



rlview

Welcome to our world of SIMPLICITY • Winter 2015

圣诞快乐
新年快乐

*Merry Christmas and
A Happy New Year!*



- *Take a look on the new factory in Borne*
- *Rimaster Electronics – New focus area*
- *France – A growing market*

- 瞧一瞧博尔恩的新工厂
- 瑞马斯特电子产品——新聚焦领域
- 法国——一个日益壮大的市场

A magazine from **rimaster**

-ability to simplify

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 has today approximately 650 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!

Front page:

The Rimaster Poland move to a new factory in Borne Sulinowo went flawless. Janusz Taracha and his colleagues were soon up to speed again.

rimaster
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Tomas Stålnert:

– For 2016 I can only promise one thing, and that is that we will continue to focus on our customers and their needs...

A YEAR HAS 365 DAYS, and that's quite a lot, but still - a year goes by so fast!

Now I've already been sitting in this chair, in my new role as CEO of Rimaster Group, for an entire year. It has been challenging and exhausting, but most of all great fun!

What I find especially satisfying is what Pernilla Norman, our Vice President and CFO, talks about a little later in this magazine, namely that now we are on the right track, having taken another step in the right direction! It gives us stability and it gives us the muscles that enable us to develop the business further, including allowing us to do some very important long-term investments.

For me, as CEO, it is obviously a source of joy with this positive development, and I am glad that we may work so trustfully close with our customers. We have a good dialogue, with a quick and clear feedback allows us to focus on what we can do, need to do in the form of development opportunities.

From a market perspective, we have established a fair business in France, and we have already initiated several highly interesting projects with well-known market leading companies. This is also something we have seen in general; the market is there. For us reach more new customers, we have focused on various means to meet their requirements; i.e. with a focus on the RFQ process. This has paid off, and we can see that in the Rimaster group as a whole, we have a good performance with both new customers and additional business.

I find that our clients appreciate our broad skills and adaptive global presence. This means we have the ability to offer more complete solutions, something that has always been in line with our company motto - the ability to create simplicity. We know that many times we find solutions that simplify processes and reduce costs for our customers, and this is how we want it to be.

For 2016 I can only promise one thing, and that is that we will continue to focus on our customers and their needs. This is for us to become even better acting as a seamless group, where we will take the cooperation between our units to further heights, just to be the best supplier with the most complete whole offering.

Finally I want to wish all of our employees, customers, suppliers and other partners a Merry Christmas. Thanks for the good work and a good cooperation in 2015 and well met in 2016!

Tomas Stålnert
CEO Rimaster Group



Tomas Stålnert:

— 但是大多数的时候给我带来的是巨大的快乐!

一年有365天，听起来很漫长，然而却如白驹过隙!

作为瑞马斯特集团的新任总裁，我在这个位置已经有整整一年。这一年既充满挑战又令我精疲力竭，但是大多数的时候给我带来的是巨大的快乐!

最令我满意的事情，也就是我们的副总裁兼首席财务官佩妮拉诺曼（Pernilla Norman）在这个杂志后面说的，现在我们正步入正轨，并在这条道路上迈向新的台阶！这赋予我们信心和力量，使我们的事业更进一步，同时能够开展一些十分重要的长期投资。

作为总裁，看到集团积极的发展势头，我非常喜悦，我很高兴我们能够和客户之间建立起如此互信、亲密的合作。我们有良好的沟通和迅速明确的反馈，这让我们能够借此发展机遇，专注做力所能及和迫切要做的事情。

从市场角度，我们已经在法国建立起公平的市场环境，并且，我们已经和多家知名企业启动了好几项备受业界关注的项目。总而言之，这是我们能看到的，毕竟市场就在那里。为了能够争取到更多的新客户，我们倾尽所能以满足他们的需求，例如重视询价流程。这已经有所成效，我们可以看到瑞马斯特集团作为一个整体，我们在对待新客户和附加业务方面有优异的表现。

我发现我们的客户很欣赏我们的业务广泛和适应国际市场的能力。这意味着我们能够为他们提供更全面的方案，就像我们公司的口号——拥有创造简单的能力。我们常常为客户发现简化过程、降低成本的办法，而这也正是我们想要的。

2016年我只能承诺一点，那就是，我们会继续注重客户以及他们的需求。这可以帮助我们这样一个无缝团队发挥的更好，我们各个公司之间的合作水平能够上升到新的高度，能够提供最全面的方案，从而成为最好的供应商。

最后祝愿全体员工、客户、供应商以及其他的合作伙伴圣诞快乐！感谢2015年你们的努力工作与全力配合，2016年我们再见！



A general agreement was signed in 2015 between Rimaster and Haulotte. Mr Yann Dupuy, Purchasing and Supply Chain Director for Haulotte Group and Mr Tomas Stålnert, CEO of Rimaster Group, were both pleased.

Rimaster France:

– A growing market!

IN FRANCE, RIMASTER SEES a growing market. Based in the booming Lyon area, Julien Fambrini is head of Rimaster France, thus responsible for sales and key accounts.

– We see the French market as very interesting, says Julien.

– The collective Rimaster offering is very well suited for a number of French companies; especially those who as OEMs are building advanced special machinery for i.e. the building industry and the farming industry.

What would you say are Rimaster's competitive advantages in France?

– Primarily the fact that we are based in Europe, but offers seamless global presence for a cost effective proximity of deliveries as well as technical support.

– We are close to the customer, and from a French horizon, my intention is to come even closer to the French market with technical support, says Julien.

– This spring, we will expand Rimaster France with a technical engineer, whose primary task will be to support our local French customers.

In late 2015, a major general agreement was signed with Haulotte, the premier French manufacturer of i.e. lifting equipment for people as well as material. Haulotte, having operations all over the world with deliveries from six plants in Europe and China, have requested Rimaster to propose a number of components, e.g. harnesses, based on current designs as well as new ones. Basically it is an initiative to develop new solutions for Haulotte, based on Rimaster's skills and experience in meeting various customer requirements.

– The agreement we have with Haulotte is for global support and with the thorough validation process that characterizes a premium manufacturer, I am glad to say we have already

had a major audit in our Polish and Chinese units, with the Swedish Söderhamn and Rimsforsa units due early spring 2016, Julien says.

– We are very much looking forward to start full-scale production for Haulotte's sites in France, Romania and China, and such a production is now gearing up.

In addition, Rimaster France are in talks with some new, very interesting customers, with possible business openings for 2016.

– Yes, we have a number of new business openings, so 2016 seems to be a very promising year for Rimaster France, Julien says.

– In addition to hiring additional staff, we will be moving to new offices during this spring and we are also planning for a further enhanced local presence where prototyping or low volume local manufacturing is an option, Julien Fambrini summarizes the status of Rimaster France. ■



2015年，瑞马斯特和Haulotte之间签订了一个总协议书，Haulotte集团的采购和供应链总监Yann Dupuy先生以及瑞马斯特集团的Tomas Stålnert先生对此非常满意。

法国——一个日益壮大的市场

瑞马斯特的法国市场不断增长。Julien Fambrini在大里昂区工作，担任瑞马斯特法国公司的主管，负责销售和大客户。

- Julien说，我们对法国市场非常感兴趣。

- 瑞马斯特的产品对于很多法国公司来说都非常适合；特别是那些原始设备制造商，他们为建筑业和农产品加工业生产最先进的专用机器设备。

关于瑞马斯特在法国市场的竞争优势方面，您的看法是什么？

- 虽然我们的主场在欧洲，但是由于我们注重产品和技术支持方面的成本效率，所以集团也具有不断地全球影响力。

- Julien说，我们走近客户，就法国而言，我的想法是利用技术支持更接近法国市场。

- 今年春季，瑞马斯特法国公司加入一名技术工程师，主要负责为法国当地的客户提供支持。

2015年底，集团与法国最大的起重设备和材料制造商Haulotte签订了意义重大的全球合作备忘录。Haulotte的业务遍及全球，在欧洲和中国共有6家工厂，他们要求瑞马斯特对大量的组件，例如吊带目前的设计提出意见，并提供新的方案。基于瑞马斯特在满足不同客户需求方面的能力和经验，为Haulotte开发新方案算是掌握了先机。

- Julien说，我们和Haulotte签订协议是为了争取国际支持，我很高兴地说，由于拥有一个优质制造商的彻底验证，我们已经完成了对波兰和中国公司的审核，2016年早春将会完成对瑞典 Söderhamn和Rimforsa公司的审核。

- 我们非常期待为Haulotte法国、罗马尼亚和中国的公司开始大规模的生产，我们目前正在加速生产。

另外，瑞马斯特法国公司正在和一些新的大客户洽谈，2016年有希望开展业务合作。

- 是的，我们有很多新业务要开展，所以2016年对于瑞马斯特法国公司来说似乎是前途光明的一年。

- Julien Fambrini基于瑞马斯特法国公司的现状做出总结：除了扩招员工，春天的时候，我们还要搬入新的办公地点，我们也计划进一步增强在当地的影响力，原型制作以及本地小批量生产会是一个选择。



Rimaster's new plant in Borne:

– Bright, modern and with space for expansion

IN MID-NOVEMBER 2015, Rimaster Poland moved all of its production in Borne Sulinowo from the original, rented facilities to the new building that was bought this summer.

Thoroughly renovated, the new plant is more than double the usable size of the older and offers ample space for current production as well as a dedicated logistics and storage area.

As floor space in the production area also increases substantially, the new plant will allow for a much needed increase in volume and deliveries.

– *This is what we have needed for a long time now*, says Iwona Uszakiewicz, Managing Director for Rimaster Poland.

– *We have somehow managed to keep production going at the preferred rate but we really will benefit from this additional capability.*

– *The fact that we have invested heavily in new production facilities is an important message that Rimaster has a strong belief in its Polish business*, summarizes Iwona.

All machinery was moved mid-November, and production is gearing up to reach “full speed”, but some new equipment had yet to be delivered at the time of the move. In addition, a new organization of Rimaster Poland will see some production and logistics processes moved from the Czaplonek unit to Borne in order to get an even better production flow. ■





The smooth move to Rimaster's new Borne plant took place in November and Anna Kumpa and her colleagues could start to work with full-scale production almost immediately.

瑞马斯特于11月顺利搬入博尔恩的新工厂，Anna Kumpa和她的同事们开始工作的时间可以稍作延迟

Rimaster Poland – Facts and Figures

RIMASTER POLAND can trace its roots back more than 15 years as the first contacts were taken between then entrepreneur Norbert Heib and Per Carlsson, owner of Rimaster around year's end 2002. Mr Heib then operated SET, System Elektro Technik, in the town of Czaplinek, some 150 kms east of Szczecin in Pomerania.

SET was a cable harness manufacturer and the two companies entered a joint venture from where today's Rimaster Poland has developed. In 2003 Rimaster acquired 50% of this and in 2005 the remaining 50%. Rimaster Poland was then incorporated as an independent entity.

In 2010, the operations had outgrown the initial factory, and a second production unit was acquired, this time in neighbouring Borne Sulinowo. As business is flourishing, it was in 2014 obvious that more workspace was needed, and new production unit was found just some hundred metres from the old one in Borne Sulinowo. The two production units are operated as one single entity, with production divided between subcontracting for other units in the Rimaster Group as well as producing directly for customers.

Rimaster Poland reached in 2015 an average of about 400 employees.



Meet Hubert Walachowski, new Sales Manager for Rimaster Poland

HUBERT WALACHOWSKI, who previously was technical manager for Rimaster Poland, has in the new organization accepted the position as sales manager, thus responsible for new sales as well as certain key accounts.

– *I see there is a big market out there, and my focus will be to address the right part of that market, Hubert says.*

– *Our general customer offerings, our defined market segments, are well adapted to this booming market. Farming machinery is then one very interesting specific market for new sales, as we specialize in High Mix, Low Volume production, which is ideally suited for specialized OEM's on our closest geographical market areas, Germany and Poland.*

What Rimaster Poland sees as one unique selling point is a high-quality production, that eliminates most, often all, separate controls at late stages, thus avoiding third party customer complaints.

Having an explicit ambition to have a zero-fault level at any deliveries, Rimaster claims to have a serious cost benefit compared to many other companies.

– *Yes, I say we have, as it is far more profitable to find the problems and faults at an early stage, Hubert says.*

– *This is preferably before we enter final production and customer deliveries, which makes us very competitive, especially when it comes to series production with a need for flexibility.*

– *Actually, when meeting customer's top management, I am happy if they don't have a clue of who we are. If so, then we have made it all right, as it means we as a company is not a topic that is frequently discussed at board meetings, Hubert says with a smile.* ■

Rimaster Poland – A continued Lean journey

In late 2016, a major reorganization was launched in Rimaster Poland. The reason behind was to take another step, to further enable a more lean-oriented production process, where some very visible development areas are highlighted.

– *To me, it is obvious we need to learn from others, says Rimaster Poland Managing Director Iwona Uszakiewicz.*

– *Together with my Quality Manager Patrycja Heib, I have seen a need for us to get an even better customer focus, and in doing so, we really needed to break up some old structures that were very effective underlying hinders.*

– *Working with a lean philosophy as a foundation brings an ambition to work with continuous improvements, which is very much needed for us to move forward, Iwona says.*

Rimaster Poland has joined the “Lean Movement” gradually over the last 18 months, with lean education and training for key team members. Most of the work has been done by Rimaster Poland on its own, however with some support and improvement audits by an outside lean expert.

– *We have identified quite a few areas where we can improve, says Iwona.*

– *We can't do it all, but some key elements needs to be improved immediately. First and foremost, we need to increase our general efficiency, and to get rid of certain production deficiencies, stemming from i.e. irrational processes but also from a not so optimized physical workflow.*

– *One measure we have taken is to move testing to production, to have it as an integrated workflow function. Maybe not a major step, but still very effective, Iwona says.*

In all, the need for a new organization created a lot of frustration, so even if Rimaster Poland now has started to work with lean, it will take some time before it is working like a fully lean company.

– *If ever, as lean itself has a process of constant change built in, Iwona says.*

– *To facilitate this, with some major structural changes coming, reorganization process will be twofold, with the first step taken mid-November 2015 and the next step in mid 2016.*

– *Still, we can already see that the new organization will bring added value for the customer as where earlier each department had their own goals and ways to achieve these, we now will have one common goal, which in essence is an increased customer satisfaction.*

– *We need to even more listen to the customer's views and adapt to his needs in our everyday work, and we must all the time remember that we are here because of the customer; Iwona Uszakiewicz firmly summarizes the reorganization process.*

瑞马斯特的博尔恩新工厂

——明亮、现代、宽敞

2015年11月中旬，瑞马斯特波兰工厂将原来所有的生产搬到了博尔内苏利诺沃，今年夏天租赁的设备也被带到了新的厂房。通过彻底的翻新，新厂房的可利用面积是原先的两倍还要多，为目前的生产提供广阔的空间，并有专门的物流和储存区域。由于生产区域的占地面积也在大幅度增加，新厂房要考虑迫切需要提高容量和交货量。

- 这是我们长期以来一直需要的，瑞马斯特波兰工厂总经理Iwona Uszakiewicz说。

- 无论如何，我们已经成功使生产以一个相对喜人的速度保持增长，但是增加的容量确实会让我们获益良多。

- 我们对新生产设备的大力投资，这传递着一个重要的信号，就是瑞马斯特对波兰的市场非常有信心，Iwona总结道。

所有机械在11月中旬的时候已经搬运完毕，生产速度快速提高，已达到“全速”生产，但是一些新的设备在搬运的时候还没有交付。另外，Czaplinek工厂一些生产和物流过程会转移到瑞马斯特波兰博尔内的新工厂中，这样可以形成一个更加完善的生产流程。





瑞马斯特波兰工厂走向精益

2016年末，瑞马斯特波兰工厂会进行一次重大重组。真正的原因是为了更进一步，也是为了拥有一个更加精益的生产过程，让一些发展明显的领域能够得以突出。

- 瑞马斯特波兰工厂总经理Iwona Uszakiewicz说，在我看来，很明显我们需要向其他人学习。
 - 我和我的质量经理Patrycja Heib都已经明白，我们需要更加重视客户，这种情况下，我们真的需要打破一些已严重成为潜在阻碍的旧结构。
 - Iwona说，带着精益理念去工作，有这样的理念作为基础，给我们带来了不断追求进步的野心，这对于我们继续进步是非常有必要的。
- 在过去的18个月，瑞马斯特波兰工厂逐渐加入了“精益运动（Lean Movement）”，并为主要团队成员进行了精益教育和培训。大量的工作是由瑞马斯特波兰工厂自己完成的，然而也有外部精益专家提供的一些支持和改进。
- Iwona说，我们已经明确很多有待提高的领域。
 - 我们不可能面面俱到，但是有一些关键要素亟待迅速提高。首先，我们需要提高整体效率，剔除某些由于流程不合理或者未充分利用物理工作流程而造成的生产缺陷。我们已经采取的措施是将测试加入到生产，将其视作一个整体的工作流程。也许这并不是一个主要的措施，但是仍然非常有效，Iwona说。

总的来说，对新机构的需要给我们带来了许多挫折，所以即使瑞马斯特波兰工厂现在已经开始用精益理念工作，但要完全成为一个精益公司，仍然需要一些时间。

- 如果真有的话，构建精益本身就是一个不断变化的过程，Iwona说。
- 为了促成此事，伴随着即将到来的重大结构性变化，重组过程将分为两部分，2015年11月中旬第一步和2016年年中第二步。
- 不过，我们已经能看到新机构给客户带来了额外价值，早些时候，各个部门设立自己的目标以及实现目标的方式，但是现在我们拥有共同的目标，实质上就是提高客户的满意度。
- 我们需要更多地倾听客户的意见，在我们的日常工作中适应客户的需求，我们必须记住，我们的一切都是为了客户，Iwona Uszakiewicz针对机构重组过程作了如上总结。

精益指的是对即使是最小的细节也要重视。
Kazimiera Jabłońska和Edyta Szczygłowska 讨论一个方案，需要进一步完善





瑞马斯特波兰工厂的新销售经理Hubert Walachowski

Hubert Walachowski, 曾经是瑞马斯特波兰公司的技术经理, 在新工厂担任销售经理, 负责新品发布以及某些大客户。

- Hubert Walachowski, 曾经是瑞马斯特波兰公司的技术经理, 在新工厂担任销售经理, 负责新品发布以及某些大客户。

- Hubert说, 我知道那里有很大的市场, 我工作的重点将是让市场步入正轨。

- 我们为广大客户提供的产品和既定的市场划分, 能很好第适应这个繁荣的市场。我们在高混合、小批量生产方面很专业, 这种生产非常适合我们地缘上最近的市场: 德国和波兰的专业原始设备制造商, 因此农业机械会是备受关注的新品特定市场。

瑞马斯特波兰工厂的一大独特卖点是高质量产品, 这在大多数时候, 甚至所有时候避免了后期的分散控制, 避免了第三方客户的投诉。瑞马斯特目标明确, 即任何交付零失误, 并声称与其他公司相比, 要拥有严格的成本效益。

- 是的, 我们是这么做的, 因为在早期发现问题和失误要更加有效。

- 这要发生在我们生产出成品并交付客户之前, 可以让我们非常具有竞争力, 尤其是批量生产需要高度的灵活性。

- 事实上, 在和客户的高层管理人员见面的时候, 如果他们不知道我们是谁, 我会很开心。如果是这样的话, 这意味着我们的公司并不是经常在他们的董事会上经常讨论的话题, Hubert微笑着说。

瑞马斯特波兰工厂——历史和数据

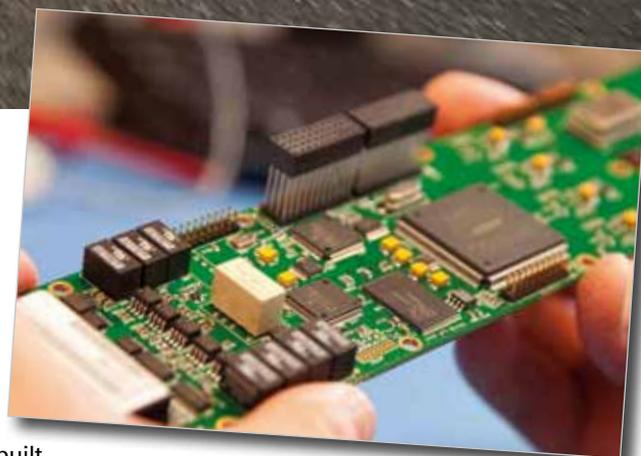
瑞马斯特波兰工厂拥有15年的历史, 它的第一笔合同是当时的企业家Norbert Heib和瑞马斯特的所有者于2002年底签订的。Heib先生当时在波美拉尼亚的什切青市东部大约150公里的恰普利内克镇, 经营SET和System Elektro Technik两个公司。SET是一个线束制造厂, 两个公司之后成为合资企业, 就是如今瑞马斯特波兰工厂的前身。2003年, 瑞马斯特取得了50%的股份, 2005年又取得了剩下的50%。瑞马斯特波兰工厂从那个时候起就成为了一个独立实体。

2010年, 相比最初的工厂, 业务增长迅猛, 因此需要另一个生产公司, 这个点定在了邻近的博尔内苏利诺沃。2014年由于业务的蓬勃发展, 显然需要更多的工作空间, 因此在博尔内苏利诺沃旧厂仅仅几百米的地方又建了两个生产公司。这两个生产公司作为一个独立整体运行, 生产被分为两种, 一种外包给瑞马斯特集团的其他公司, 一种是直接为客户生产。

2015年, 瑞马斯特波兰公司的员工数量达到平均值约400人。



Rimaster – the advanced electronics specialist



From the fields of eastern Europe to the Tokyo Opera House, Rimaster-built electronic devices provide reliable control over anything from the continued distribution of seeds to the lighting system in a major opera.

FOR MANY YEARS, electronics production was part of Rimaster Söderhamn's customer offering but in a small scale. In recent years, though, the ability to offer specialized electronics, such as tailor-made printed circuit boards in small series, has become an inseparable part of the total market offering and as such, highly appreciated by the customers. For years, the electronics production was also physically separated from the rest of Rimaster Söderhamn as they had their own production site, but some years ago, it was seen as a strategic asset and thus, production was moved to the modern Rimaster Söderhamn factory.

A new focus on electronics production has raised awareness of the electronics production potential, and consequently, a strategic planning for all production areas has highlighted electronics as an area with a great future potential. Thus, a new business plan found that customer demands will necessitate enhanced production capabilities and as part of that, a brand new surface mounting line was ordered, the state-of-the-art Fuji Aimex II, which will be on site and up-and-running in early 2016.

Having a vast experience in development, design and production of i.e. printed circuit boards, PCBs, as well as fully finished and from scratch built various advanced products based on

electronics, like operational computer based control devices, the Rimaster Group has proven itself as a natural and cost-effective partner for any low-volume, high quality specialized electronics needs.

The skills and competence Rimaster has collected in electronics design over the years, resulted in the ability to see possible customer applications based on advanced electronics, one such application is the riFuse, an electronic electrical systems control box, designed and developed in-house to cater for the needs of manufacturers of special vehicles for demanding environments. ■



For further information on Rimaster electronics production, please contact Ulf Almén at ual@rimaster.com or phone +46 494 79532.

riFuse



Photo: Courtesy of Huddig

Late in 2013, Rimaster unveiled the riFuse, a unique Power Distribution Unit, which has since been put into series production. Developed specifically to meet the needs of manufacturers of heavy duty vehicles and special machinery, this Power Distribution Unit is being built to the toughest standards and provides an intelligent power control for complex electrical systems.

– *The target groups are mainly manufacturers who needs a trouble-free power supply with a self-monitoring fuse-/relaybox as the heart of a heavy-duty electrical system. Customers will naturally be found among manufacturers of heavy vehicles and special machines such as forestry machinery, agricultural machinery, construction machinery and other special vehicles, working in demanding environments, said Ulf Almén, the man behind riFuse, in an interview when riFuse presented.*

So, Ulf, where will we find riFuse-modules today?

– *About just where we predicted then. Most of the delivered units are providing trouble-free power-control with manufacturers of various special machines for agriculture and forestry, but not just there.*

– *Another, rather exciting application where riFuse really comes proves itself, is the control of individual lifting baskets, which sits on cranes for work on, for example, power lines, says Ulf Almén.*

– *With riFuse installed, the basket can be precision manouvered and controlled down to 1.5°, mainly thanks to the “creeping function” wich allows for a smooth movement.*

– *On AgriCab, Rimaster’s new generic cabin developed to suit the needs of e.g. farming equipment, one or two riFuse modules are fitted as a standard.*

What would you say are the major benefits of riFuse, compared with a traditional electrical system solution with relay and fuse boxes?

– *One obvious advantage is that riFuse offers greater operator comfort, while also providing increased redundancy and reliability, says Ulf.*

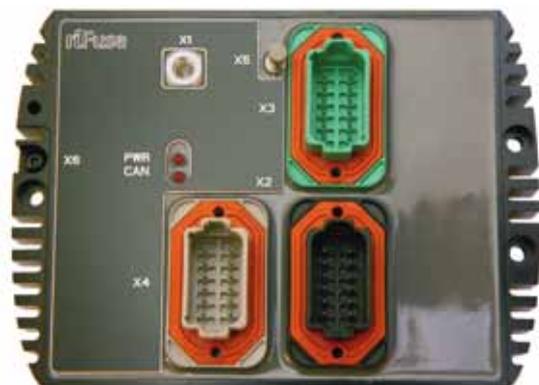
– *Since there is no need to have access to the module, and as it does not require any supervision or maintenance, it can be placed literally anywhere.*

One of the fundamental ideas behind the development of riFuse was that the customer will select riFuse to have a less costly, yet more

robust electrical system. In comparison to traditional solutions, with relay controlled power distribution boxes and traditional fuses, riFuse will provide a simpler functionality and a higher reliability.

– *Less downtime for expensive equipment results in significantly lower maintenance cost, which is beneficial in itself, but I find it equally important to emphasize that a riFuse-based electrical system also has a development opportunity that traditional systems lacks, says Ulf.*

– *An installed riFuse module is easily reprogrammable and can therefore, when needed, both alter functions as well as get totally new ones. All riFuse modules are controlled via the vehicle control system and the function is thus easy to customize. Such a flexibility is not possible with a traditional electrical system, concludes Ulf Almén.* ■



The riFuse-module needs no maintenance and is fully weather protected, thus it can be placed literally anywhere in a machine.

For further information about riFuse, please contact Ulf Almén; ual@rimaster.com or phone 0494-79532.

瑞马斯特 - 先进电子技术专家

Photo: Courtesy of Väderstad



从东欧到东京歌剧院，从种子持续性播撒到瓦格纳主要剧院的照明系统等，瑞马斯特制造的电子设备提供安全可靠的控件。

很多年来，电子产品是瑞马斯特 Söderhamn向客户提供产品的一部分，但是规模很小。然而最近几年来，专业电子产品（例如特制小型印刷电路板）的生产成为整个市场需求不可分割的一部分，受到客户的高度青睐。多年来，电子产品因为拥有自己的生产点而被自然而然地从瑞马斯特 Söderhamn的其他产品中分离出来，但是早些年，它被视作一种战略资产，因此生产被转移到现代化的瑞马斯特 Söderhamn工厂。

再度重视电子产品生产使人们意识到电子产品的潜力，因此，所有生产领域的战略规划中突出了电子产品领域，认为这是一个具有光明前景的领域。因此，新的商业规划使集团发现客户的需求将会迫使生产能力提升，作为规划的一部分，集团已经订购了一个全新的表面安装线，2016年初，采用最先进技术的Fuji Aimex II即将到位并正常运行。

瑞马斯特集团在开发、设计和生产诸如印刷电路板、PCB方面经验丰富，集团白手起家，以电子

技术为基础，生产出各种先进产品，例如以计算机操作为基础的控制设备，集团已经证明自己在小批量、高质量专业电子产品方面是一个颇具实力和注重成本效益的合作伙伴。

在具备先进电子技术的前提下，瑞马斯特依靠多年来积淀的电子产品设计方面的技巧和能力，生产出了可行的客户应用程序。其中一个应用程序就是riFuse，是一种内部设计并研发的电子电气系统控制箱，是为了迎合严苛工作环境中专用车辆的制造商的需求。



了解更多关于瑞马斯特电子产品的详细信息，请联系Ulf Almén，邮箱ual@rimaster.com，电话+46 494 79532。



2013年年末，瑞马斯特公布一种独特的配电装置riFuse，并从那时候起开始投入批量生产。为了满足重型车辆和专用机器的需求，生产这种配电装置参照了最苛刻的标准，能够为复杂的电力系统提供智能动力控制。

- 目标群体主要是需要可靠动力供应的制造商，这种动力供应拥有用于自我调控的熔断器/继电器箱作为重型电力系统的核心。在非常严苛的环境中工作的重型车辆和专业机器的制造商，例如林业机器、农用机器、施工机器以及其他专用车辆，从其中我们很容易发现客户，riFuse的幕后操盘手Ulf Almén，在公布riFuse时的采访中说到。

那么，Ulf，我们现在在哪儿可以看到带riFuse的部件呢？

- 就在我们曾经预想的地方都可以。大多数的工厂都在向各种农业、林业专用机器的制造商提供可靠的动力控制，但是并不局限于此。

- 另外，令人兴奋的是，能够让riFuse真正发挥作用的一个应用是单个升降篮控制，它位于起重机上，依靠电源线来运作，Ulf Almén说。

- 安装了riFuse的篮子能够被精确地调遣，并可以下降到1.5°。这得益于保证流畅运转的“爬行功能”。

- AgriCab，瑞马斯特新型通用舱的研发是为了适应农业设备的需要，一个或两个riFuse部件参照同一标准进行安装。

您个人看来，与带有继电器和熔断器的传统电控系统相比，riFuse的主要好处是什么？

- 明显的一个优势就是riFuse能够提供更便捷的操作，同时也能减少了人力，提高了可靠性，Ulf说。

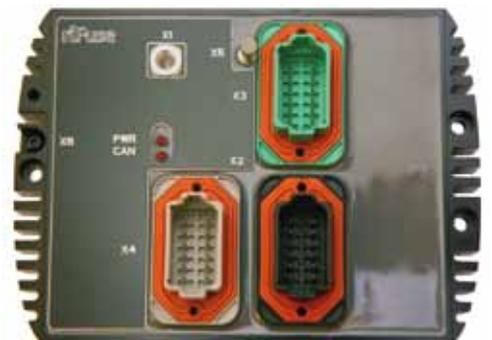
- 因为没有接触部件的必要，并不需要任何管理或维护，因此它适用于任何地方。

开发riFuse背后的基础理念是客户选择了riFuse，就可以拥有花费少，但更加强劲的电控系统。与带有继电器控制配电箱和熔断器的传统电控系统相比，riFuse功能更加简单，而可靠性更高。

- 昂贵的设备出现故障的几率较小，会大大降低维修成本，对其设备自身是有益的，但是我要强调的是，riFuse电控系统的发展机会，是传统系统所不具备的，这点同样重要，Ulf说。

- 安装了riFuse的组件重新编程很容易，因此在必要的时候，可以改变功能，焕然一新。所有riFuse组件都通过车辆操作系统控制，很容易自定义功能。

- 而这样的灵活性对于传统的电控系统来说是不可能的，Ulf Almén总结到。



riFuse组件无需任何维护，完全不受气候影响，因此可以被随意安装于机器的任何位置。

了解更多riFuse信息，请联系Ulf Almén，
电话：+46 494 795 32，
邮箱：ulf.almen@rimaster.com

Rimaster and the Future

– an interview with Pernilla Norman,
EVP and Finance Director



– Now we have taken another step towards the future Rimaster, says Pernilla Norman, Rimaster's CFO and Executive Vice President.

– Although we have in general done well, we've been in operation since 1982, it has been sometimes been a bit buoyant. After the great recession of 2008–09, we saw a strategic need to get a long-term stability that will stand even in difficult times, says Pernilla.

– So, two years ago approximately, we initiated a fairly extensive organizational development programme, and well, we can now see it works.

Can you describe what it is about, this conversion work?

– It's about a whole range of decisions we took, all with a clear strategic focus. Among what we did was to clarify the organization, and split the business in well defined and thus precisely clear responsibilities, says Pernilla.

– This meant that every one easily could focus on their own activities. This gave us an advantage, in that all concerned in a more direct way could see and decide in matters that directly would affect their jobs.

What has come out of these strategic decisions? Can you concretize?

– Very significant is that we now have a much clearer focus on customer benefit, frankly because we see it as something that has a direct impact on our profitability.

– And profitability in itself is one of our clear focus areas, partly by business unit but also by any customer down to the individual item level.

– We also have new reporting forms, which means we have a better momentary overview – the risk that we suddenly will "discover" large deviations that lies back in time then becomes negligible.

Anything else, besides new reporting procedures?

– Equally important is that the "increased efficiency"-program, which we launched at the same time two years ago, actually worked as it was supposed, says Pernilla.

– And to put it clear – it is certainly not so that every individual has to run faster and faster. The idea is instead that we work to constantly find ways to work smarter. To improve the processes a little bit every day, as it is all the small continuous steps that move us forward.

– There we have an ongoing program, which applies throughout the Group, where we as part of a Lean mind-set trying to take just that small step every day.

– This will eventually be natural for everyone involved, and yes, involved are all working on Rimaster. We all have a responsibility to ensure that we can work a little better, delivering a little more to the customer.

You began by saying that Rimaster has taken another step. What do you mean by that?

– As far as we can see now, we will do a very good result in 2015, which partly is a result precisely of the new organizational structure.

– Of course, contributing to this is the fact that we have a good relationship with both customers and suppliers and certainly that we have skilled employees who are focused on the right things. ➔



Rimaster is gearing up for the future, and this includes investments like the new factory in Polish Borne Sulinowo, necessary to allow a continued growth.

Making a good profit is essential for any business, so what does it, more specifically, do for Rimaster?

– So it is, but for us in particular it allows to continue with a very ambitious investment program. A good result gives us the muscles we need to invest, and that is how we use the money.

– For instance, we are currently installing a new assembly line for surface mounting of PCBs in Söderhamn, which, together with a new cable stripping machine, is an investment in the order of 6-7 MSEK (600-700 KEUR). Last year we expanded our logistics section in the Söderhamn plant, which will enable us to meet our customers' growing needs.

And on the market side, what is it like there?

– We still have most of our "old" customers, which in itself is an acknowledgment that we do things right, but we have also had the privilege in 2015 to welcome several new clients to us. We also have reason to believe that the widening of our customer base continues during 2016.

So, where are the new customers, and in what areas?

– Customers are found in all our markets, but it is especially gratifying to note that we found a whole new market in France, where we opened our office under the direction of Julien Fambrini for just over a year ago.

– Looking on deliveries, we have had our prime focus on our core areas, which are electrical systems and harnesses for i.e. special vehicles, but we see that the market for electrical cabinets increases strongly.

– Our proprietary products – riFuse, the new, fully digital power distribution center and AgriCab, the new generic cabin for agricultural machinery and other special vehicles – also continue to take their place in the market, and we can now say that these are successful ventures.

– Regarding riFuse you'll find it in more and more structures of various kinds, ranging from forestry machines to advanced lifting platforms. AgriCab took its first major order in last spring and we are meeting an ever increasing interest from different manufacturers.

And what do you anticipate will happen on Rimaster's markets for the next few years?

– A new – or rather revived – focus area I would like to highlight is our electronics manufacturing, which for some years was a bit languishing. We have now by our customers been told that it is our ability to be complete suppliers, including that we can deliver tailor-made electronics, which is a major competitive advantage for us, says Pernilla.

– Now our electronics manufacturing is important to us on its own, and I am very glad to be able to conclude that it is possible to profitably produce qualified electronics in Sweden.

– We are competitive already if you look just at the price, and if you look in addition to the proximity to customers and our ability to deliver small series, our "High mix – Low volume"-concept, then I say that we are second to none, probably unbeatable.

So the future looks bright for Rimaster?

– Yes, says Pernilla Norman, the future looks very bright! ■

瑞马斯特和它的未来

—— Pernilla Norman专访



- 我们现在已经向未来的瑞马斯特又迈进了一步，瑞马斯特首席财务官兼执行副总裁 Pernilla Norman 说道。

- Pernilla 说，虽然我们总体上做得不错，集团自1982年开始运营，时不时呈现小繁荣的景象。但是2008到2009年的经济大萧条使我们看到保持长期稳定的战略性需要，这能帮助我们在艰难时期走得更加平稳。

- 所以，大概两年前，我们启动了一个范围非常广泛的组织发展规划，现在看来，已经有所奏效了。

您能描述一下这个转换工作是什么吗？

- 它是关于我们所做的大量的决定，所有决定都有一个明确的战略性侧重。

- Pernilla 说，我们做的就是明确组织、合理分工，还有责任落实。

- 这意味着每个人都能够更专注于自己的本职工作。这有利于我们用更直接的方式看待问题，为直接影响员工工作的事情作出决定。

这些战略性决策会带来什么样的结果？您能具体谈谈吗？

- 最重要的是我们现在更加明确地关注客户的利益，坦白说，因为我们认为这是直接影响我们盈利的事情。

- 对我们而言，盈利本身就是我们所关注的一部分，这非常明确，是否盈利和业务单位有关，与客户有关，也在于单件商品的水平。

- 我们也有新的报告形式，也就是我们有更加完善的工作记录——这意味着我们突然“察觉”到过去工作中出现大的偏差，这样的情况几乎是不可能的。

除了新的报告程序，还有其他的吗？

- 同样重要的是两年前同时启动的“效率提高”项目，事实上完全是按预设的在运行，Pernilla 说。

- 说得更明白一些，它当然不是指每个个体必须需要越来越快地运作。相反，我们工作是为了不断找到更加聪明的工作方式。为了这个过程每天都能得以推进，每一点小小的持续的努力，都可以推动我们前行。

- 这个持续进行的项目适用于整个集团，我们作为这个精益团队的一份子，每天都在一点点努力。

- 这终究是每个人的使命，是的，每一个为瑞马斯特工作的人。我们有责任确保我们可以工作的更好一些，为客户做的更多一些。

开始的时候，您说瑞马斯特又迈进了一步。您指的是什么？

- 现在来看，2015年我们的成绩会非常优异，确切地说，部分原因是新的组织结构。当然，这归功于我们和客户、供应商之间都有非常好的关系，还归功于我们拥有一流的员工专注于做正确的事情。

对于任何企业来说，良好的盈利至关重要，瑞马斯特对此做了哪些更具体的工作呢？

- 当然，但是对我们来说，好的盈利更





瑞马斯特正在向着未来加速前进，这包括为了继续壮大的需要，而对波兰博尔内苏利诺沃新工厂的投资

重要的是使我们拥有机会，继续做大型投资计划项目。好的成绩给我们继续投资的资本，也就是如何使用金钱。

- 例如，我们目前在瑟德港安装一条新的印刷电路板表面安装流水作业线，还有一个新的电缆剥皮机，这是对6-7 MSEK (600-700 KEUR) 订单的投资。去年，我们扩大了Söderhamn工厂的物流部，这有利于我们应对客户不断增长的需求。

市场方面是什么样的呢？

- 我们更多的是“老”客户，这是对我们的认可，认可我们一直在做对的事情，但是2015年我们更加欢迎新客户的到来。我们有理由相信2016年我们的客户群体还会不断扩大。

那新客户在哪里，在哪些领域呢？

- 我们立足整个市场寻找客户，但是尤其乐意强调的一点就是我们在法国发现了一个全新的市场，就在一年前，在Julien Fambrini的带领下，我们在那儿设立的办公地点。

- 产品的话，我们主要集中在我们的核心领域，例如专用车辆所需的电气系统和吊带，但是我们也看到市场对于电控柜的需求十分强大。

- 我们的专利产品——riFuse，新型全数字动力分配中心，以及AgriCab，用于农业机器和其他专用车辆的新型通用舱，现在我们可以说这些都是成功的尝试。

- 提到riFuse，你会发现在越来越多的各类结构中能够看到它的身影，从林业机械到先进的升降平台。AgriCab在去年春天拿到了第一笔大的订单，我们正在满足越来越多不同制造商不断提高的需求。

您如何预测接下来几年瑞马斯特的市场前景？

- Pernilla说，我想要强调一个崭新的，或者说相当具有活力的重要领域，那就是我们的电子产品制造，在这些年里它有些日益衰弱。现在我们的客户告诉我们，我们有能力成为完整的供应商，我们可以提供定制电子产品，这对于我们来说是一大竞争优势。

- 现在，电子产品制造对于我们来说非常重要，我有信心断言，在瑞典生产出高质量的电子产品，并获取利润，这很有可能。

- 如果你只看价格，我们有竞争力；如果你还看中客户的需求、我们提供小型系列产品的能力、以及我们“高混合-小批量”的生产理念，那么我要说在这些方面我们是首屈一指的，也许是所向无敌的。

那么，瑞马斯特的前景是光明的吗？

- 是的，Pernilla Norman说，前景看起来非常光明！

A man in a plaid shirt and dark pants stands in a warehouse, leaning on a large white bag. The background shows high industrial shelving units filled with cardboard boxes and pallets.

Meet Mathias Nilsson, new CEO for Rimaster Electrosystem!

Mathias Nilsson is from the turn of the year 2015/16 the new Managing Director of Rimaster Electrosystems AB and site manager in Rimforsa. Mathias, who has a solid production background, comes from packaging manufacturer Miljösäck AB in Norrköping. Miljösäck is a company with about 70 employees who primarily manufactures bags for stores, made of recycled plastic materials, but the company also sells plastic granules to other manufacturers.

Originally, Mathias started his career as an industrial electrician working as for automotive component manufacturer Ljunghälls. Eventually he became production manager for the whole company; two plants - one in Sweden and one in the Czech Republic - with a total of approximately 700 employees. He moved to Miljösäck as CEO in 2008 and has always had a combined production and business focus. From his time at Ljunghälls, Mathias has also an extensive expertise in the field of automation.

– I have for a long time been curious about Rimaster as a company, and I really look forward to getting to know the business thoroughly, says Mathias.

– Although I may not yet have detailed knowledge about what we do and who our customers are, I have some general knowledge and experience that I will bring with me from my previous jobs.

– We have been looking for a new CEO with a suitable background, and I am now very happy that Mathias has decided to join us, says Tomas Stålnert, CEO of Rimaster Group.

– Mathias has just the right combination of production know-how and market experience we need, a knowledge that will help us to continue to develop. He has also a genuine knowledge about electrical systems as well as being obviously good at plastics, two of our most important focus areas.



会晤瑞马斯特电子 系统新执行总裁 Mathias Nilsson

2015年末和2016年初，Mathias Nilsson将是 瑞马斯特 Electrosystems AB的新任总经理，也是 Rimforsa的地经理。Mathias来自北雪平的包装制造商Miljösäck AB公司，拥有扎实的生产经验。Miljösäck是一家有着70名员工的公司，主要生产商店使用的包装袋，所用的是可循环塑料材料，但是公司也向其他制造商销售塑料颗粒。最初，Mathias作为汽车零部件制造商Ljunghälls的一名工业电工，开始其职业生涯。最终他成为了整个公司的生产经理；两家工厂，分别位于瑞典和捷克，大约共有700名员工。2008年，他前往Miljösäck担任执行总裁，一直以来重点负责生产和经营。Mathias在Ljunghälls的时候起，在自动化技术方面就有了广泛的专业知识。

- Mathias说，一直以来，我对瑞马斯特公司就很好奇，我真的期待能够完全了解这个公司。

- 虽然我还不是特别熟悉我们的业务以及客户，但是基于之前的工作，我还是有一些基本知识和经验的。

- 瑞马斯特集团的执行总裁Tomas Stålnert说，我们一直在物色一个有合适背景的执行总裁，我现在非常高兴Mathiasn决定加入我们。

- Mathias具备生产技术和市场经验，这正是我们需要的，他的知识可以帮助我们继续进行开发工作。在电气系统方面他也有真知灼见，同时还很擅长塑料研究，这是我们两个非常重要的领域。

QMS/EMS

– Rimaster installerar ett nytt kvalitets- och miljöledningssystem

IN THE SPRING OF 2015, a new joint Quality and Environmental Management System (QMS/EMS) was installed and during the late summer put in service for the Rimaster Group, apart from Rimaster Poland who will come on-board in 2016. All mapping of processes and conversion of connected documentation was done before the summer, and when the system was operationally released, it was found to work well and be compliant with expectations.

The new system includes virtually all governing documentation that is not directly part of the production management systems (Monitor), such as policies, processes, procedures, instructions and templates.

– With the new system, we have significantly enhanced our control over the quality and environmental processes, as our new tool allows us a much better instant overview and access to all relevant data, says Peter Haglund, who is Rimaster Group Quality Manager.

Compared to the previous system, the new system offers

- easy access directly from the intranet and viewed in a browser,
- graphical illustrations of business and operational processes,
- graphical symbols that link directly to relevant documentation,
- easy adding of new process maps or modifying existing ones and
- all administration of the system is done with the help of a userfriendly underlying tool.

If you want to know more about the new Quality and Environmental Management System, please contact Peter Haglund at pha@rimaster.com or +46 706 093 321.



瑞马斯特将质量和环境管理系统相结合并投入使用

2015年春季，瑞马斯特将质量和环境管理系统（QMS/EMS）相结合并安装，夏末投入使用，用于服务集团，瑞马斯特波兰公司将于2016年紧跟其上。所有过程的映射工作以及连接档案转换工作都已在夏季完成，系统实施操作之后运转良好，符合预期效果。

新系统实际上包括所有不可直接作为生产管理系统（监控）部分的管理档案，例如政策、流程、程序、指令和模板。

瑞马斯特集团质量经理Peter Haglund说，有了新系统，我们大大提高了对质量和环境过程的控制能力，新工具使我们能够更有效方便的了解和使用相关数据。

相比之前的系统，新系统提供

- 使用外网和查看浏览器方便直接
- 业务和操作流程的图解说明
- 直接链接到相关档案的图形符号
- 轻松添加新流程图或修改现有流程图
- 非常便于使用者操作的基础工具，用于系统的所有管理

如果您想了解更多关于质量和环境管理系统的信息，请联系Peter Haglund，邮箱pha@rimaster.com，电话 +46 706 093 321

Project Update:

Aluminium Power Cable

Power Cables for i.e. warehouse trucks have for long been one of Rimaster's major products. In the spring of 2013, Rimaster was also awarded one of its largest ever single orders for just power cables when a five-year agreement was signed with BT Products in Mjölby, part of Toyota Material Handling AB.

THE CONTRACT COVERED development and delivery of complete power cables of about 130 different variants in different thicknesses and different. Today, the product range has grown to more than 150 varieties. The uniqueness of the order was the manufacturing method where the cables were ultrasonic welded.

With the large commitment to BT followed also that Rimaster launched its own research and development program within power cable technology. The main difference from other types of cables such as signal cables is that the power cables – charging cables – allow for very small tolerances yet come in rather large dimensions; cable sizes are often in the range 10-95 mm² and the resulting large currents. The research and

development program brought a decision that Rimaster should get suitable know-how to produce the battery cables in aluminium; a technology for the future with an expected high demand.

Patric Thompsson, you are the project manager for aluminium cable project. How far have you come right now, Patric?

– We have come quite far, I would say. We now have both the skills and sufficient capability to weld aluminium cable. However, as we see that we still can refine the technique a bit further, we have not yet launched aluminium cable commercially to customers.

– Still, there is a great demand in the market, great and growing. There are many customers who want to take the step and buy a welded aluminium cable, says Patric.



– Still, even if we are not yet quite ready to deliver such cables, we are in fact ready for a pre-series production. We are now in close collaboration with the supplier of welding equipment finalizing verification and validation of cable variants, including appropriate welding methods for these and defining relevant alloy thickness of the contacts. This also involves verifying that the cables with their welded plates have the necessary resistance to mechanical abrasion as well as ability to withstand different chemicals, such as salts and acids.

– The last round of tests will probably be early in 2016, and then we expect to be ready for full-scale production, Patric Thompsson summarizes Rimaster's Aluminium Cable Program. ■





Project Update:

Injection-moulding

In response to a customer request, Rimaster a few years ago began to offer injection moulding of plastic parts, such as a strain relief to cable connectors. For the customer, it was a matter of both get an increase in quality but also an over all simplified process.

Initially, all plastic part production was the responsibility of Rimaster Poland, but following an advanced customer request, Rimaster decided to set up a manufacturing line in Rimforsa as to better serve local Swedish customers. Now, production is also about more complex parts, the entire connector in plastic.

Patric Thomsson, you are, in addition to aluminium cable production, also responsible for this project. What is the current status of the plastic part production?

– We are doing well with that, says Patric.

– A pre-production “zero” series of connectors has been run on our behalf by a manufacturer of injection-moulding machines. Now, the test specimens have been sent to the customer for a first verification test.

– Once the customer has accepted the design and quality, Rimaster will have the injection-moulding machine installed in Rimforsa. When this is up and running, we will again send test specimens for the customer to approve.

What is the time frame?

– We expect to take delivery of the machine during the early spring, and then we can take the next vital steps, including getting the connectors approved to a CE certification.

Is there a market for this kind of products, or is Rimaster doing this investment for just a single customer?

– Well, of course there is a market, so no, we are not at all doing this as a “one-off”.

– Although we have a designated customer who initiated this, and we are certainly very happy to help him out, there is great general market interest in this customer offering, says Patric.

– In addition, even if we know there is a great demand for various moulded contactors, the production is not limited to it.

– As it is essentially a standard injection-moulding machine, we can produce a wide variety of other moulded plastic components.

– As always, our ambition is to meet as many needs as possible for our customers, and with our new plastic production capability, we get a better opportunity to do so, summarizes Patric. ■

铝电池电缆

用于例如仓库卡车的蓄电池电缆，长期以来是瑞马斯特的主打产品之一。2013年春天，瑞马斯特的蓄电池电缆拿下了其历史上最大的订单之一，即和丰田物料搬运集团（Toyota Material Handling AB）旗下的米约尔比市BT叉车签订了一个五年合同。合同中包括130多种不同厚度、不同变体的蓄电池电缆的开发和交付。这笔订单的独特之处在于电缆生产方法，使用的是超声波焊接。



完成BT这笔大的订单之后，瑞马斯特开始了蓄电池电缆科技的研发项目。蓄电池电缆和其他电缆，例如信号电缆，最大的不同之处在于，这种充电电缆虽然具有相当大的尺寸，但是公差却非常小；电缆的尺寸经常在10-95mm²，因此可以通过大量电流。研发项目促使瑞马斯特做出了一个决定，即获取生产铝电池电缆的相应技术；预测这种技术在未来将会被大量需求。

Patrick Thompson，您是铝电池电缆项目的项目经理。目前项目进展到什么程度了呢，Patrick？

我要说我们已经走了很远了。我们现在已经具备了焊接铝电池电缆的技术和足够的生产能力。然而，我们也知道，我们依然可以在技术方面精益求精，我们还没有为客户生产出面向市场的铝电池电缆。

- 市场需求量很大，很大而且依然在增长。有很多客户都有购买铝电池电缆的需要，Patrick说。

- 即使我们还没有做好生产这种电缆足够的准备，但实际上，我们已经准备好了做小批量生产。我们现在正在和焊接设备最终检测供应商紧密合作，确定各种电缆，包括合适的焊接技术以及定义接触点的合金厚度。这也包括检测电缆和焊接板对机械性磨损要有必要的耐力，以及防御例如盐、酸等各种化学物质的能力。

- 针对瑞马斯特铝电池电缆项目，Patrick Thompson总结道，最后一轮测试可能在2016年初，我们希望那时能够准备好投入大规模的生产。





注塑工艺

几年前，应客户需求，瑞马斯特开始提供塑料件注塑工艺，例如电缆连接器的应变消除接头。对于客户而言，这既是质量的提高也是过程的完全简化。首先，所有塑料件产品都由瑞马斯特波兰工厂负责，但是应一个高端客户的需求，瑞马斯特决定在Rimforsa建立一个生产线，这样更好地为瑞典当地客户提供服务。现在，生产的是更加复杂的部件全塑料连接器。

Patric Thompsson，除了铝电池电缆的生产，您还负责这个项目。那么塑料件生产的现状是什么呢？

- 我们在这方面做得非常好，Patric说。
- 我们方面，注射模塑机器的制造商已经开始运行“zero”系列连接器的前期制作。现在，检测样本已经送给客户做第一次验证测试了。
- 一旦客户接受这个设计，满意产品质量，瑞马斯特将会在集团安装注射模塑机器。这一切就绪并开始运行后，我们还会为客户发送测试样本进行认证。

时间范围是什么呢？

- 我们希望能在早春完成机器的提货，然后我们就可以开始下面重要的环节，包括获取连接器的CE认证。

这种产品有市场吗？还是瑞马斯特仅仅是为了某一个客户而做了这项投资？

- 当然有市场，所以我们并不是为了哪一个客户；我们做这个可不是一次性的事情。

- 虽然我们是因为指定的客户而开始这个事情，我们也非常乐意提供帮助，但是这件具有巨大市场利润的事情，Patric说。

- 另外，即使我们知道不同的模塑接触器的需求量很大，但是生产并非局限于此。因为实际上这是一种标准的注射模塑机器，所以我们可以生产出各种各样其他的模制塑料组件。

- 我们一如既往的追求是尽可能多的满足客户的各种需求，拥有新的塑料产品生产能力，我们会有更好的机会来做这件事情，Patric说。

Agritechnica 2015



Rimaster's Sales Managers at Agritechnica 2015! 瑞马斯特参加2015 Agritechnica农机展览会
Hubert Walachowski, Andreas Kronström, Jean-Pierre Vanheel, Bart Lowette, Julien Fambrini, Patrik Andwester

IN MID-NOVEMBER 2015 the bi-annual "Agritechnica" trade fair was held in Hannover. Agritechnica is by far "the" trade fair to attend if you are in the farming equipment business. This year, Rimaster had a major presence, having planned an ambitious program for its sales force, with focus on meetings with customers, current and coming.

- *This year's Agritechnica was just as intense as it was rewarding, says Hubert Walachowski, new Sales and Key Account Manager for Rimaster Poland.*

- *We can see there is a great potential for Rimaster, out there on the big pan-European market. We have the skills and the products that are just "spot-on", including our traditional portfolio of products and services, such as electrical systems design and harness and cabinet manufacturing. In addition, we see that our new, in-house designs riFuse and AgriCab really are what the market in many cases has been waiting for.*

- *With Rimaster's very favourable adaptive customer setup, where top quality is being offered throughout the delivery process at the right price to meet the customer's needs, the market is just there. Challenging as it might be, I dare to say we have so far only reached very few of those we want to meet, so we still have a lot of work to do.*

- *Still, being at a trade fair like Agritechnica is very inspiring, and a real confidence boost, says Hubert Walachowski, summarizing his view of Agritechnica 2015.* ■

十一月中旬在汉诺威举行了两年一届的“Agritechnica”展览会。Agritechnica是迄今为止全世界最大的专业针对应用于农业领域的机械设备的展览会。瑞马斯特隆重出席了今年的展览会，与其销售团队制订了一项雄心勃勃的计划，重点在于满足客户的需求，不论当前还是未来。

- 今年的Agritechnica正如它应有的那般激烈，Rimaster Poland新的销售与大客户经理Hubert Walachowski说道。

- 我们可以看到瑞马斯特在大泛欧市场上拥有的巨大潜力。我们有“恰到好处”的产品和技能，包括传统的产品系列和服务系列，如电气系统设计、线束和机柜制造。此外，我们看到我们新的内部设计riFuse och AgriCab真的是市场上很多案例都迫切需要的。

- 随着瑞马斯特非常有利的自适应客户的建立，整个交付过程中至始至终都秉承质优价美，以满足客户的需求，市场就在那里。当然挑战也可能存在，我敢断言迄今为止我们仅仅达到了我们想满足的那一小部分，所以我们还有很多的工作要做。

- 当然，像Agritechnica这样的展览会是非常鼓舞人心的，真正地让我们信心大振，Hubert Walachowski总结着他Agritechnica 2015的看法并说道。



AgriCab – Creating a huge interest on the market

ANDERS JONLIDEN, you are Managing Director for Rimaster Cab&Mechanics, and together with Bart Lowette in charge of development of the AgriCab. Where is the project now, by year's end 2015?

- The work is proceeding well and according to plan, says Anders.
- The first cabin is now delivered to a customer and has been installed on the machine for continued testing by the manufacturer.
- Further series deliveries are to be made during the spring, where after the first series machines fitted with an AgriCab cabin are to be delivered to their final customers, says Anders.

You were during the autumn of 2015 on a major "European Tour" with a prototype cabin, and it was show to numerous customers. What was the response?

- It was beyond all expectations, says Anders.
- The market interest is not only huge; it is genuine as well. We have already got quite a few RFIs, for the cabin in its basic version as well as with possible customer adaptations.

The cabin is designed according to an "adaptable standard". What do you do when a customer request certain modifications?

- We listen to their requests and wishes, of course, and whenever possible, we will offer a client specific solution, Anders says.
- That is our basic philosophy with AgriCab; to have a generic, yet very flexible cabin that opens for various customer-unique variants. This might be doors, lighting, cabin comfort or even the sheer size of the cabin. We will probably not be able to meet all requests or ideas, but surprisingly many at a reasonable cost.
- AgriCab is designed to be very flexible, and I am glad that we now can prove it in reality as well, Anders Jonliden summarizes the current status for Rimaster's new, generic cabin. ■

When you like to know more about AgriCab, please don't hesitate to contact Anders Jonliden at anders.jonliden@rimaster.com or +46 494 795 13.



AgriCab – 现状

Anders Jonliden, 您是瑞马斯特Cab&Mechanics的总经理, 并与Bart Lowette共同负责AgriCab的开发。现在到2015年年底了, 项目进展得如何了呢?

- Anders说, 这项工作正按计划进行着。
- 第一个驾驶舱现已交付给客户了, 并已经安装到机器上以供制造商继续测试。
- 首批配有AgriCab驾驶舱的系列机器交付给最终客户后, 春季将会完成更多系列订单的交付, Anders说。

2015年秋季您和原型舱完成了一个重要的“欧洲之旅”, 并将它展示给广大的客户。那是什么反应呢?

- 它简直超乎所有人的意料, Anders说。
- 市场的兴趣度不仅很大, 也很靠谱。我们已经收到相当多的信息咨询, 针对基本版本的驾驶舱和可能的客户定制。

驾驶舱是依照“适应标准”来设计建造的。如果客户要求做一定的改进, 你会怎么做呢?

- 我们会倾听客户的要求和愿望, 当然只要有可能, 我们都会为客户提供特定的解决方案, Anders说。
- AgriCab的基本理念是: 通用但又非常灵活多变的驾驶舱, 适用于广大的客户和独特的需求。这可能会是门、灯光、驾驶舱舒适性亦或是驾驶舱的宽敞度。我们可能无法满足客户的所有要求或想法, 但会以合理的成本创造惊喜。
- AgriCab的设计非常灵活多变, 我们现在就可以证明这点, Anders Jonliden总结着瑞马斯特新型通用舱的现状。

想要了解更多关于AgriCab的信息, 请随时联系 Anders Jonliden, 电子邮件: anders.jonliden@rimaster.com或电话: +46 494 795 13