造一系列的蓄电池缆线，此外，我们可以预见短期内会有不少新项目上马，Julien Fambrini这样总结瑞马斯特法国公司的业务。



风险评估

对瑞马斯特所有生产部门的全面风险评估已通过一家外部咨询机构完成。报告于四月底提交给了Peter Haglund——瑞马斯特的风险经理。

- 我们将这次风险评估视为我们质量保证工作的一部分，Peter说。

- 这对于我们实现流水线生产是很有必要的一步，能将不利的交货风险降到最低。现在我们可以针对许多潜在的影响因素采取系统的抑止措施了，我确信我们的客户一定会对此加以赞赏。以此报告为基础，在部门层面上继续展开工作，辨别并系统地解决风险和危害，这些都为了规避或最小化潜在的故障风险，并解决任何潜在的后果。



Huddig启动Tigon生产线

Tigon系列:

重型工程机械的全 柴电混合技术

瑞典北部的胡迪克斯瓦尔，在Huddig工厂里，一个众多人参与的典礼上，一条精妙的混合建筑机器生产线，新Tigon生产线面世了。

Tigon的特性之一是，它采用了完全混合技术，能够产生更多的可用能源。

- Tigon技术是建筑机械的一场革命，它能产生比柴油发动机多30%的功率输出，Lars Lindahl——Huddig的CEO说。

完全混合技术把柴油和电能混合在一起。优点之一是，它能以一种建筑机械中前所未有的方式产生和再生能源。这项技术产生了更高的效率，提高了性能，造就了更低的燃料消耗，更高的输出，更大的扭力，更静音的机器，还有更环保的工作方式。

从技术角度看Tigon

柴油引擎驱动三个电动马达发电机（EMG），产生的电能供给液压操作装置的泵。如果有必要，EMG可对锂电池充电。在另一种运行条件下，EMG同时采用柴油引擎和电池的输出功率，从而供给比柴油机单独供给还高的输出功率。

柴油机与/或电池的能量，可以通过充电插座来提供，能以各种方式用于液压操作装置或作为推进力使用。如有必要，液压操作装置和运输装置都可以只使用电能。

瑞马斯特研发部从很早以前就是Huddig的全套系统供应商，针对一系列机械开发和制造电气系统，包括Tigon系列。

Swedish Midsommar or “local traditions we did not expect...”



Being a rather small country in – what some say – the outskirts of civilization, Sweden has been rather successful in certain areas, establishing a viable footprint in the fields of i.e. automobiles, pop-music and hard-to-understand films in black&white. From a more serious point of view, a number of Swedish technology-driven companies have been rather successful globally, Rimaster of course being one of those. Many try to explain this “Swedish Wonder” by saying it’s partly because most Swedes were raised in a Lutheran tradition, being used to hard work and no partying.

Those saying so might have a bit of the truth, but have you ever been to Sweden at midsummer, you can testify to that “Midsommar” (mid summer) is sort of a national party and by many seen as the most important holiday in the Swedish calendar.

To many Swedes, the question of “what will you be doing for the four-week long vacation?” is less important compared to “what are you up to for mid summer?” or “missommar” as it is pronounced in Swedish.

Swedes like the world to be well ordered, so Midsummer Eve is always a Friday between 19 and 25 June.

Most people begin the day by picking flowers and making wreaths to place on the maypole, which is a key component in the celebrations. The maypole is raised in an open spot and traditional ring-dances ensue, to the delight of the children and some of the adults.

To some, a successful midsummer starts with a never-ending lunch party, where on most tables set in the garden (suddenly, all Swedes do have a garden, be it their own, belonging to some friends or just a municipal park) a number of pickled herring-

variants, cold new potatoes and sour cream will be found.

In an iced bucket, either on the table or just below it, an assortment of aquavits is waiting to accompany the herring down the throat.

The party is on, but to be fair, it is normally a big family party, not a drinking contest, where old and young alike play and dance by “majstången”; the midsummer pole which with local variations normally is sort of a flower clad cross with some ornaments made from leaves and flowers hanging on.

Families dancing around the pole listen to traditional music and sing songs such as “små grodorna” (“little frogs”) where you can see everyone from a three-year old to a ninety-three year old dance and hop-around.

Because Midsummer was thought to be one of the times of the year when magic was strongest, it was considered a good night to perform rituals to look into the future. Traditionally, young people pick bouquets of seven or nine different flowers and put them under their pillow in the hope of dreaming about their future spouse.



In earlier times, small spires wrapped in greens were erected; this probably predates the maypole tradition, which is believed by many to have come from the continent in the Middle Ages. The connection to fertility is naturally linked to the time of year. Many young people became passionate at Midsummer, and this was accepted, probably because it resulted in more childbirths in March which was a good time for children to be born.

In Denmark and Norway midsummer is referred to as the eve of Saint Hans but it’s only in Sweden that it has kept its original name.

NYC Midsummer or Swedish Midsummer is a Swedish midsummer celebration organized since the mid 1990’s. For several years, Battery Park in Lower Manhattan has hosted this event on the Friday afternoon close to the June solstice, where large numbers of the Swedish expatriates in the New York area gather to this truly Swedish festival. ■

瑞典的仲夏节 (Midsommar) , 或 “我们意料之外的当地传统……”



作为处于——某些人所言的——文明外围的一个很小的国家，瑞典在某些特定领域相当成功，在诸如汽车、流行音乐和晦涩难懂的黑白电影等方面成果斐然。

从更严肃的角度来看，许多以技术为动力的瑞典公司在全球范围内很成功，瑞马斯特显然是其中之一。许多人认为这种“瑞典奇迹”部分是因为大多数瑞典人是在路德式的传统中长大的，惯于辛勤劳动，不参加娱乐聚会。

这样说的人或许有点道理，但如果你在仲夏时节到过瑞典的话，你可以证实，midsommar（仲夏）就是一种国家性的聚会，许多人认为这是瑞典历史中最重要的节日。

对于许多瑞典人而言，“你在四个星期的长假中会做什么？”这个问题没有“你在仲夏节（瑞典语midsommar）会怎样度过？”来得重要。

一个成功的仲夏节从一个永不停歇的午餐派对开始，大多把桌子摆在花园里（一到过节，所有瑞典人就都有花园了，不管是他们自己的，朋友的，还是仅仅就是个公园），桌子上陈列着各种腌鲱鱼，凉拌的新鲜土豆和酸奶油。桌子上或桌子下面的冰桶里，冰镇着各种白兰地，正好用鲱鱼来下酒。

派对开始了，但说实话这通常只是一个大型派对，而非拼酒大会，老人和年轻人一起在五月柱（majstången）旁玩乐跳舞，五月柱是仲夏节之柱，各地有所不同，通常是挂满花朵的十字架，上面挂有鲜花和树叶的装饰。

仲夏节之夜在各地都有庆祝，但明显在乡下更隆重。在前一天，大家都关门停业，城市的街道突然冷冷清清的，因为每个人都在离开城中心，而乡下的

主道却挤满了人。车辆排成长长的队伍延伸向远方，在路的尽头，亲朋好友在满是繁花的银桦树林中等候着。

瑞典人喜欢一切都井井有条，所以仲夏节之夜通常设在六月十九日到二十五日之间的星期五。人们早上起来就去采摘花朵，做成花环装饰在五月柱上，这是庆祝活动的重要环节。五月柱就树立在开阔的地方，接下来就是传统的围柱跳舞，孩子们很喜欢，有的大人也喜欢。人们层层围绕着柱子跳舞，聆听传统音乐，弹唱《小青蛙（små grodorna）》之类的歌曲，你可以看到下至三岁孩童，上到九十三岁的老人，大家都绕着柱子在欢乐乐曲中翩翩起舞。

因为仲夏被认为是一年之中魔力最强的时候之一，因此仲夏节之夜被认为是占卜未来的好时机。传统上，年轻人采摘七朵或九朵花集成一束，放在枕头底下，希望梦见他们未来的配偶。

较早的时候，人们会把包裹着绿色的小尖塔树立起来，这可能比五月柱的



传统还要早，很多人认为这是中世纪的时候从大陆传过来的。由于仲夏节在一年中所处的时节，人们很自然地把它和生育繁衍联系到了一起。许多年轻人在仲夏时节就变得激情四射，这可能造成了更多孩子在三月份出生，不过三月倒也是孩子出生的好时候。

在丹麦和挪威，仲夏节被称作圣汉斯之夜，只有在瑞典保留了它原有的名字。

NYC仲夏节，或称瑞典仲夏节，是二十世纪九十年代中期起就举行的瑞典仲夏节庆典，许多年来，曼哈顿下城的炮台公园会在接近六月夏至的星期五下午举办这个活动，在纽约地区的大量瑞典籍人士就聚集起来参加这个真正的瑞典节日。