



• **New Craft W17**
Power pack with
smart details [page 5](#)

• **"We found world
beating quality products
in Vindeln"** [page 7](#)

The Group makes us even stronger

There are plenty of challenges when you work in the forestry sector on a global market. The competition is stiff and the customers expect high quality, delivery reliability and the right price. For this reason, it feels good that the collaboration between the companies in the Cranab Group is starting to find its shape. This group of companies has a presence throughout the entire chain in the forestry sector, with products from planting to the final processing. The Group consists of Bracke Forest (ground preparation and planting), Vimek (thinning) and Cranab (final cutting), as well as Slagkraft with road clearance machines along the roads that are a precondition for all logistics in the forest.

Thanks to our product areas and experience, we can span the entire breadth of the forestry sector. There are many interesting development plans in the Cranab Group, and we are taking a long-term approach to these. This is going to demand a lot of work and some adjustments, depending on each company's market. This concerns both product development and the development of joint marketing channels. The goal, of course, is to be attentive to our customers and to continue producing smart, high quality and reliable products.

Continuous improvements

For several years now, Cranab Slagkraft has been working according to the Lean Production method, a well-known concept among manufacturing industries worldwide. This is a method to minimise losses and to increase the efficiency throughout the entire chain, from manufacturing to aftermarket. This has given good results for us, and the work with Lean is continuing with investments in both new machines and training for the personnel. An important term is "continuous improvements" – an absolute must for keeping up with developments. A technology company can never stand still. There is always something new to learn.

Which is where the collaboration with our new major shareholder, Fassi, will be interesting. They have long experience of similar manufacturing for other sectors than the forestry sector, and there are no doubt lessons to be learned. We can benefit from each



other's experiences and the plan is to help each other with ideas, product development and market contacts.

Customer benefit centre stage

Speaking of product development, we are proud to present Slagkraft's new large power pack, the Craft W17. This is a good example of how collaboration leads to innovation. Our design department started by collecting viewpoints and ideas from our customers, service personnel, production people and external designers. The result is a reliable and user-friendly product at a new level, which is well thought-out in every detail.

Our goal is for customer benefit to take centre stage. We always ask the question: Is it good for the customer? I hope that you, as our customer, notice this in both our products and our service.

LOOKING FORWARD TO MEETING YOU IN THE FOREST AND ELSEWHERE DURING THE YEAR!

Fredrik Jonsson
CEO, Cranab



Cranab® Slagkraft®

Address: Cranab AB 922 82 Vindeln SWEDEN
Phone: +46 933 135 00
Fax: +46 933 617 36
E-mail: info@cranab.se • www.cranab.se

Publisher Fredrik Jonsson
Project leader..... Peter Strömdahl
Graphic form..... Ingela Koponen
Mediasales..... Nina Rinaldo
Editor Karin Larsson
Photo Lennart Jönsson
Print Lenanders

MEDIA PARTNER
MediaPartner AB, Box 86 Phone: +46 492 196 70
598 22 VIMMERBY Internet: www.mediapartner.nu

New Craft W17

Power pack with smart details

"New environmental requirements became the starting shot for the development of the large power pack, the Craft W17. We decided to carry out a thorough review of the whole product and now, we stand here with a new powerful creation, where the user-friendliness and smart details assist the operator," says Håkan Bergh, Marketing Manager for Slagkraft products.

The Craft W17 is used on loaders with cranes that have a reach of up to 8.5 metres. Slagkraft customises the entire machine solution to the power pack, crane and the various types of flails the customers' need for their road clearance assignments.

High reliability

"Reliability is everything. We know that our customers have many tough assignments during a relatively short season. The machine operates for many hours, sometimes all day long, and it is important then that everything is robust and up to standard," Håkan says.

The development work was started as far back as 2011. Stricter requirements on exhaust gases meant that the engine solution needed to be reviewed while, at the same time, there were a number of ideas that Cranab Slagkraft wanted to

realise in connection with the development of a replacement for the Craft 601. The result became the new power pack, the Craft W17. Great importance has been placed on the service-friendliness and the high quality of the components selected – everything dedicated to ensuring the highest possible reliability.

"The designers took a comprehensive approach, with the focus on the engine's capacity. It must be well tested and have a high reliability. Over the years, we have gathered much experience, including via our customers and service technicians. Put briefly, the W17 is the result of many years of practical learning combined with modern technology."

Simpler service

Everything from the engine to the driver environment has been modernised. A few of the

major new features include the environmentally-adapted 129 kW (175 hp) Caterpillar engine with electronic engine control, a larger fuel tank (200 litres), a stainless steel hydraulic oil tank to ensure high cleanliness, which gives the hydraulic components high reliability and longer service life, more targeted work lights, a new joystick for control and a new large display for engine monitoring as well as touch screen functions for the various settings. In addition, there are many other details, for example, more hatches to simplify access during servicing.

"We always go out to the customer on delivery and help with the installation, use and safety review. Close contact with our customers is good for us and good for them," Håkan Bergh says.



Cranab is expanding in Japan

For almost 30 years, Cranab has had a presence on the Japanese market. Depending on the state of the market in the forestry sector, the volumes vary, of course, but recently they've been pointing upward.

"It is mainly the smaller models of crane that sell well in Japan. Our cranes suit the Japanese-built forestry machines that work in their mountainous forest terrain with its narrow roads snaking along the mountain-sides," the Marketing Manager, Micael Olsson explains.

Smaller machines

It is the mountainous landscape in particular that means Japanese and Swedish forestry are noticeably different.

"In Europe, it is unusual for our range of smaller cranes to be used by large professional forestry companies, but, in Japan, one must work with significantly smaller machines to make any progress. We have also made some adjustments, including meeting the specific Japanese safety requirements, and I believe our flexibility is one of the reasons why Cranab is a much appreciated alternative," Micael says.

What both the Swedish and Japanese

contractors do have in common are the requirements for function and a long service life and, in this aspect, Cranab's products qualify for both the Swedish and the Japanese.

Many years in the sector

Shingu Shoko represents Cranab in Japan, via its nationwide dealer network. Shingu Shoko, which was founded back in 1924, is a well-known company in the forestry sector. Because of Cranab's long presence on the Japanese market, it is always an alternative in demand when the business cycle is good for the forestry sector.

"In Japan, tradition and long relationships are appreciated so, after 30 years with Shingu Shoko, we have demonstrated that Cranab really means business. Naturally, we hope we can continue to develop in Japan with the help of Shingu Shoko. It is and will continue to be an interesting market, which we believe is going to develop in the right direction," Micael says.



Products Cranab Slagkraft

Grapple CR GrappleCR X Grapple HD Grapple CE Grapple C GSK



- | | | | | | |
|---|----------------------------|--------------------------------|------------------------------------|-------|---|
| CR200
CR250
CR280
CR360
CR400 | CR280x
CR360x
CR400x | CR360HD
CR360HDX
CR400HD | CE250
CE270K3
CE280
CE360 | CI160 | GSK CE250-CE360
GSK CR250-CR400
GSK CR360HD-CR400HD |
|---|----------------------------|--------------------------------|------------------------------------|-------|---|

Forwarder cranes small Forwarder cranes medium Forwarder cranes large Harvester crane



- | | | | | |
|--|--|--|-----------------------------|--|
| FC45 ET 6,1m
FC45 DT 8,0m
FC53 ET 6,5m
FC53 DT 8,5m | FC6 ET 7,2m
FC6 DT 9,2m
FC6 DT 10m
EC7 ET 7,2m
EC7 DT 9,2m
FC8 ET 7,2m
FC8 DT 9,2m
FC8 DT 10m | EC8 ET 7,2m
EC8 DT 9,2m
EC8 DT 10m
FC10 ET 8m
FC10 ET 8,5m
FC10 DT 10m
FC12 ET 8m
FC12 ET 8,5m
FC12 DT 10m | FC16 ET 8,5m
FC16 DT 10m | HC155 ET 10,1m
HC155 DT 11,1m
HC185 ET 10,1m
HC185 DT 11,1m |
|--|--|--|-----------------------------|--|

Flails SH Flails TW V Flails Crane Slagkraft Power pack Craft



- | | | | | |
|--|---|----------------------|---|--|
| SH125-60
SH150-80
SH170-90
SH190-110
SH210-125 | SH110-40-TW-90°
SH150-60-TW
SH150-60-TW 90°
SH150-80-TW
SH150-80-TW 90° | V130
V160
V190 | SC40 5,3m
SC45 6,3m
SC70 7,3m
SC85 8,3m
SC12 10,1m
SC160 11,1m | 401 126hk
W17 175hk
602 175hk
603 175hk |
|--|---|----------------------|---|--|

We also offer control system from Danfoss and Parker with displays, levers and valves.

SHARQ P300 HD
Hållbart 16 mm, perfekt vid grushyvlning.

SHARQ EDGES **PLOGSKÄR SHARQ**

NEXT GEN.
NEW STEEL - HARDER THAN EVER

SANDVIK HYVELSTIFT **BAS/SPARSKÄR**

SANDVIK **Bruxite**
WEAR EDGES & BARS

www.olofsfors.se/stal
Tel: 0930-311 40
E-mail: order@olofsfors.se

olofsfors/stal

www.olofsfors.se

ECO-TRACKS™
www.eco-tracks.com

EVO™
Bandet som har allround-egenskaper och är skonsamt mot marken. EVO har ett suveränt grepp och däckskydd samt en tvärjärnsutförning som ger det mycket goda rensningsegenskaper.

olofsfors
Make your own way

www.olofsfors.se

The hot summer gave good answers

The summer of 2014 was one of the hottest within living memory. Perfect for testing the Craft W17 power pack under real conditions!



"This gave us many good answers and, above all, proof that the W17 maintains a uniform temperature, despite very hot and tough working conditions. This means that the gaskets and hoses last longer," says Tomasz Kut, designer at Cranab Slagkraft in Vindeln.

Very hot in Arjeplog

All summer long, the Craft W17 was tested by a contractor who had assignments on the road network around Arjeplog in Norrbotten. The hot temperatures in the province of Lapland broke records in both July and August.

"Superb for us, because, however much development work and tests we do in the factory, the answer we want is how well it works out there, in the real world. And it worked very well. In this project, I have worked with many people and gathered opinions from everybody; from the folk in our assembly and service departments to customers and various suppliers. Even

Design Västerbotten and the Umeå Institute of Design have played their part. Building a product as complex as this demands teamwork," Tomasz says.

Many new parts

Apart from a new engine and modern, user-friendly design, some hundred components have been replaced compared with previous models. The material and weight have also been reduced.

"The W17 is simpler to service. The oil cooler is easy to clean; cabling and cooling fans are placed where they are well protected. Another important aspect that I believe the drivers will appreciate is the electrical control of the engine. It provides more effective synchronisation and this means the engine responds faster when the going gets heavy and it must push on."



Fassi – new shareholder

"We found world beating quality products in Vindeln"

For just over a year now, Cranab has a new strong shareholder: Fassi, which is one of the largest producers of cranes for goods vehicles in the world, operates in more than 50 countries with around 60 crane models.



Giovanni Fassi, CEO Fassi Group.

Fassi has eleven factories in Italy and also manufactures special cranes for shipping/ports, trains/railways as well as cranes for military defence. The head office is located on the outskirts of

Bergamo in northern Italy, approx. fifty kilometres northeast of Milan. In other words, a giant on the global market is now a shareholder in a comparatively small company in northern Sweden.

Why..?

"It was not by chance. Our ambition has been to broaden our base and to become strong in the forestry sector as well. We have done very thorough research and we could have certainly found a partner closer to home, but at Cranab in Vindeln we found world beating products for forestry plus the knowledge and experience we were looking for," Giovanni Fassi, CEO of the Fassi Group, says.

How long had you been looking?

"Around two years. Forestry is a very special market, with a tough environment for the products, which demands solid know-how. Sweden is well known as a forestry country, with quality-conscious industries. Rather quickly, we realised that Cranab has the best products compared to other players around the world. We aim for the highest quality, nothing else."

Even though you are roughly five times larger, are there similarities between the companies?

"Yes, the products, of course, and that the companies are basically family-owned. We have a similar tradition of openness and fast decision paths. Moreover, we both share a modern, environmentally aware and long-term way of thinking. We are a good fit, and there is a very good climate of cooperation"

What is the aim of the collaboration?

"To develop and produce new products for both Europe and the rest of the world. To learn from each other's production. Our various contacts on the market can be a boost to both companies. Fassi operates in some 50 countries, so I believe we can open many new doors for Cranab."

Greater capacity with new robots

For a number of years, Cranab has worked with "Production Boost" to streamline the delivery precision, quality and cost-effectiveness. The new welding line for grapples is one part of this work.



Cranab has a wide range of grapples suitable for forestry machines and excavators. These include everything from small one-log grapples and various sizes of wood fuel grapples to the more advanced round wood grapples. The welding is performed at the Cranab 2 factory in Vindeln. Recently, a robotized welding line, the Grip Line, was commissioned, which increases both the efficiency of the production and provides greater delivery reliability.

Man and robot

"No company keeps large stocks these days. It is all about having an efficient and reliable production line that can be rapidly adjusted to the needs of the market. Our new line is a good combination of human craftsmanship, the robot's uniform welding process and personal quality control," Jesper Grahn, the Head of Production, says.

Elin Palmgren, a welder, agrees:

"We now obtain a better quality. We prepare with manual tack welding and the robot then does the final welding. It has also resulted in a cleaner and less strenuous work environment for us," Elin says and demonstrates how to setup the pre-programmed robot depending on the type of grapple that is under production at the time.

For all models

Naturally, the wide range of round wood grapples are the most common on the new Grip Line, but all types of grapple are welded on the Cranab 2 factory's new and more efficient welding line.

"In the checks and post-production processing, it is clear that the robot welding gives a much more uniform result. This means fewer fine adjustments and a faster processing for us," Elin says.

N/GATA

HIGH PRODUCTION Horizontal Machining Centers

ahlsell maskin
www.ahlsellmaskin.se

bushido
MACHINE
www.bushidomachine.se

GUNNEBO LIFTING

Gunnebo Lifting
Strength through innovation since 1764



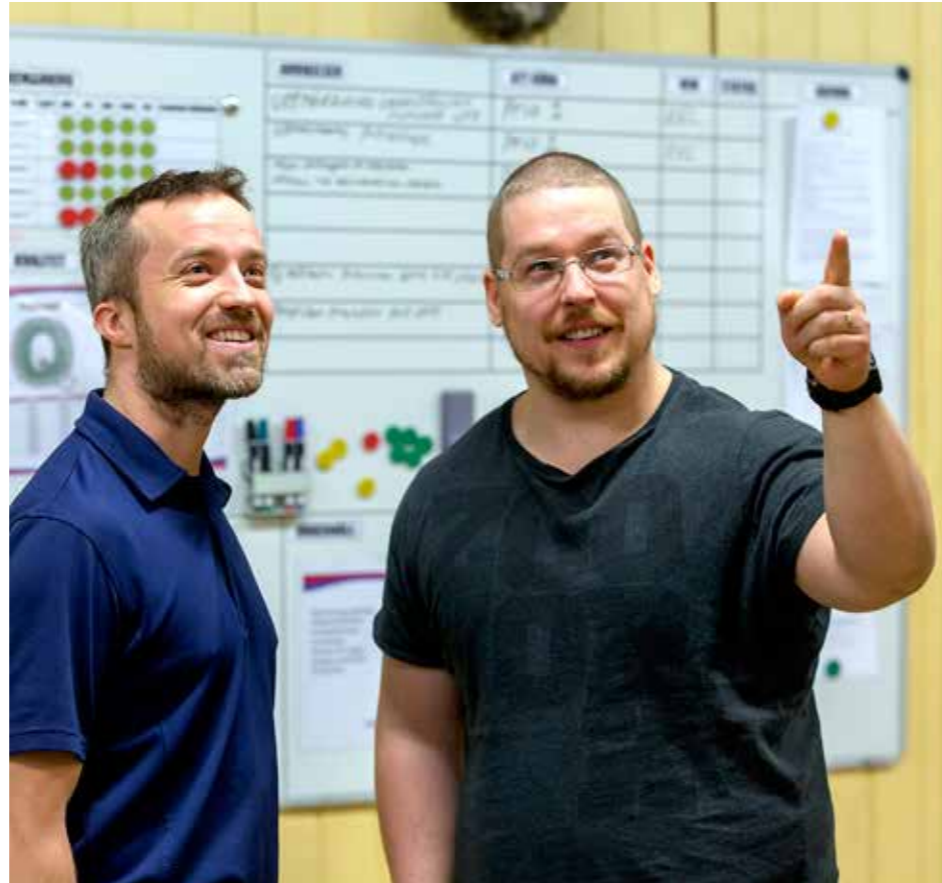
**The original.
And the future.**



Now we take the next step. From now on Rototilt stands both for the world's leading tiltrotator and the company behind it. The name change is also the start of an investment in the future of exciting innovations and added value. Today Rototilt is alone in offering a modular tiltrotator, making it possible for you as an entrepreneur to customise your Rototilt to your needs. This is just the start. Now we are increasing the speed ...

rototilt.com

Lean Production boosts Cranab



Lean Production is a well-known concept within global modern manufacturing industries. It is a well-tested method to systemise and increase the efficiency of all processes in a company. Cranab Slagkraft has been working according to this method for several years.

"We obtained large positive effects in a rather short time," says Marcus Näslund, Lean Coordinator at Cranab. It is he, together with Magnus Lindström, who works to adapt the Lean model at the local level. "It is important not to introduce a complete system by force from the outside, instead, you have to learn from the good experiences and adapt them to your own operations.

Scania, Volvo and more
Lean Production was originally developed by the car manufacturer, Toyota, in Japan. The basic idea is to create an efficient flow by ensuring that everyone involved is as well informed as possible. In this way, time and resources are saved, plus all of the employees are given responsibility and commitment. Famous companies, such as Scania, Volvo and many other companies, have been working in this way for many years and the positive effects are well documented. They are usually

visible in the key performance indicators, including reduced time in store, reduced loss of materials, reduced absence due to illness and increased commitment. As paradoxical as it seems, one of the methods is holding many meetings, a phenomenon that doesn't always have a positive ring about it. "However, the point is that they are brief, daily and efficient meetings lasting 10-15 minutes at all levels, in order to check things out quickly and forward issues to whoever has the responsibility to take action; maybe to buy in something or to ensure that the departments discuss a change. This is called continuous improvements," Marcus explains.

Pulse meetings
"We have daily so-called pulse meetings in each production group at 7:30 am. A short time later, the production supervisors in each group meet and then the work supervisors and operations management at 8:50 am. In

this way, there are no "stale issues", instead, early on during the day, everyone has the same information and decisions can be taken more promptly. A good example is that the delivery reliability between some departments improved in a short time from rather poor levels to lie constantly between 80-100 percent.

Marcus and Magnus are Cranab's local Lean ambassadors. They have taken 7.5 credits on a course under Chalmers' direction and they have been on study visits to a number of companies that have already introduced Lean. "However, as said, we are working to find the model that best suits Cranab's operations. It feels cool that the company is investing in this, because it is not just a way to increase the efficiency of the work but also to create commitment, knowledge and understanding for one another within the whole organisation," Marcus says.



**Alla företag är olika.
Våra team också.**

Hos oss får du hängivna rådgivare och specialister, som har ditt företags framgångar som sitt främsta mål.



swedbank.se/foretag



En hel värld av ledande mobil hydraulik. Med fokus på kunden.




Wipro Infrastructure Engineering AB
Tel: 0910-848 00
www.wiproinfra.com

OUR CUSTOMERS SEE US OFTEN AS A DEPARTMENT IN THEIR OWN COMPANY – THIS MAKES US PROUD.

Protab is a modern industry subcontractor and we offer a full range of services as machining, milling, turning and assembly. Our machinery is very modern and we help our customers with short series or long series production. We also work with value stream analysis and are known for our high quality.




Protab in Vindeln or Protab in Nordmaling
Contact: + 46 (0)933 395 60, info@protab.se
www.protab.se



Protected hose routing
Y-link with scale and MPB

A UNIQUE COMBINATION. Thanks to successful product development we can offer Y-links for protected hose routing with scale and the markets best swing damper, MPB. The Y-links is also compatible with standard rotators from Indexator Rotator Systems.



indexator.com

Long working days demand high quality

André Pettersson har kört vägröjningsmaskiner i 16 år, de senaste sju som egen entreprenör med tre anställda i bolaget.
– Det är tufft för maskinerna och långa arbetsdagar, så det gäller att man har grejer som håller måttet, säger han.

André Pettersson Entreprenad AB from Vitsjön, on the outskirts of Byske, roughly 40 kilometres north of Skellefteå, primarily operates for Svevia on their assignments for the Swedish Transport Administration. The season runs from the end of June until the end of September.

Double shift

"We must push on to manage clearing everywhere. This often means double shifts. At times, the risk for fire means we are forced to stand still. This is an issue that we must take into consideration and we consult with the client, who is given instructions from the fire authorities," André explains.

The fleet includes a loader and a road grader. Cranab Slagkraft's Craft 601 model on the loader (an older model sits on the road grader) does the hard work along the road verges.

However, in the summer of 2014, the company was also the test pilot for the newly developed Craft W17.

"Because I have been in this industry so long, I have followed Slagkraft's development. I think they are excellent at understanding the viewpoints we users provide. They have powerful machines that work well but there are, as we know, always ideas for how things can be developed," André says and laughs.

Bicycles and sheep fences

"The new model ran well, even though it was a hot summer. We discussed some small details regarding the joystick and Slagkraft's technicians fixed them promptly. The durability and reliability is the most important thing for us, it is impossible to avoid hitting stones and hard objects. The user comfort is also important plus

accessibility when it's time for servicing. Naturally, good fuel economy is an important detail for the company."

As an experienced road clearer, André has come across most odd problems along the edges of Norrland's ditches.

"Old bicycles and scrap that has ended up in the ditch fly up at times, and sheep fencing that has been left in the high grass. These can be hard to see. In which case, you have to lift up and cut for a while. However, the worst thing is earth-anchored wires, which pull the flail against the slope. In this case, lifting is not possible and you have to creep in under the flail. Nevertheless, things usual move along well. It is a powerful machine that doesn't give up in a hurry," André Pettersson says

Cranab Group Collaboration in sustainable forestry

Four leading brands collaborating to be world leaders in sustainable forestry, from planting to final processing. This is the vision for the Cranab Group, comprising Cranab, Slagkraft, Vimek and Bracke Forest.

The companies in the Cranab Group all have a long history with their origin among local innovators and entrepreneurs who developed unique solutions for forestry and road clearance. The products represent quality, smartness and customer benefit for professional users in tough environments. With time, they have become world leaders in their respective markets.

On the global market Today, they have the whole world as their market and, together, they export to some 30 countries. Altogether, the Cranab Group has around 200 employees. Because technical innovation and environmental adjustment are important keystones for the Group, there are many natural points of contact, which means the Cranab Group is stronger together.

The companies in brief The Cranab Group consists of Cranab, which manufactures cranes and grapples; Slagkraft, which manufactures grass and bush cutting flails; Vimek, which manufactures small forestry machines; Bracke Forest, which manufactures units for ground preparation, planting and seeding of forestry seedlings as well as biomass harvesting.

Cranab®

Develops, manufactures and markets cranes and grapples for professional forestry.
Established: 1963
Turnover (Cranab and Slagkraft): SEK 250 million
Number of employees (Cranab and Slagkraft): approx 140
Export: approx 30 countries
Head office: Vindeln, Västerbotten

Slagkraft®

Scandinavia's leading supplier of road clearance machines, including grasscutter and bushcutter flails.
Established: 1975
Turnover (Cranab & Slagkraft): SEK 250 million
Number of employees (Cranab and Slagkraft): approx 140
Export: approx 10 countries
Head office: Vindeln, Västerbotten

VIMEK®

Develops and manufactures professional forestry machines for precise thinning.
Established: 1912
Turnover: SEK 65 million
Number of employees: approx 20
Export: 50 %, approx 20 countries
Head office: Vindeln, Västerbotten

Bracke Forest

Develops and manufactures units for ground preparation, planting, seeding, clearing and biomass harvesting.
Established: 1922
Turnover: SEK 50 million
Number of employees: approx 20
Turnover: SEK 50 million
Export: 45 %: approx 20 countries
Head office: Bräcke, Jämtland

Be Seated by
Förarmiljö ab
At your service since 1987
Telefon: 0221-535 00 e-post: info@forarmiljo.se internet: www.forarmiljo.se

GJUTERIBOLAGET
i Eskilstuna **AB**



Störst på lokal marknad
Vi erbjuder transporttjänster inom följande områden.

- Rundvirke
- Flis-Biobränsle-Sågat virke
- Anläggning
- Maskin

Växel 0933-39770
www.vindelfrakt.se

nommo®

The widest range of bearings for forest industry applications offered in the Nordic area.

www.nommo.com

TÄBY | GOTHENBURG | MALMÖ | AVESTA | BORLÄNGE | GÄLLIVARE | COPENHAGEN | PORI | HELSINKI | OULU | TURKU





Håkan Bergh
Sales Slagkraft
hakan.bergh@slagkraft.se
+46 933-144 12



Micael Olsson
Sales Cranab
micael.olsson@cranab.se
+46 933-144 10



Jonas Järnö
Sales
jonas.jarno@cranab.se
+46 933-144 13



Benny Nilsson
Service
benny.nilsson@cranab.se
+46 933-144 16



Kristoffer Ekman
Aftermarket / Spare Parts
kristoffer.ekman@cranab.se
+46 933-144 19



Magnus Hedman
Aftermarket / Service
magnus.hedman@cranab.se
+46 933-144 09



Emelie Ekman
Marketplace Administration
emelie.ekman@cranab.se
+46 933-135 52

Customers and dealers pay a visit

At the start of March, Cranab held an open house in Vindeln. Dealers and customers from Norway, Finland, Estonia and Latvia were on site, where Slagkraft's products are developed and assembled, and had the opportunity to study the facilities and meet many of the employees.

Of course, the latest new product in the broad assortment, the Craft W17 power pack, attracted a great deal of interest from the guests. The development of the products is always related to the market's needs and Slagkraft's wide range of cranes, road clearance units and accessories were also on view. Moreover, the visitors were given information on how Slagkraft's machines are produced, assembled, painted and tested.

"Short decision paths and close contacts with our customers are an important part of our way of working. The customers are always welcome to contact us with viewpoints and questions. Through the years, we have learned much from those who daily use our products in their work, you could say that the views of the users are built into our products," Jonas Järnö, Sales Manager, says.

